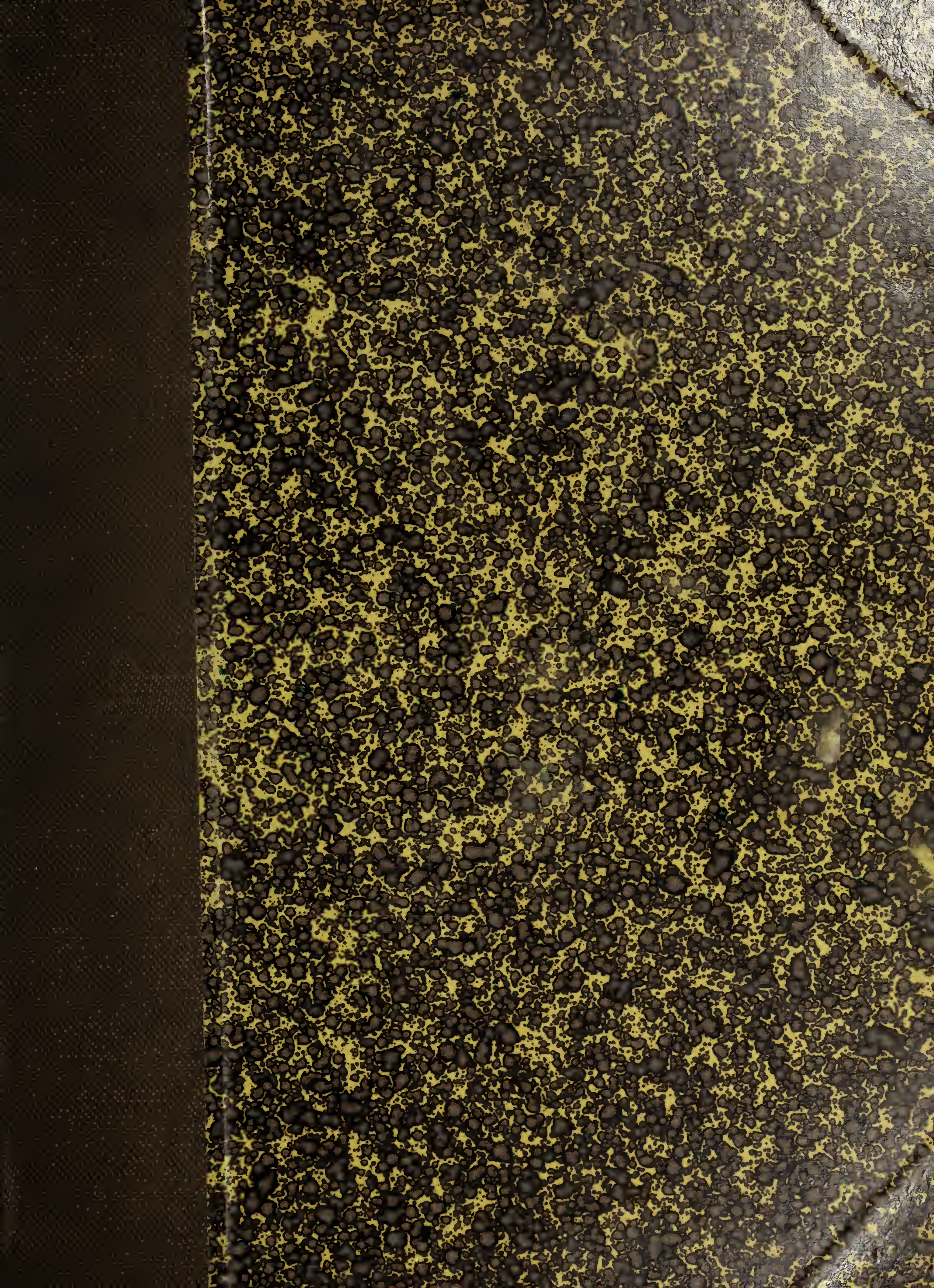

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Published every Monday.

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Contents.

PAGE

New Pennsylvania Food Regulations Dissected 8

Still Insists That He Can't Get Get Goods in the South 8

Wholesale Grocers Discuss Trade Topics 9

Editorial 12
- Not the Profits.
- The California Growers' Way.
- "After Hours."
- "Imitations."

Finances of National Retailers' Association 12

Preservation of Eggs with Water Glass Now Easy and Effective 13

The New York Letter 14

Still Working for Storage Canned Goods Contract 15

The Grocery Markets 16

Market Notes 18

The Science of Advertising 19

The Stroller's Column (Contributed) 20
- A Country Clerk Speaks Up.

Legal Department 22

Association News 27

Correspondence 28

Coffee Syndicate Backing Out of Market 29

Exorbitant California Raisin Prices Give Back Market to Ondara Valencias 30

Western Pennsylvania Merchants Will Gun After Dead Beats 30

Electing Delegates to Pennsylvania State Convention 30

Window Dressing for Grocers 31

Among the Trade 31

Want Department 32

New York Price-List 34

"Grocery World" Prices-Current 35

Index to Advertisements.

PAGE

"Advertising World" 29

American Slicing Machine Co., The 11

Anker's Bouillon Capsules 29

Arbuckle Bros. 4

Atmore & Son 44

Baker, W. H. ..... Cover 4

Baker & Co., Limited, Walter 31

Baltimore Manufacturers' Advertising Association 21

Barber & Perkins 10

Beardsley's Sons, J. W. 5

Bellevue Chemical Co. 29

Bell Co., The William G. 11

Bell & Sons, Samuel 41

Bishop, R. W. 29

Blooker's Cocoa 29

Bower & Co., John 45

Bown Bros. 36

Bradstreet System, The 33

Buchan's Soaps Corporation 27

Buckley, Elton J. 8

Burk, Louis 17

Central Egg Carrier Company 5

Clicquot Club Co. 6

Computing Scale Co. 3

Consolidated Law Association, Inc., The, 50

Cowan & Sons, H. 36

Crescent Mfg. Co. 16

Croft & Allen Co. 38

Cuneo's Son, Joseph 40

Daetwyler & Co., R. 32

Dilliard Remedy Co. 33

Dixon Crucible Co., Jos. ..... Cover 1

Enterprise Mfg. Co. of Pa., The 43

Esterbrook Steel Pen Co., The ..... Cover 4

Exton & Co., A. 13

Fallin & Co., Ira S. 45

PAGE

Fell Manufacturing Co., E. C. ..... Cover 2

Fischer & Co., B. 20

Fitch Coffee Co., The John H. 5

Fleischmann's Yeast 31

Flesch, J. A. 47

Forbes, J. P. 16

Franklin Sugar Refining Co. ..... Cover 1

Freihofer Vienna Baking Company 27

Fulton & Walker Co. 48

German-American Coffee Co. 6

Gold Medal Flour 41

Grocers' Printing Co. 33

Hagan & Co., Arthur 4

Harding & Co., E. E. 16

Hazel-Atlas Glass Co. 39

Hicks, Frank B. 29

Hill, C. V. 40

Hires Condensed Milk Co. ..... Cover 4

Holland Rusk Co. 45

Hooton Cocoa and Chocolate Co. 42

Huner, John T. 40

Indexed Coupon Books. 16

I-V Washing Tablet Co., Inc. 46

Kellogg & Sons, H. 29, 42

Kingsbury, H. P. D. 45

Kirk, Foster & Co. 30

Lamson Consolidated Store Service Co., 37

Lautz Bros. & Co. ..... Cover 2

Levering Coffee Co., The 33

Loughery & Co., Jas. J. 5

Lutz & Schramm Co. 6

Maher's Veterinary Hospital, Dr. ..... Cover 1

Manufacturers' Trade-Mark Association, 4

Martindale & Co., Thos. 36

Mentor Cigarette Co. 4

McCahan Sugar Refining Co., The W. J., Cover 3

McCaskey Register Co., The 38

Mince Meat 44

PAGE

Moneyweight Scale Co., The 3

Natural Food Co., The 13

Paper Canister Mfg. Co. 42

Philadelphia Electric Co., The 33

Piqua Bracket Co. ..... Cover 2

Potter & Wrightington ..... Cover 3

Quaker City Preserve Co. 33

Rae's Lucca Oil 42

Ralston Purina Mills. 50

Righter, W. H. 31

Ritter Conserve Co., Philip J. 37

Royal Milling Co. 41

Royal Specialty Co. 29

Sauer Co., C. F. ..... Cover 4

Scott & Co., Inc., John 9

Shane Bros. Co. 16

Shinn & Kirk 42

Snider Preserve Co., The T. A. 4

Standard Cash Register Co. 15

Stickney & Poor Spice Co. 3

Strasbaugh, Silver & Co. 41

Sulpho-Napthol Co., The 44

Swift & Co. 15

Tetley & Co., Joseph 22

Tongue & Bros., R. E. 31

Troemner, Henry 49

Wagner Co., Martin 33

Walker Patent Pivoted Bin Co. 48

Waltham Mfg. Co. 6

Washburn-Crosby Co. 41

Weiss & Son, G. B. 46

Wheatena Co., The 29

Whittemore, Bros. & Co. ..... Cover 2

Wilde's Sons Co., Samuel ..... Cover 3

Williams Bros. Co., The 47

Wrigley Mfg. Co. 15

Young, P. D. F., W. F. 33

Young & Co., Chas. W. 36

Zimmerman Co., M. 40

New Pennsylvania Food Regulations Dissected

In Only Few Respects Do They Change Pennsylvania Status of Food Adulteration. Candy Men Have Lemon. Status of Preservatives Unchanged from Old Law. The Question of Retailer's Guarantee.

A more careful study of the new food regulations issued by the Pennsylvania Dairy and Food Department several days ago, and published in the last issue, shows that in very few points do they alter the legal status of food adulteration in the State of Pennsylvania.

Take the regulations one by one:—

Coal-tar dyes, particularly those which are admitted by every body to be injurious, were illegal under the old Pennsylvania law, and in fact are illegal under any food law the writer has ever inspected. Hence the present regulations making them illegal is simply in accord with the former status.

The ruling that benzoate of soda used in connection with coal-tar dyes will be regarded as an adulteration makes no change in the status, as the presence of the dye would have made such a combination illegal under the old law. Under the old law the legality of benzoate of soda alone was never clearly established, and under the new Federal food law its legality has never been established. So that when the new rules leave open the question whether benzoate of soda is legally permissible *alone*, they simply restate the condition that existed before.

Rule 2, regarding the use of boric acid, salicylic acid and sulphites, or any poisonous preservative or coloring matter, introduces no new condition, since all these substances were proscribed under the old law.

Rule 4, stating that spices containing foreign matter will be considered adulterated, is of course obvious, as spices containing foreign substances have always been deemed adulterated.

That part of Rule 5 covering ice cream is particularly liberal, since it prescribes only 12 per cent. of butter fat, as against the Federal Government's 14 per cent., and permits the use of eggs and gelatine, which the Federal standard does not.

The candy men do not like Rule 6, which forbids the use of mineral substances in confectionery, whether poisonous or not. Coal-tar dyes are mineral substances, so that even the admittedly harmless ones may not be used. This restricts the confectioners to the use of vegetable dyes, which are nowhere near as satisfactory as coal-tar colors.

Rule 7, as to misbranding, is practically a summary of the Federal rules and regulations. It prescribes a form for the principal label, in which it goes beyond its legal rights, as does the Federal regulation along the same line. Neither the Federal nor the State authorities have the right to interfere with a label that does not misrepresent, and the user of such a label has the right to put on it exactly what he likes.

The other regulations under Rule 7, as to misbranding, simply condemn and warn against conditions which were illegal before. Notably the use of the word "compound" on mixed foods and the use of descriptive names which shall not misrepresent the character of the goods.

The regulation regarding the labeling of prepared mustard with the names of all the ingredients and the percentage of mustard is new in Pennsylvania. Query: does this not offend against every man's inviolate right to hold his formula secret?

Under the same rule, imitation or adulterated flavoring extracts must not trade as the genuine, which they could not do under the old law.

The regulations regarding the form of guaranty to be demanded by the retailer were discussed in the last issue. As stated, the retailer who already holds a guarantee of purity under the Federal food law need not secure another under the State law. The department will accept his Federal guarantee as credentials of immunity under the State law.

Still Insists That He Can't Get Good Groceries in the South

Purchasing Agent for Panama Canal Groceries, Answering Protests of Southern Jobbers, Says Groceries Bought in New Orleans Were in Part Unfit for Food. Has to Go to New York to Get Good Goods, He Says.

Special correspondence of "Grocery World."

New Orleans, La.,
June 26, 1907.

Several weeks ago a communication published by the "Grocery World" from this point stated that the wholesale grocers of New Orleans and other Southern points were deeply incensed over a statement which the New Orleans "Picayune" had published from Henry Burnett, purchasing agent for the food supplies used in prosecuting the work of the Panama Canal. In this statement Mr. Burnett was quoted as having said in substance that he could not get decent groceries from the Southern jobbers, but was compelled to go to New York for them. Naturally this greatly aroused the jobbers of this section and a large party of them went to Panama to make things hot for Mr. Burnett.

In the party that sailed from New Orleans were twenty-two men from New Orleans, one from Shreveport, six from Alabama, three from Mississippi and one from Indiana. Every line of business directly interested in the trade of the isthmus was represented. The grocers of New Orleans were represented by George P. Thompson, first vice-president of the Southern Wholesale Grocers' Association and first vice-president of the New Orleans Wholesale Grocers' Association; Max Schwabacher, Paul E. Mary, George Camors, J. B. Carnal, A. Dumser, D. Gradwohl and Victor Burthe, and J. A. Van Hoose, of Birmingham, president of the Southern Wholesale Grocers' Association, was also in the party.

Immediately upon the committee's arrival a letter was handed to them from Burnett, which reiterated all his charges against the quality of New Orleans groceries and gave specifications. The letter was as follows:—

Gentlemen:—An interview given by me to the representative of the New Orleans "Picayune" on February 12th, and which was published in that paper on February 23d, having been given considerable prominence by the New Orleans press, by members of your association and by merchants, and it having also been announced by the press that your party contains representatives specially delegated to refute the statements which I have made, I have the honor to invite the members of your party, singly or in a body, to visit the commissary store of the Panama Railroad Co., at their convenience, where I am prepared to substantiate with samples of goods received from New Orleans every statement which I have made regarding the quality of those goods, and the seeming inability of New Orleans merchants to purvey to this market.

For your information, and as bearing upon the question, I beg to inform you that on February 4th, eight days before the date of this interview, a trial order was placed by the purchasing department of the Panama Railroad Co. with various New Orleans merchants with a view to ascertaining if suitable service could be obtained in that market. These trial orders were to be made in two shipments, the first to leave New Orleans on February 16th and the second on March 2d. The names of the merchants to whom orders were given on the basis of their bids and the approximate value of the orders are as follows:—

Woodward, Wight & Co.	$780
A. Adler & Co., Limited.	232
Albert Mackie Grocer Co.	91
H. T. Cottam & Co.	513

Not a single one of these firms, with the possible exception of H. T. Cottam & Co., made shipment of the goods in the quantities and description of packages called for in the award. The latter firm made shipment of cream of wheat in ordinary domestic pasteboard packages. My requisition called for the same in sealed tins, but I am not prepared to say that the omission was not the fault of our purchasing department.

On March 1st the Albert Mackie Grocer Co. notified our purchasing agent in writing that the company was unable to deliver its second installment of the order, for the reason that although when its bid was put in on these goods, they had been in stock, they were now out of stock, and could not, therefore, fill the order. The installment in question consisted of thirty or forty cases of string beans, one case pumpkin and three cases peaches.

On an order calling for shipment of fifty barrels and thirty half-barrels of flour, Woodward, Wight & Co. shipped sixty-five full barrels,

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COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

paying no attention to our specification that a portion should be shipped in half-barrels.

A. Adler & Co. substituted for Heinz catsup, in pint bottles, the same brand of catsup in what is known as a small octagon bottle, containing much less than the nominal pint.

Your attention is respectfully called to the list of canned goods appended hereto, samples of which will be cheerfully opened at the commissary store for inspection by your party. The majority of these goods we still have on hand, for the reason that the quality is so poor that they are not saleable in this market.

Your attention is also called to the fact that practically all of these goods are packed either in New York or San Francisco territory, instead of New Orleans territory, and that they can undoubtedly be imported by us cheaper from one of the two first mentioned ports.

In view of the inability of four of your representative merchants to correctly fill with suitable and standard goods during a period of over three weeks orders aggregating slightly over $1,600 in value, you are requested to suggest some practical method by which purchase of a portion of our supplies, the monthly importation of which amount to about $120,000, can be satisfactorily accomplished in such a market as New Orleans.

I am respectfully,
HENRY BURNETT.

Attached to Mr. Burnett's letter was the following "partial list of goods received from New Orleans which are unsuitable for this market":—

Lard—From H. T. Cottam & Co. Unstiffened and put up for domestic trade in unsealed tins not suitable for tropics.

Catsup—From A. Adler & Co. Bottles not pints as specified in bid and award, and not put up for export with corks and screw tops.

Peaches—From Albert Mackie Grocer Co. Very inferior "Pie Peaches" in rusty tins used to fill order for preserved peaches.

Mince Meat—From H. T. Cottam & Co. Nominal weight two-pound tins, quality very poor, contents weigh twenty ounces, or five ounces less than standard two-pound tins sold in New York.

Strawberries—From A. Adler & Co. Tin contains thirteen ounces water and five ounces of pale strawberry mush. Absolutely unfit for consumption.

Succotash—From A. Adler & Co. A large number of tins were bulged and fermenting when received, evidently old stock.

Sifted Peas—From H. T. Cottam & Co. Very inferior quality.

Stringless Beans—From Albert Mackie Grocer Co. Nominal two-pound cans. Very inferior quality, cans only three-quarters full, containing ten ounces water, eight ounces beans.

So far as can be learned, the New Orleans jobbers were unable to answer these charges, but claim to have won a victory through the fact that from now on the groceries for the isthmus will be purchased through the Commissary Department of the United States Army.

R. K. T.

Wholesale Grocers Discuss Trade Topics

Summarized Report of the National Wholesale Grocers' Association, President in Annual Address Contends That the Jobber Is Indispensable to the Manufacturer. Committees on Discounts, Guarantee of Purity and Free Soap Deals. Secretary Green, of the National Retailers' Association, Says Jobbers Are Partly Responsible for Antagonism Between Jobbers and Retailers. Pure Food Law Situation.

The National Wholesale Grocers' Association held its annual convention in Chicago on Wednesday, Thursday and Friday of the past week, June 26, 27 and 28. Delegates were present from thirty-two States and the entire session was enthusiastic. A detailed report of this convention is impracticable, but the "Grocery World" has prepared a comprehensive summary of the proceedings from a mass of matter sent by a correspondent. This summary contains all the salient points of the session interesting to the retailer.

The annual report of Alfred H. Beckmann, secretary of the Wholesale Grocers' Association, showed the strength of the organization. He said in part:—

The National Wholesale Grocers' Association of the United States was organized in the city of Buffalo, N. Y., on the 6th of June, 1906, with 123 members. At this writing we have 490 members, distributed in thirty-two States, as follows:—

Alabama	1
Arkansas	4
California	20
Colorado	11
Connecticut	14
Delaware	1
Illinois	49
Indiana	16
Indian Territory	3
Iowa	29
Kansas	20
Kentucky	6
Louisiana	5
Maine	9
Massachusetts	35
Michigan	13
Minnesota	19
Missouri	37
Nebraska	12
New Hampshire	7
New Jersey	4
New York	60
North Dakota	1
Ohio	20
Oklahoma Territory	3

What the "Scott" Label Means

PURITY
DELICACY
STRENGTH

We have become interested in ***Ceylon Tea,*** whose supremacy is fully acknowledged by everyone who knows the subject. We believe in these teas so thoroughly that from now on we will make a specialty of them.

We will put up under our own label Ceylon Teas, both black and green (uncolored), in their purest state and in their highest grade.

The fact that they will be under the "Scott" label sufficiently assures that the teas will be of the finest flavor, having both delicacy and strength.

Within the last few years much effort has been expended in educating the tea dealer and the tea user to the use of high-grade Ceylon Teas. This rapidly-increasing class will find something to exactly suit them in our brands.

We want to impress upon the trade the fact that once a customer tries Ceylon Teas no other will suit.

When ordering tea consult

JOHN SCOTT & COMPANY
INCORPORATED
Wholesale Grocers
N. E. Cor. American and Diamond Sts.
PHILADELPHIA, PA.

206575

Oregon	5
Pennsylvania	50
Rhode Island	4
Vermont	5
Washington	9
West Virginia	8
Wisconsin	9

The above membership represents about 85 per cent. of the distribution of manufactured articles in the territory covered, and indicates also that the "objects" of this association are appreciated by wholesale grocers, as there has been little so-called missionary work done to influence memberships.

President Judson, in his annual address, contended that the jobber is the only legitimate distributing medium for the manufacturer. This portion of his address was as follows:—

We are the medium through which the manufacturer should distribute his product and under present conditions we are indispensable to him. The wise thing for us to do is to so direct our business policy as to render unnecessary the creation of other channels for the distribution of manufactured commodities. We will thereby accentuate our necessity to the manufacturer, and be in a position to stand up like men on the dignity of our usefulness and importance for just and equitable treatment. The sooner the manufacturer recognizes his limitations on the one hand, and we recognize the necessity for sustained and self-sufficient effort by ourselves on the other, the sooner will mutually satisfactory relations be established and maintained. I doubt not that the manufacturer often wonders that we voluntarily handle his product at so small a margin of profit, and even refrain in some cases from maintaining the profit specifically provided for us by the manufacturer's selling policies.

We should also exercise a large measure of charity in our dealings with the retailer. He has his troubles and annoyances which must not be overlooked. The demand for ever quicker service, smaller and more attractive packages, new and diversified commodities, compounds and preparations, is a matter in which we should be leaders and not followers. By anticipating these varied wants of our customers our originality and usefulness are emphasized and our trade prestige enhanced and perpetuated, and the hard labor required in achieving these results is only the reasonable price that we must expect to pay for the exalted position that we occupy in the commercial economy of the nation.

The reports of the committees on various trade topics were especially interesting. Major Samuel Mahon, of Ottumwa, Iowa, chairman of the Committee on Soaps, presented the report of his committee as follows:—

The Soap Committee concluded that it was wise to wait after the opening of the current year till there had been effected a better organization and consolidation of the association. Accordingly, the chairman called his committee in Chicago on March 12th. The question of the abolition of free deals by manufacturers was discussed and urged by all those present upon Mr. French. He steadfastly refused to entertain the proposition, however, and the meeting adjourned without visible result. The chairman, however, believes that the strength of the national organization was impressed upon Mr. French and may bear fruit in the future. The other two propositions of the committee that the manufacturers distribute their product through the jobbers and also that the manufacturers insist that their specialty men obtain a list for their goods were freely conceded by Mr. French.

Your committee find a general opposition among the soap manufacturers to the abolition of free deals. Your committee believes that were the enforcement of the rule made required of manufacturers to elect whether they will distribute their product through the jobber or direct to the retailer and the insistence that manufacturers' specialty salesmen be compelled to obtain list, that a great reformation over the present methods would be accomplished. We believe that the time for enforcing this rule should not be postponed later than this meeting. Insistence on the last rule, however, implies that the jobber should observe the same rule.

S. B. Steele, chairman of the Committee on Uniform Discounts, rendered its report substantially as follows:—

The subject of discount is of vast and vital importance to every wholesale grocer in the United States. The term "discount" while common is misunderstood. A "cash discount" as used in connection with business is "an allowance made on an account for advancing money upon a bill not due."

This committee found that a great many of our members make a practice of deducting discount to which they have no right, either morally or legally. As an illustration, if a bill of goods is bought on 60 days' time, or 2 per cent. for cash in 10 days, the terms mean that if the buyer has the money in the seller's hands in 10 days, the seller agrees to allow 2 per cent. for the use of the money for 50 days, or the unexpired time. When the money is not in the hands of the seller within the specified 10 days, the buyer has no right to deduct the cash discount. It is neither fair nor honorable. Your committee has been shown that the abuse is more general than would be supposed. If the Discount Committee is to be successful along the lines of improving discount conditions, the wholesale grocers of the country must do their part in seeing that the terms of payment are lived up to.

The field which the committee had to work is very fertile and will amply repay the members for any loyalty and assistance they show the committee. The committee reported that it had been unable to accomplish all it wished to, but submitted a long and influential list of concerns which had agreed to allow members of the organization discounts.

W. B. Timms, chairman of the Committee on Pure Food Guaranty, submitted a report. He said his committee, which had been appointed at Buffalo February 12th, had remained in practically continuous session on February 13th and 14th, and finally, "after

IF YOU WOULD LIKE TO TAKE A VACATION THIS SUMMER

Without Drawing on Your Savings to Pay Expenses, Buy From Our Offerings on This Page and You Will Make Enough Money to Do the Trick

Horseshoe Salmon, 1 lb. tall cans, 4 dozen	per doz.,	$1.27½
Not more than 10 cases to any one buyer.		
Fancy California Lima Beans, bags about 80 lbs.	per lb.,	.06¼
Paris Corn (limited quantities only) 2 dozen	per doz.,	1.30
Roger's Fancy 4 Crown Ondara Layer Valencia Raisins, 28-lb. boxes	per lb.,	10¼
California Layer Valencia Raisins, 28-lb. boxes, single boxes	per lb.,	08¾
5 or 10-box lots	per lb.,	.08⅝
Schumacher's Farina, 2 dozen	per case,	1.00
Schumacher's Avena, barrels	per bbl.,	5.35
Schumacher's Avena, 90-lb. bags (½ barrel)	per bag,	2.65
Oneida Rolled Oats, finest quality, barrels	per bbl.,	5.10
90-lb. bags (½ barrel)	per bag,	2.52½
45 gallon 1200s Pickles, finest quality and full count	per bbl.,	9.00
45 gallon 1000s Pickles, finest quality and full count	per bbl.,	8.50
New No. 1 Shore Mackerel, 110s to 115s count	per bbl.,	14.00
New No. 2 Shore Mackerel, 200s to 220s count	per bbl.,	14.50
New Irish Mackerel, excellent color, about 360 to 390 fish	per bbl.,	15.00
These are better quality new mackerel than we have seen for years, and these prices are now on a very advantageous basis, and we believe they will be higher. Note and compare them carefully.		
Hermit Brand Peas (soaked), No. 2 size cans, 2 dozen	per doz.,	.47½
5 or 10-case lots	per doz.,	.45
Babbitt's Potash, 4 dozen	per doz.,	.77½
Babbitt's Potash, 2 dozen	per doz.,	.80
In quantities to suit from our stock, f. o. b. cars Philadelphia. NO FREE DELIVERY in any quantity.		
Codington's Wax Strings, 100 strings in a box, 10 boxes in a case, single cases	per case,	1.37½
5 or 10-case lots	per case,	1.35
Red Bells Brand Fancy New York State Sugar Beets, ¼s, very fine quality blood red, No. 3 size, Sanitary cans, single cases, 2 dozen	per doz.,	1.02½
5 or 10-case lots	per doz.,	1.00

These Prices for This Week Only—July 1st to 6th, inclusive

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

numerous meetings and discussions with the committee appointed by the Canned Goods Packers' convention to confer with us we agreed upon a form of guaranty which was reported to the Canned Goods Packers' convention in open session and adopted by them by a unanimous vote. A copy of this guaranty is attached:—

The guaranty has been used very generally between canned goods packers and wholesale grocers. It has been formally adopted by a number of the Canned Goods Packers' Associations, including the Baltimore Canned Goods Exchange.

The committee have but two suggestions to make in connection with this guaranty:—

First, that it be used universally by the members of the National Wholesale Grocers' Association, and

Second, that the clause under the head of "Buyer's Labels," reading, "Whereas, the ——— of ——— has filed his guaranty to protect purchasers of food products with the Secretary of Agriculture at Washington and the same has been registered under serial number ——" be stricken from the guaranty as unnecessary and in many cases causing confusion to one or the other parties of the guaranty; when all of the packers have filed their guaranties in Washington and procured serial numbers this clause will be a proper part of the guaranty, but until such time it is a cause of confusion and unnecessary correspondence and discussion; as it has no important bearing on the guaranty it can be omitted without impairing its value. I am confident there will be no objection on the part of the packers to this omission.

COPY OF THE GROCERS' FOOD GUARANTY.

The copy of the food guaranty follows:—

NATIONAL WHOLESALE GROCERS' ASSOCIATION OF THE UNITED STATES.
FOOD GUARANTY.

Packers' Label.

I (we), the undersigned, do hereby guarantee that the articles of food or drugs manufactured, packed, distributed or sold by me (us) are not adulterated or misbranded within the meaning of the Food and Drugs Act, June 30, 1906.

.....

.....

Buyers' Label.

When buyers' labels are used, the following contract shall be made a part of the guaranty:—

WHEREAS, The .....of..... has filed his guaranty to protect purchasers of food products with the Secretary of Agriculture at Washington, and the same has been registered under serial number ....;

IT IS HEREBY AGREED, In consideration thereof, between..... (buyer) and ..... (seller) that whenever buyer shall furnish his own labels and direct seller to attach the same, then and in that event said .....(buyer) agrees to assume all liability and save the seller harmless from any damage, responsibility or expense arising out of any illegality of form of such label, resulting in misbranding under the provisions of the Food and Drugs Act of June 30, 1906.

PROVIDED, HOWEVER, That this contract shall not be construed so as to release the seller from any of the obligations arising from the wrongful use by the seller of buyers' labels, which are legal in form, thereby resulting in misbranding.

Secretary John A. Green, of the National Retail Grocers' Association, made a stirring address, in which he deprecated the antagonism which to some extent existed between jobbers and retailers, and contended that for a part of this, at least, the jobber was responsible. Mr. Green said:—

The wholesalers should endeavor to prevent the sale of goods in wrong places and at cut rates. If wholesalers extend credit, the retailers ask that it be extended in such a way that it will not be used as a means of cutting prices and demoralizing trade.

That there is a feeling of antagonism we have ample proof. In some of our large cities we find that it has been impossible, through a misunderstanding, no doubt, to control the situation as it probably ought to be, and that one or the other of the different factions have been compelled to utterly discard the jobbers and go direct to the manufacturers. I am not here to say how these matters should be straightened out, but to call your attention to the fact that some means may be thought out during this convention whereby a better understanding can be brought about.

It is but recently that in one of our large cities one of the wholesale houses has bought up a large number of stores. Another instance has come to my notice where a wholesaler had gone into a number of small towns and bought up a store in each of them.

You probably know these facts as well as I, and yet I feel that it is my duty to bring them before your notice, so that if you are not cognizant of the facts, that you might know and give the matter some consideration at your convenience.

At Thursday's session Mr. F. W. Hannahs, of New York, offered a plan for financing the organization on a basis of a sliding scale of membership fees and of raising for the work of the association a fund of $30,000. The committee proposed that firms enrolled as members and rated at less than $50,000 pay a fee of $10 annually, those rated at from $50,000 to $100,000 pay $20, those from $100,000 to $200,000 a fee of $40, those from $200,000 to $300,000 a fee of $100, and those over $300,000 a fee of $150. This was evidently a suggestion of immense satisfaction and of marked equity, and some of the largest concerns represented spoke enthusiastically of it. One of them, however, proposed that a higher class be established, comprising firms rated at $500,000 or over, and some of those affected thereby made speeches favoring even that. The convention voted to make the grades as proposed, with the two amended high grades added.

Particular interest attached to a paper delivered on Thursday on

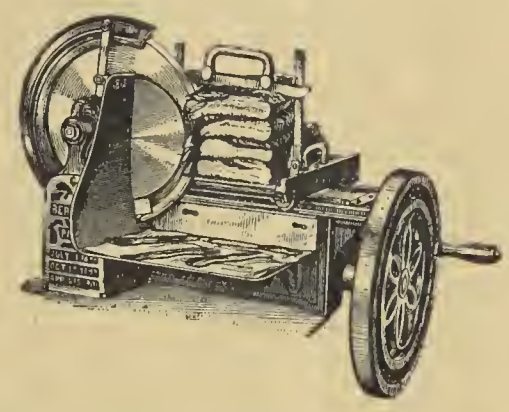
(Continued on page 18.)

A or THE?

Sometimes you hear people say: "Oh, yes, I know Brown. He's a grocer in our neighborhood."

Then again, you hear 'em say: "Why, of course I know Smith. He's ***the*** grocer up our way.

WHICH ARE YOU?



THE AMERICAN SLICING MACHINE

will make people talk about your store and its progressiveness.

The meats cut upon it—appetizing, uniform slices in any thickness from one-forty-eighth of an inch up—will make people buy at your store.

The saving of waste and greater number of slices will put more profit into your cash drawer on each sale.

The proof is yours for the asking.

American Slicing Machine Co.
54-58 Fifth Avenue, Chicago

BELL'S SEASONING

has always been one of the speediest selling specialties a grocer handled. One thing—it has such a tremendous field. Every family in the land uses dressing for roast meat and poultry.

Sometimes—if she doesn't know or hasn't tried **Bell's Seasoning**—the housewife makes her own seasoning. Very often it is good, but many, many times she doesn't hit it, and then the palate protests.

Bell's Seasoning never varies, and because it is made on a famous recipe it always exceeds in deliciousness the best efforts of the housewife.

You'll never stop selling this if you once begin.

The William G. Bell Company, Boston, Mass.

Grocery World

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President and General Manager.
ELTON J. BUCKLEY,
Vice-President and Editor.
DAVID EZEKIEL,
Advertising Manager.
W. H. NAYLOR,
Circulation Manager.
FRANK D. WARNER,
Manager "Prices-Current."

Not the Profit.

In advertising a special brand of package coffee last Monday, Gimbel Bros., the only Philadelphia department store selling groceries, close with the following:—

> The profit on the coffee isn't what we're after, but it's another way to prove the excellence of the grocery service.
>
> —Chestnut-street Annex.

Oh, no, these arch hypocrites "aren't after the profit"—certainly not! All who know the Gimbels know they are simply in business for the beneficent pleasure of doing good!

The California Grower's Way.

The description published elsewhere of the way in which the California raisin growers have opened the door to the importation of several hundred thousand boxes of foreign raisins is simply in line with many previous charges of the same sort. The California fruit growers have always been too greedy and probably always will be, as no lesson seems sharp enough to convince them that their selfishness is standing in their own light.

Nobody has been more spoiled by the tariff than the California fruit growers. Protected by a high import tax on everything they produce, they have asked for their products far more than they were worth, and in many cases far more than the public were willing to pay. That is the foolishness of it—the California growers have repeatedly put prohibitive prices on their goods. Take olives. There was no demand for California olives in the East. People were perfectly satisfied with imported olives. Yet the California growers asked the public to do something which they had not the slightest inclination to do, and to pay exorbitantly for the privilege. Naturally they refused to do it, and as a result there is no business to speak of in California olives. Had the price been fair—the experiment made easy, so to speak—the Californians would unquestionably be selling ten times the number of olives they are to-day.

Still, the California producers have never waked up to the logic of this, and it seems too much to expect simple common sense from them.

"After Hours."

There is no curbing the greedy merchant. He can circumvent all efforts at early closing or Sunday closing or limited prices, no matter how closely hedged about they may be with restrictions. Read the following item from an English contemporary:—

> On the door of a certain shop in Wales, writes "The Grocery World" man in the "Principality," there is a notice giving the hours of opening and closing. At the end of the notice, however, appears the following:
>
> No objection to
> serving customers
> after Business Hours.

The poor grocer who perpetrated this isn't wholly responsible—he simply can't help himself. To let a cent's worth of trade escape would seem to him a crime against himself which would keep him awake for nights.

"Imitations."

A large number of the leading weekly and monthly publications of the country, in a wholly praiseworthy effort to combat what they refer to as the "substitution evil," have been concertedly publishing in recent issues the following matter:—

> "JUST AS GOOD" IS NOT THE GENUINE.
>
> Genuineness is the basis of honesty; it is the very spirit of honesty; it is the finished product of honesty. That which is not genuine, yet wears the stamp and signet of genuineness, is flatly dishonest. Our whole social fabric is built upon this truth, and yet a large part of present-day society gives itself up to imitating and imitations. Expert chemists and artificers devote their experience and skill to devising substitutions for the real thing. Scientists, artificers and merchants of every sort spend more time reckoning with the imitation than it would take them to solve the problems involved in making and marketing the real.
>
> Take one flagrant instance: A business concern spends untold energy and capital in building up the sale of an article. They advertise it broadcast, and, by dint of energy and square dealing, succeed in gaining the confidence of the public, giving a good article at a fair price and making their trade-mark stand for honesty and quality. Immediately the imitator appears—and the general public buys the imitation, instead of using that careful discrimination which a tried friend has a right to expect.
>
> This thing is attacking the moral fibre of our people, for the "substitution evil" enters every avenue of life. There is need for a strong voice crying in the modern wilderness, demanding that, whether in the magazine advertisement or in phases of personal life, the genuine be permitted to stand upon its own hardly-won pedestal until displaced by something better.

This sounds quite plausible and impressive, but what is meant by "imitation"? In the light of the above it might mean two things: 1, a product aimed to deliberately steal the capital of another—alike in name or in label; or, 2, simply another product encouraged by the success of the first to go after a share of the market. Naturally there is no defense for the first form of imitation, yet the little sermon above reproduced is so broadly framed as to include both. In that it is wrong, for the second form of "imitation" is not only justifiable, but a sorely needed form of competition. Is a manufacturer to have a perpetual monopoly of the chocolate market simply because he introduces the first brand of chocolate? For if there are never to be "imitations" in the second sense, the result will be monopoly as tight as any ever perpetrated.

Finances of National Retailers' Association.

Comfortable Surplus Above Debts. Begging Over. New England Retailers Organize Against Mail Order Schemes.

Special correspondence of "Grocery World."

Cleveland, Ohio, June 28, 1907.

During the last two years there has not been any appeal made to the retailers for funds for support of the National Retail Grocers' Association other than the per capita.

The year 1905 we promised to run the association on the funds of the retailers, and when an appeal was made there came into this office scores of letters bringing dollar after dollar to the amount of nearly $900, and L. J. Callanan, of New York, sent $25, with the understanding that if we continued the same policy he would continue to give the same amount yearly.

This same feeling and determination exists to-day as then.

Our debts amount to less than $500 (with the exception of salary for the secretary, which must not be taken into account), while the treasurer's report of June 1st shows $842 in the treasury.

It can be truthfully said that at no time in the history of the National Association has there been so much good effort put forth as now, and the results are satisfactory.

* * *

Pursuant to the call issued by Elisha Winter, who has been organizing New England retail merchants' associations, a number of the merchants of the country met at the St. Johnsbury House to organize a county association.

Before adjournment the following resolutions against the mail-order houses were adopted and will be sent to Congressman Haskins:—

> Whereas, Maine, New Hampshire, Vermont and Massachusetts have each organized State associations, in affiliation with our national association; and
>
> Whereas, The State associations in the West and Southwest have been carrying on very successful campaigns in opposition to the unfair competition of the catalogue houses; therefore be it
>
> Resolved, By the retail merchants of Caledonia County, in county convention assembled at St. Johnsbury, Tuesday, June 11, 1907—
>
> First. That we call upon New England State associations to get together in defense of New England's interests and combat by every honorable means the further encroachment of the western catalogue houses; and,
>
> Second. The New England merchants cannot successfully meet this competition without lowering his standard of commercial ethics.
>
> Third. It is not to the interest of New England to concentrate the retail distribution of merchandise into the hands of mammoth foreign corporations thousands of miles away.
>
> Fourth. We call upon our representatives in Congress to continue the successful opposition carried on by our national association for the past seven years against all attempted parcels post legislation so far introduced in Congress.

JOHN A. GREEN,
National Secretary

Preservation of Eggs with Water Glass Now Easy and Effective

United States Government Indorses It and Gives the Results of Some Experiments. Eggs Can Be Kept for Years in Water Glass Without Spoiling. After Being Kept Months They Cannot Be Distinguished from Fresh.

Special correspondence of "Grocery World."

Washington, D. C.,
June 28, 1907.

The Experimental Department of the United States Department of Agriculture has been busying itself with an investigation into simple methods of preserving eggs of late, and in a report issued during the week says unhesitatingly that eggs can be preserved in a solution of water glass so as to keep in perfect condition for a long time.

Experiments are reported in which water-glass solution, a brine made of lime and salt, and a commercial egg preservative were tested. In these experiments eggs kept in good condition for home use for at least eight months when preserved either with the water-glass solution or with the lime and salt mixture, but considering cost, quality, appearance, flavor and other characteristics the water-glass solution is preferred by the experimenters.

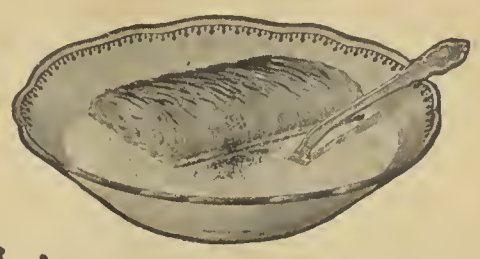
Particular interest attaches to the data recently published by J. Hendrick, of the University of Aberdeen, as he examined a very large number of eggs preserved in water glass under commercial conditions and also made special studies of the quality and composition of eggs thus preserved for long periods. In general, the preserved eggs were found to be of good quality, though they had not been preserved under the best conditions, as they were not placed in the water-glass solution on the day on which they were laid, but were collected in the country and sent into town in large lots and were two or three days old before preservation. As might have been expected, some of these eggs were bad, but the proportion was not large. In one instance out of 384 dozen eggs preserved between April and June and sold between October and December only 5 dozen, or 1.3 per cent., were bad, and the majority of these were broken or cracked eggs.

Usually the eggs which were preserved in water glass have a nice appearance, as the shells are very clean and fresh looking after the water glass is wiped off them. Even those which had been several years in water glass had a fine, fresh appearance. Another advantage of preservation in water glass over certain other methods is that the contents of the egg do not shrink owing to evaporation. The eggs therefore do not rattle when shaken, no matter how old they are. The cost of preservation is very small.

It was found that eggs which had been kept in water glass for a few months could hardly be distinguished in appearance, flavor and smell, either raw or cooked, from what are called "fresh eggs"—that is, fresh eggs in the commercial sense, which are eggs which should be free from decomposition or taint, but which may be several days old. A really fresh egg, only a few hours laid, is easily distinguished in flavor and appearance when cooked from the "fresh egg" or preserved egg, and is known as a "new-laid" egg. The eggs which had been preserved in water glass for about six months tasted and smelled like well-kept eggs a few days old. As the eggs in question were a few days old when they went into the water glass, they were not appreciably changed to my eye and palate by a few months' stay in water glass.

As the eggs get older, however, a distinct change is found which can be appreciated both by the eye and palate. Eggs which have been three or four years in water glass are easily recognized. The white becomes pink in color and very liquid. The egg acquires a slightly peculiar taste which * * * suggested soda. At the same time even when four years old the eggs had no unpleasant taste or smell, and the white coagulated in the usual manner in cooking. Though there was a

Mr. Grocer:



"It's All in the Shreds"

If you eat Shredded Wheat you will know how good it is; and when you know how good it is you can offer it to your customers with confidence and enthusiasm. If you could see us make Shredded Wheat you would never eat any other cereal. Take a package home with you. For breakfast, heat the biscuit in oven until it is crisp, pour hot milk over it, then add a little cream and a dash of salt. For lunch or dinner try a Shredded Wheat Biscuit with strawberries and cream. In place of white flour bread eat toasted Triscuit, the Shredded Wheat wafer. You will then become a Shredded Wheat "booster"—and when you "boost" Shredded Wheat you are "boosting" yourself.

Shredded Wheat is as staple as granulated sugar. Contains more nutriment than corn or oats and is more easily digested. A steady seller at a good profit. Always Clean. Always Pure. Always Right.

The Natural Food Company

NIAGARA FALLS, N. Y.

EXTON "THE BEST KNOWN AND KNOWN AS THE BEST" EXTON

TRADE **"EXTON"** MARK

"THE BEST KNOWN AND KNOWN AS THE BEST"

"THE BEST KNOWN AND KNOWN AS THE BEST"

60 Years

We started to make this little round cracker in 1847—and we are **still** making it.

Every grocer in the country knows the "Exton" oyster cracker—so does nearly every customer of every grocer. They know also that there isn't an oyster cracker made that will take its place.

That's why we're still making it in 1906.

A. EXTON & CO., Trenton, N. J.

EXTON "THE BEST KNOWN AND KNOWN AS THE BEST" EXTON

slight characteristic odor when the eggs were cooked, it was not a stale or bad odor and did not suggest sulphureted hydrogen. The changes in the preserved eggs take place very gradually. At one year old they are hardly noticeable; at two years they are distinct, but not so distinct as at three or four years old.

To further test the effects of the preserving solution fresh eggs and eggs which had been kept in water glass one to three years were analyzed and it was found that there was practically no change in their composition even after lengthened immersion in the solution. Practically no silica and little, if any, soda found their way into the eggs. The eggs do not dry up and there is scarcely any change in their ash content, though they contain slightly more soda than fresh eggs.

Water glass is an ordinary chemical substance—sodium silicate—and can be obtained at any drug house. A sample of syrup-thick water glass contained 37.91 per cent. silica, 16.48 per cent. soda, and 0.14 per cent. potash, and a solution prepared for preserving eggs, 2.76 per cent. silica, 1.20 per cent. soda, and 0.01 per cent. potash.

The water-glass method of preserving eggs was introduced only comparatively recently. It has largely superseded older methods, and also appears to have led to much more frequent preservation of eggs on the small scale in households and by small traders. The method is simple and effective. The eggs are obtained when they are plentiful and cheap in spring and preserved for use during the winter months. In such cases it is necessary to keep them for about six months, but they may be kept much longer, for in the experiments referred to above some were left in a solution of water glass as long as four years and were not decayed.

HOLT.

Your Soap Powder Business.

Are you selling all the soap powder you should? Possibly not, but you can increase this end of your business materially by talking Young's Pearl Borax Soap Powder, the finest, whitest and mildest powder on the market. It will clean anything that's cleanable without injury to the fabric or hurt to the hands. You receive and sell a full-pound package and the empty cartons are redeemable in gifts. Pearl Borax Soap Powder is made by Chas. W. Young & Co., the makers of Pearl Borax Soap, Young's Scouring Soap and Cygnet.

The New York Letter

Based on Chicago Convention, Trade Discusses Jobbers' Probable Reprisals Against Manufacturers Who Sell Retailers' Co-operative Buying Organizations. Manufacturers Kicking Hard Against Forthcoming Prohibition of Benzoate of Soda.

Special correspondence of "Grocery World."

New York, June 28, 1907.

The delegation of wholesale grocers who went from this city to the jobbers' convention that has been in session this week in Chicago was the largest and most representative of any that has attended any similar meetings in the wholesale trade. The proceedings are being watched from this distance with interest by retailers as well as jobbers, as the questions under consideration affect every branch of the trade. The expressions of good feeling between jobber and retailer have been numerous. Officers of the retailers' associations say that this shows the right disposition all around and is promoted by the retailers maintaining strong organizations in order to protect their own interests whenever necessary. A prominent officer of the New York Retail Grocers' Union, whose views are usually representative, said that the jobbers are only likely to run counter to the retailers on projects to interfere with the activity and usefulness of the buying exchanges or in other ways to prevent retailers from buying from manufacturers.

When a manufacturer is disposed to sell to retailers or to retailers' exchanges, said this officer, it is useless for the jobbers to step between and try to impose arbitrary restrictions on the business. The jobber has his legitimate field as a distributer, but he can get no exclusive control of the trade.

* * *

The personal element in the grocery business has been emphasized of late by speakers at meetings of retail grocers, who say that more and more is it becoming evident that this is a source of strength to the corner retailer in competing with both department and chain stores. In fact, it is claimed people in the retail trade, who were for a time somewhat alarmed by the big store spectre, are now viewing such competition with equanimity. With the increased attention that the public now gives to the pure food question, it seems, the grocer who comes into personal contact with his customers and can intelligently assure them as to the merits of what he sells, has a decided advantage over the large corporation behind which is an individuality practically unknown. Frequency of deliveries and discrimination in giving credit are other advantages that the neighborhood grocer certainly has.

* * *

It has been noted in some parts of the city that imported canned goods and other articles of the higher-priced grades are being offered in stores, which as a rule do not sell much except the cheaper grades of these articles. The cans in many instances indicate, by the labels, that artificial coloring has been used, and the amount of chemical introduced is duly mentioned. It is said that there is some experimenting to ascertain how the public in different parts of the city, such as the suburbs and in neighborhoods with a large foreign population, will take to these labels. Of course, in the case of much of the foreign population, they may not read the labels. In this manner, also, left-over stock may be disposed of and future packs will be put up with a view to meeting the requirements of the food law and avoiding the necessity of using labels of this kind. In stores appealing to a more particular trade, the dealers are exceedingly careful in offering for sale any canned goods the labels of which might "get on the nerves" of the timid.

* * *

Benzoate of soda is getting to be the critical subject in the food law discussions, especially as to catsup, pickles, pie fillers, fruit syrups and soda water supplies. The National Association of Manufacturers of Food Products has been distributing statements on the subject. It has collected letters from a number of manufacturers, telling of the harm that would be done to their business if the Federal authorities prohibit the use of this substance. The catsup manufacturers, in some instances, say that their business would be ruined by such a prohibition. In all the letters it is agreed that the substance is harmless in the quantities used, that it is the best preservative ever discovered and there is no substitute in sight. Following are abstracts from some of the opinions:—

From the Van Camp Packing Co., Indianapolis:—

"Tomato catsup used as a condiment in the household must necessarily be prepared so that it will keep on the table after the cork is pulled for an average of a couple of weeks.

"We could not adjust our catsup business to do without a preservative. We would simply have to abandon it. As to how the prohibition of a preservative would affect our catsup business, which we understand to refer to the question of financial loss, we would say that we produce yearly upwards of a million gallons of catsup."

Frank R. Meyers, the president of the Triumph Catsup and Pickle Co., East St. Louis:—

"Since the introduction of State and national pure food laws the coloring feature of the catsup has been discontinued. Coloring was only used to please the eye, and to leave out this feature was found practical, as by quick boiling much if not all of the natural color of the tomato could be retained.

"But we have found no sure way of preserving the keeping quality of the catsup without the aid of an antiseptic. To sterilize it after the manner of canned goods or bottled beer is no solution of the problem, as that only carries the articles to the consumer, and in small packages that have to be consumed immediately on opening, and entails too great a cost for the container as compared with the value of the catsup itself."

W. F. Miller, of the Hyman Pickle Co., Louisville:—

"There is no question but what catsup can be sterilized and kept in good condition until the cork is drawn, at which time the sterilized catsup will spoil and there is a great deal more danger from sterilized food than there is from food containing a small amount of benzoate of soda, as there are a great many people who will eat this sterilized food after it is spoiled rather than throw it away.

"There is no way, however, to sterilize pickles owing to the fact that if they were put through a sterilizing process it would soften the pickles and render them worthless."

* * *

The United Retail Grocers' Association of Brooklyn is to give an excursion July 7th to Bellewood, N. J.

* * *

Another meeting of the Executive Committee of the New York State Association of Retail Grocers was held yesterday at Elmira, at which further preparations were made for the food show

to be opened in that city July 29th, and for the State convention which will be in session from August 5th to 9th.

* * *

The Grocery Clerks' Union is keeping up an agitation for an earlier closing schedule in the trade. Some of the largest grocers are favorable and it is believed that many others who are now hesitating would favor shorter hours if they could be assured of their competitors doing the same. As in the case of Sunday closing, much of the difficulty comes because delicatessen dealers keep open at almost all hours and they compete with corner grocers in many lines.

* * *

The motion for a preliminary injunction instituted by the Havana Commercial Co., a subsidiary concern of the Tobacco Trust, against Austin, Nichols & Co., whereby the Trust sought to restrain Austin, Nichols & Co. from selling a brand of seed and Havana cigars known as La Coralina on the allegation that this title was an infringement upon the Tobacco Trust's Lo Carolina brand was dismissed in a written opinion, by Judge LaCombe in the United States District Court, for this Southern District of New York, last week. The decision is only temporary, but it refuses to restrain or forbid Austin, Nichols & Co. from manufacturing and selling their La Coralina seed and Havana cigars, for which there is a large sale.

FRED. A. MCGILL.

Still Working for Stronger Canned Goods Contract.

Another Argument from Maryland Canned Goods Brokers as to Why Canned Goods Sales Should Be as Business-like as Sales of Anything Else.

In another statement sent to the "Grocery World" during the week, Messrs. Strasbaugh, Silver & Co., the Maryland canned goods brokers, who apparently alone are conducting a campaign against the slipshod contracts which govern the relations between canned goods packers and wholesale grocers, as to the sale of future canned goods, urge another reason why sales of canned goods should be governed by the same rules which govern other contracts.

In part the argument is as follows:—

Since the present market has shown an exceptional advance and change since the making of a majority of contracts covering 1907 pack of corn and tomatoes, would it not be well again to consider the stability of these contracts as a whole and the possibilities that might naturally arise if the market should continue its upward course as well as the possibilities of a decline from the present or previous position. It, of course, goes without saying that a number of those interested in future contracts will stand to their agreements to the letter, some may squirm just a little and others may prove to be lively wigglers.

With a possible sale of over 5,000,000 cases future tomatoes and possibly sales aggregating nearly as much of corn, with an average variation of 10 cents per dozen, 20 cents per case, this means that $2,000,000 is somewhat in doubtful balance between buyer and seller and can it be considered that a cast-iron contract has been given for this amount wherein justness, fairness and business-like treatment can be expected without exception. If such transactions have been made as is customary in grain, hay, flour, cotton, tobacco, stocks, bonds, securities or real estate trading, would not more binding contracts have been expected and insisted upon by those so vitally interested in an amount of this size? Do canned goods men require contracts less binding than is customary with other operators? Does it not seem strange that those who have been pioneers and leaders in the canned goods industry have not heretofore felt the importance of better, more binding and more businesslike contracts, if for no other purpose than to avoid the veil of doubt and uncertainty, which necessarily tends to unsettle business calculations and perfected arrangements, which alone must be changed on account of a different aspect of the market? Would it not benefit jobber, broker and packer as well to have a regular form of contract, not worded as to the dictates of any whimsical buyer or seller, but a standard form of contract between responsible parties, who are well known to be able to perform the requirements thus embodied, and as present conditions are by no means the exception and the happening of once in ten years, is it not important that immediate action should be taken with an idea of conducting the canned goods business under the most approved, up-to-date methods of security? Instead of more lax customs than are recognized in dealing in any other commodity in the present age, why cannot business men say, "We offer," and the answer be, "We accept," and from that instant a transaction between men be known to have been consummated, absolutely binding on both to the full degree, without technicality or wiggling on the part of either, even though it may take hours and even days in the signing and full completion of the written contract.

The "Standard" Cereal.

There is only one standard in the cereal line and that is "Wheatena." Being the first on the market it is also acknowledged to be the best. No trouble with any dead stock with Wheatena, for when once introduced the call for it is constant. You should all know that Wheatena is the roasted kernels of hard winter wheat, cooked, sterilized and sealed. It is made by the Wheatena Co., 348 West Twelfth street, New York City.

SOLVING HAM PROBLEMS

All of the problems of your ham department are solved by selling PREMIUM HAMS — the same yesterday, to-day and forever. We can and do control our raw material, and so PREMIUM HAMS steadily maintain the same perfect quality.

And the advertising we do for them brings a steady stream of trade to the grocers' door.

Swift & Company, U. S. A.

Read!

Here is a testimonial from a grocer about the **Standard Cash Register:**

TERRE HAUTE, INDIANA,
May 10, 1907.
STANDARD CASH REGISTER CO.
Gentlemen:—Have been usiug your cash register for almost six months. It has been giving us excellent service.
Respectfully yours,
MICHAEL JACOB.

The **Standard Cash Register** will give more than excellent service. It will give perfect service. It will keep your accounts, your cash and your credits; it keeps your business an open book to you.

Send for more proofs.

Standard Cash Register Co.
No. 32 Chestnut St.
WABASH, INDIANA

KLEENATUB

THE NAME TELLS THE STORY WITHOUT ANY TALKING

A display carton of 12 packages of KLEENATUB on your counter will bring you a steady income.

KLEENATUB is being extensively advertised
KLEENATUB pays a handsome profit

ORDER THROUGH YOUR JOBBER

The Wrigley Mfg. Company, Philadelphia

MAPLEINE

How is Your Stock of MAPLEINE?

Don't let it run too low. If your stock runs entirely out or you do not carry **Mapleine,** you are sure to disappoint a customer, meaning a money loss to you.

E. E. HARDING & CO., Agents
200 South Front Street, Philadelphia, Pa.
Manufactured only by
CRESCENT MFG. CO., Seattle, Wash., U. S. A.

USE THEM! WHY?

BECAUSE

The first man to whom we sold coupon books still uses them. BECAUSE:—Many of our customers have been using them regularly for fourteen years. BECAUSE:—We are making and selling more books this year than ever. BECAUSE:—Some of our customers who left us to try other systems have come back to

FORBES' INDEXED COUPON BOOKS

BECAUSE:—They are recognized more each year as the best, simplest, safest and most satisfactory short way of keeping accounts. BECAUSE:—A week's bookkeeping can be done in an hour. No losses from forgotten charges. Prevents disputes. Cash buyers like them. Made in all sizes. Sent to you carriage charges paid.

Let us send you samples at once.

J. P. FORBES, Forbes Building, Coshocton, Ohio

UNUSUAL—VERY

We don't only guarantee KING MIDAS to be better than any other flour, we don't only guarantee KING MIDAS to be worth the extra price, BUT we guarantee the good judgment and integrity of your customer.

WE TAKE ALL THE RISK

Let her bake with it three times and if it isn't satisfactory—if it isn't worth the price—take back the balance of the sack and return her money. It does not matter what you think. It does not matter what we know about value of flours—it does not matter what your customer thinks, IT'S WHAT SHE SAYS THAT COUNTS—GO BY THAT AND WE WILL MAKE GOOD.

SHANE BROTHERS CO.
670 Bourse Philadelphia

THE GROCERY MARKETS

Tea.

The tea market has been active during the past week, chiefly for old teas. The market is apparently having a healthy reaction from the dullness which has marked it for several months. Stocks are low and the general situation is firm. New teas are particularly firm and high. Prices are being paid for almost everything. New Ping Sueys have opened on a basis above old Ping Sueys, and since the opening have advanced 1 cent per pound. Ceylons and Indias are unchanged, but the quality is showing steady deterioration.

Coffee.

The market for Rio and Santos coffee is exceedingly stupid. There is very small speculative interest, and the market is without quotable change. The syndicate is able to hold the market steady only because the public refuses to operate either way, despite strenuous efforts to interest the buying contingent. Dealers in actual coffee maintain the same standoffish attitude toward the market as the speculators in options, and will continue to do so as long as present conditions exist. The present demand for Brazil coffee is from hand to mouth, and there seems to be no escape for the syndicate, which must go on carrying its enormous load. Mild coffees are unchanged and steady, and so are Java and Mocha. The demand for all these grades is fair.

Sugar.

The raw market has reacted from its former decline, owing to increased interest taken by refiners, and sales have been made during the week at an advance of 1-16. Refined sugar is in good demand, owing to the advancing fruit season, and the situation is firm. The immediate future is entirely problematical, but an advance within the next few days would surprise no one.

Fish.

New shore mackerel have come into the market during the week and have sold readily around $12.75, in a large way. The supply up to date has been very light, as the catch is small and late. Norway mackerel are scarce, high and wanted. There are still some 2s and 3s, but 1s and 4s are about exhausted. Some new Irish mackerel have come forward and before they were interfered with by new shores sold freely at good prices. Cod, hake and haddock are all dull and unchanged. Domestic sardines are firm and in fair demand, prices unchanged. Imported sardines are steady to firm and wanted to some extent. Salmon is unchanged in price and steady.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is unchanged and in very light demand. Sugar syrup shows enough demand to prevent a surplus. Prices are unchanged. Molasses is in moderate demand at unchanged prices. The general demand for sweets at this season is naturally light.

Beans and Peas.

Pea beans are perhaps a shade easier than last week and in light demand. Marrows are also about 5 cents easier and quiet. California limas are unchanged and very firm, both coast and spot. Yellow split peas are unchanged on a $6.50 basis. Greens are scarce and worth $2.75. Green and Scotch whole peas are scarce and very high. Demand light for all.

Canned Goods.

Spot tomatoes have ruled rather quiet during the week. Jobbers refuse to anticipate their wants, and stocks are light, though there has been no change in prices during the week. There are still those among tomato authorities who expect an advance in spot goods before the new pack are available. The favorable packing weather eased off the market for future tomatoes, as reported last week, but prices have not gotten below 87½ cents, and bids for less than that have been rejected during the week. The activity in spot corn has subsided somewhat, as most buyers have covered their wants. Future corn is fairly active at unchanged prices, though many packers refuse to sell. Peas have eased off from 7½ to 10 cents, speaking of new-pack country brands. They have had quite a run down there, while the Baltimore market, on the contrary, is firm on a much higher basis than the country markets. Peaches are scarce and firm, the only demand being for pies. The Eastern crop of peaches is reported light, so that prospects point to a continuation of high prices. Apples are unchanged and

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

in fair demand. The small Baltimore line is unchanged. Packing is proceeding. A few new string beans are offered at 55 to 57½ cents, which is much lower than old stock. California canned goods are unchanged. Some little business was done for futures at the prices named, though the largest packers have not yet named prices.

Dried Fruits.

Spot prunes are about unchanged. Some holders are firmer in their ideas than others, but the general market is about unchanged. Futures are as strong as ever, with indications that point to even higher prices. Peaches are scarce and still very high. A few are selling all the time, but the price is prohibitive. Spot raisins are about exhausted and are selling at very high prices. Choice seeded raisins have sold on spot as high as 11¾ cents. Futures are strong and unchanged, with no prospect of any recession in values. Apricots are high, scarce and dull. Currants are in good demand, speaking of futures, and the spot demand is seasonably small. Apples are firm and unchanged.

Eggs.

The recent hot weather has affected eggs in transit somewhat, and strictly fancy eggs are scarce in consequence. There has been no change in price, however. Fancy eggs are cleaning up better, while under grades need to be sold at sharp concessions. The production of eggs is at present very large, and until there is some falling off we will probably have no improvement in the market. There will probably be a falling off, however, within a week or so, and then a steady advance.

Butter.

The butter market is firm and unchanged. There has been a slight increase in the make and the quality is now running very fancy. The consumptive as well as the speculative demand is good and the receipts clean up every day on arrival. A continued increase in production can be looked for, with probably no material change in prices in the near future. Under grades are also firm and unchanged.

Cheese.

The cheese market is firm at the recent advance. There is a strong speculative demand and the receipts are being readily absorbed on arrival. Fine producing weather has ruled and the quality is very fine. Under grades are scarce and wanted at firm prices. No material change is looked for in the near future.

Provisions.

The consumptive demand for everything in the smoked meat line is good, and shows an increase. Prices remain unchanged and will probably rule on the same basis for some time. Dried beef, barrel pork and canned meats are all in better demand, but with no apparent prospect of any change in price. Pure and compound lard are both firm and unchanged and the market is very active.

Produce.

Old potatoes, 25 to 30 cents per bushel, demand fair; turnips, $1 per basket, demand fair; spinach, 75 cents to $1 per barrel, demand fair; cauliflower, 8 to 15 cents per head, demand fair; carrots, 2½

BACON
AS A BREAKFAST FOOD

There are dozens of breakfast foods on the market but none of them can take the place of Bacon; nothing is so thoroughly satisfying and nothing adds so much zest to one's life as a breakfast, the foundation of which is

Burk's "Butternut Bacon"

This Bacon is selected from corn-fed hogs, specially cured with granulated sugar, mild and of exquisite flavor and taste.

It is put up in narrow strips, strung with white cord, cut absolutely square, making any waste impossible; wrapped in highly glazed and parchment paper and embellished on two sides with an attractive blue and white label. A red seal is attached to the cord, stating the specific merits of this bacon, which is also known to the trade as the "Five B" Bacon, because of its name

Burk's Butternut Boneless Breakfast Bacon

This Bacon was first introduced at the National Export Exposition, held in Philadelphia in 1899. It has had a steadily increasing sale each year, and today is the best known and most used Bacon in Philadelphia.

Burk's Lard

Is guaranteed to be absolutely pure and to contain nothing but what results from the rendering of good, wholesome hog fat and to contain all its original properties, none of which has been extracted.

Many brands of Lard are "pure," but the rich oils have been extracted so that the manufacturers can make a larger profit.

Such Lard is not to be compared with *Burk's*, because it lacks richness, and while cheaper in price is in reality dearer because a larger quantity must be used to produce the result.

Get in touch with us.

Louis Burk
GIRARD AVE. and THIRD ST., PHILADELPHIA

to 3½ cents per bunch, demand fair; salad, 50 cents to $1 per barrel, demand poor; scullions, $1 per 100, demand fair; radishes, white, 50 cents to $1 per 100; red, $1 to $1.50, demand fair; beets, $2 to $2.50 per 100, demand fair; rhubarb, 2 to 2½ cents per bunch, demand fair; onions, Bermudas, $2 to $2.50 per crate; Texas onions, $2.25 to $2.50 per crate; Egyptian, $2.75 to $3 per bag, demand good; cabbage, $2 per crate, $1.50 per barrel, demand fair.

Green Fruit.

Bananas, firsts, $1.50 to $2 per bunch; 8-hands, $1.15 to $1.40; 7-hands, 75 cents to $1; 6-hands, 50 to 65 cents, demand poor; lemons, $3.50 to $5.50 per box, demand fair; limes, $1 per 100, demand fair; California oranges, $3.50 to $5 per box, demand fair to good; pineapples, $2.50 to $4.25 per box, demand good.

Nuts.

Peanuts, green, choice, 5½ cents per pound; fancy, 7 cents; jumbo, large, 8 cents; roasted, choice, $1.25 per bushel; fancy, $1.50; jumbo, large, $1.65, demand fair; Brazil nuts, 8½ cents per pound; filberts, 10½ cents; pecans, 16 cents; walnuts, marbots, 12½ cents; mixed nuts, 11½ cents, demand poor.

MARKET NOTES.

A few near-by cherries are in market, though the crop is lamentably short. The price ranges from 10 to 12 cents per pound, as against 3 cents and a glutted market last year. From present appearances there will be hardly any cherries in the East this year.

—

There is practically no corn in market as yet. All that has come has been from Florida and the receipts have been very light as yet.

—

Delaware raspberries are in market and command 10 to 12 cents per pint, against 5 to 6 cents a year ago. The crop will not be heavy.

—

The near-by crop of blackberries is expected to be heavy. As yet, however, the receipts from North Carolina are comparatively light. The price ranges from 10 to 12 cents and the quality is only fair.

—

North Carolina huckleberries range from 8 to 10 cents per quart, and the quality is very poor, much of the fruit being dried up. The demand is light.

—

All the strawberries in market are from near-by points. The quantity is large and the price 4 to 10 cents. The demand is good.

—

Florida watermelons are ranging from 15 to 30 cents each and are selling well.

—

Georgia peaches are beginning to come forward a little more plentifully and the average price is $3 per crate. The quality is very fair and demand excellent.

—

Florida cantaloupes are about done. Georgia is now shipping at a range of $2 to $2.50. California cantaloupes are also coming forward at a price of $5. The quality is very good and the demand active.

—

New Jersey cabbage is in market and averages 30 cents per basket. The crop looks large and the demand is good.

—

New potatoes have advanced $1 per barrel from the lowest point, and now range from $2.75 to $3.50 per barrel. The excellent demand is responsible.

—

Long Island peas, which are the best now on the market, command 60 cents per basket. Jerseys range from 25 to 50 cents per basket and are rather poor in quality.

—

Norfolk string beans average $2 per half-barrel. The quality is good and the demand active.

We Are Using More Norwegian Sardines.

The Norwegian fish-canning industry has had a wonderful growth in recent years. The export of canned fish has increased 100 per cent. during the last four years, and the sales to the United States have more than doubled in two years, amounting to $862,578, a gain of $122,969 over 1905. The largest item was sardines in oil, valued at $376,655, the next being salted mackerel, worth $307,716. The mackerel export to the United States fell off $68,388. There are twenty canning factories in operation, giving employment to 4,000 persons. The conserving of large quantities of fish and the increasing export of fish products has put new life into the fishing industry.

Wholesale Grocers Discuss Trade Topics

(Continued from page 11.)

"Reciprocal Demurrage," by Geo. P. Thompson, first vice-president of the Southern Wholesale Grocers' Association, as the subject was one with which large shippers had had many unpleasant experiences. In part Mr. Thompson said:—

> The law of equity demands equal rights for all parties to a contract; reciprocity signifies a mutually interchangeable basis of agreement whereby the equivalent conceded is of a like obligation, the aggressiveness of either party depending on the advance or decline of the other.
>
> Briefly put, the theory advanced for your consideration is this:—
>
> If the railroads charge you demurrage for failing to remove your consignments within a certain specified time why should not the railroads be charged demurrage for failing to deliver those goods within a specified, reasonable time?
>
> It is a notorious fact that the railroads are lacking in facilities to handle the great tonnage of the country's increasing commerce.
>
> While they safeguard themselves by every little quibble in the exactions of rates and conditions, they neglect the most important factor of their being in existence as freight carriers, viz., the necessary equipment to transport the goods.

The Pure Food Committee, composed of Theodore F. Whitmarsh, W. T. Chandler, Fred. R. Drake and Frank H. Madden, presented a report which gave the status of the various State food laws in comparison with the Federal act. The report in part was as follows:—

> There have been legislative sessions in about three-fourths of the States, and we feel that we have succeeded in a great many instances in having laws enacted that will substantially conform to the national law. Delaware has passed a pure food law conforming to the national law. Maryland has no food law, but is expected to take action next winter. The States of Kansas, Missouri, Illinois and Indiana have either passed new food laws or revised those on their books so that they are practically identical with the national law. Nebraska has a new food law and as to adulteration and misbranding it is almost identical with the national law, but they have a net weight provision inserted in their act which may cause considerable trouble and annoyance to dealers. It is believed not to be constitutional or to be enforceable, for the reason that it discriminates. It omits canned goods from the net weight provision, and permits retail dealers to put up goods in packages and sell them without having the net weight shown on the package. Iowa has an effective food law. Its main provisions are identical with the national food law requirements, but they have, in addition, a requirement that in certain classes of foods the names of the ingredients and exact proportions thereof shall be shown.
>
> The Minnesota law varies somewhat from the national law, but in the main the commissioner announces that goods labeled in conformity with the national law will be permitted. Wyoming has a food law modeled on the lines of the national, but has a provision requiring percentages of ingredients.
>
> The commissioner, however, has announced that with very few exceptions, where he thinks the law is mandatory as to showing percentages, he will accept goods labeled in conformity with the national law. Montana has a new food law, which substantially conforms to the national law. The commissioner of Wisconsin has introduced many bills in the Wisconsin Legislature, for changes in their law, many of which are antagonistic to uniformity. A number of these have been abandoned by him after conference, but when the Legislature adjourns there will doubtless remain some provisions in the Wisconsin law that are not in conformity with the national law. The revised Illinois law is to all practical intents a copy of the national law.
>
> The Indiana law and its enforcement, your committee understands, will be substantially in uniformity with the national law. Both Colorado and Texas have enacted new food laws on substantially the lines of the national law. The recommendations of your committee for future action are as follows: First, that steps be immediately taken to secure a further extension of time from the Federal authorities for the use of such labels as are technically in violation of the law, but which are not fraudulent or do not misrepresent the quality of the goods, from October 1, 1907, to October 1, 1908. Second, that a strong committee be appointed by this association to use their best efforts to secure not only uniform legislation in all of the States, but uniform rulings by the commissioners of all of the States. Your committee considers this the most important work for your association at the present time. We would recommend that a liberal appropriation be made by this association for the use of this committee.

Later a resolution was adopted requesting the Secretary of Agriculture or the Board of Pure Food Administration to either grant or recommend to the three joint secretaries in charge of the operation of the pure food law an extension of the time in which old labels, which are only technically a violation of the law and do not misrepresent the contents of cans, may be used from October, 1907, to October, 1908.

Other addresses made on Thursday were: "The Need of a Better Understanding of Trade Conditions," by H. C. Beckett, of Hamilton, Ont.; "Free Deals and Bonuses," by Major Samuel Mahon, of Ottumwa, Iowa; "Co-operation," by O. B. MacGlasson, of Chicago; "Trade Discounts," by Fred. R. Drake, of Easton, Pa.

—

There are still no tomatoes from any point nearer than Mississippi. The average price is $1, which is an advance of 30 cents from the lowest point. The supply is moderate and the quality only fair. Florida tomatoes are becoming very scarce.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Mr. Clayton L. Morrow, grocer, of Turtle Creek, Pa., sends in a copy of a large circular for criticism in this department. It is printed on paper 10½ x 15 inches, of the poorest quality that has come into this department for a long time. I earnestly advise Mr. Morrow to insist that his printer do a little better on the grade of paper he uses, for nobody can have much respect for a piece of printing that looks like this. The size of this circular makes it rather expensive, and 50 cents a thousand more spent on the paper would have made it look like something. In my judgment, it has been pretty nearly spoiled by being printed on almost the cheapest grade of paper made.

* * *

Here is a reduced facsimile of Mr. Morrow's circular:—

UNEEDA BISCUIT, 4 Cents per Pkg

Ginger Snaps,
Soda Crackers,
Oyster Crackers,
Coffee Cakes,
Nicnacs Cakes,

5c a lb.

Looked Through Our Store Yet?
You Stand in Your own Light if you hav'nt.
Because our Store offers you more advantages than any other in many ways. First, the Quality of the goods is the very best that money will buy. Second, the variety is more extensive than you can find elsewhere. Third, the Price Moderation CANNOT BE REACHED BY ANYONE ELSE.

5c a Pound
EXTRA,
BROKEN,
CAROLINA
RICE,
6 lbs. for 25 cts.

Something New,
LEMON,
ORANGE,
PINE APPLE
PIE FILLER,
10 cts. per lb.
3 lbs. for 25 cts.

GRAPE NUT, 15c.
POSTUM CEREAL, 25c.
MINUTE TAPIOCA, 10c.
VITOS, 13c.
CREAM OF WHEAT, 15c.
CROWN FLAKES, 10c.
RALSTON HEALTH FOOD, 15c.
H. O. BUCKWHEAT, 10c.
SHREDDED WHEAT BISCUIT, 13c.

1-2 lb. Hershey Cocoa and cake of Chocolate for 25c.
1 package H. O. Pancake Flour, and 1 H. O. Oats, 15c.

MORROW'S HAMS,
Cured as no other hams are Cured; by a process that makes it perfect.
12½ cents a pound.
Rich, Tender, Juicy, and Sweet.

What you Can't Find
at most stores, you are certain to find here; provided its good Groceries you are after.
OUR GOOOS ARE ALWAYS FRESH, AND OUR STOCK COMPLETE.

SOUPS,
TOMATO,
MOCK TURTLE,
CHICKEN,
GUMBO,
OX TAIL,
CONSOMME,
VEGETABLE,
CELERY,
ASPARAGUS,
10 cents a can.
Heating alone is required to make it ready to serve.

Asparagus,
THE DELIGHT OF THE EPICURE, DAINTY and DELICIOUS.
Square Can,
20 Cents.

TEAS That Please,
Our Blends are Superior to Competition.
We feel sure of it, and so will you after a trial.
35c to 60c per lb.
The littleness of our price is sure to please you.

OUR PRICES HELP YOU TO HELP YOURSELF.

READY
to convince you that this store will supply all your wants in a most satisfactory manner.
We have built up this business by careful attention to every detail which affects the interests of our customers.
We regard it as GOOD BUSINESS SENSE, to treat EVERY PERSON, who enters our store, in the
FAIREST MANNER.
We believe you will appreciate and endorse our business policy, when you know this store.

Entre Wheat Flour,
is flour with the muscle, health and brain building parts of the wheat preserved. It makes a dark, but very sweet loaf of bread.
25 Cents
A Package.

The Cup
THAT
STIMULATES,
BUT
NOT
INEBRIATES,
IS
THE ONE
MADE FROM
Our Coffee, 10c to 35c lb.

Burnham Clam Chowder,
is perfectly
CLEAN,
and all the ingredients
are the
HIGHEST GRADE.
10c & 18c a can.
You Will Like It.

Morrows Catsup,
just in. Made from ripe, sound, and perfect tomatoes. A RELISH FIT FOR A PRESIDENT OR KING.
10c, three for 25c.
THE WISE AND THRIFTY WILL ALWAYS EAT GOOD, PURE, WHOLESOME FOOD THIS IS THE ONLY KIND WE SELL.

Our system is one that enables us to make low prices to our customers, and always give them Fresh Goods; two things worth your consideration.

CLAYTON L. MORROW,
Semmens Block, TURTLE CREEK, PA.

This has evidently been very carefully prepared, but the display is very bad. I believe in dividing a circular as large as this into panels; as a matter of fact, it wouldn't look like anything unless it was divided into panels, but the panels ought to have some uniformity about them. Far too many rules have been used in this circular. In some cases a paragraph has been divided on itself, as the cracker paragraph in the upper left-hand corner, thus confusing the reading and multiplying rules. This sheet should have been divided both ways in panels of somewhere near uniform size, and in these should be put the meat of the advertisement. The rest should be put into the introduction or cut out entirely. I note that several of the panels contain simply general statements about the store, such as those headed "Looked Through Our Store yet?", and "Ready." Matter of this sort is all right in moderation, but it should be gathered together and put in an introduction—never scattered through the text.

* * *

I should have made up this circular something like this:—

(HEADLINE AND INTRODUCTION)

(NAME AND ADDRESS)

The regular advertising matter should have been put in the twelve panels, each with its own heading, a few lines of text and a price. Don't crowd too much display type into the panels—that is one fault in the way the thing is set now. For instance, take the paragraph headed "Morrow's Hams," and contrast it with the clean-cut, easily read form in which I have had it reset below:

MORROW'S HAMS
Cured as no other hams are cured, by a process that gives tenderness and deliciousness of flavor. Rich, juicy and sweet.
12½ Cents Per Pound

Set all the panels after this fashion, and you'll have a very good-looking circular.

Don't Want Net Weight on Label.

That the wholesalers and manufacturers of Nebraska intend to contest the net weight clause of the new pure food law seems certain. In fact, Omaha jobbers have written State Chemist Redfern that they will not pay any attention to this portion of the law. The manufacturers with whom they deal refuse to put the net weight on their packages and they defy the Food Commissioner to make them do it. He has interpreted the law to mean that either the net weight or the net quantity, as in the case of liquids, must be given on the package or bottle. In this interpretation he has the support of Senators Aldrich and Root, who were on the Conference Committee at the time the law was adopted. Senator Patrick, however, believes that Redfern has adopted the wrong interpretation. He believes that the net weight of the package should be given, while the Commissioner is demanding the net weight of the contents.

In testing catsup the flavor is the important factor. The best flavor necessitates a good body and good color. All these good qualities are found in *Snider's* Catsup. It is sure to please you.

Sold by Progressive Dealers
Everywhere

HOTEL ASTOR
COFFEE

You can sell it to people you never sold Coffee to before —and it's a sure repeater.

We have a way of telling the trade who come the way of your store all about it.

May we tell you more about it?

Drop us a postal.

B. FISCHER & CO.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

A Country Clerk Speaks Up.

Here's another one:—

Elkton, Md., June 22, 1907.

To "The Stroller."

Dear Sir:—I have just finished reading your dissertation on the incapability of the country grocery salesman to fill a city position. In behalf of others situated as myself, must beg to differ from you. Why? There are many stores situated in villages and towns who cater to a class of consumers who demand good groceries, and employed in them you will find salesmen who can tell you why the foreign sardine is preferable to the domestic, where olives are produced, the difference between virgin oil and other kinds; can also tell you what maraschino cherries, pate de foi gras, truffles, capers, etc., are, and why Taganrok wheat makes the best macaroni. These men are well-paid and their employers are loth to part with them. The environments of a clerk in a *good* country store is conducive to good salesmanship, if it is in him, if the salesman reads carefully a good trade paper such as the "Grocery World" and his employer trains him right. Some say that the salesman is born so. I differ; he is *trained*. He should be carefully trained by his employer to sell goods intelligently, to know where produced and how prepared; also to weigh and measure accurately, that thirty-six inches means a yard, not thirty-seven, and sixteen ounces a pound, not seventeen. When he has proper training, then when the emergency comes he is competent to meet it, and his employer will know that his business is in safe hands.

Now, friend "Stroller," I thank you for your indulgence and hope you will continue to be the grocery sage.

(Signed) "RURAL."

Everything this man says is true. Of course, there are country clerks who know the grocery business. Nobody doubts it; at least I don't. But I honestly believe that country clerks like this are in the minority. Even the very small minority. Very likely it isn't their fault, but because they haven't had any chance to do better.

I don't believe that the average clerk knows anywhere near as much about the business as the above letter indicates that the writer of it knows. By gravy, he talks like a cyclopedia, don't he?

As I am writing this, a certain country store comes to my mind. It's a typical country town grocery store, maybe a little larger than the average, but not much, if any, different otherwise.

This store employs four clerks, and I suppose they're fair types of the grocery clerk in the moderate sized country town. I know 'em all very well. Not one has had any city experience—they're just average country clerks. I'm going to size 'em up and just see how they stand. I can do that pretty well, I think, because I've known all about 'em for a good long time.

No. 1 is a fellow about 45 years old. I knew him when he was a boy. He's a good fellow, good church member, good husband, good father. Never been anything else but a grocery clerk and gets $14 a week.

This man knows the trade of his town like a book. He's a good hustler, does a little buying occasionally and looks after the stock. I should put him down as a pretty valuable man and worth all he gets.

And yet this clerk knows only the rudiments of the grocery business—the going after orders, the filling of them, the merest smattering of knowledge about the goods he sells. I'll bet a dollar to a cent he couldn't tell clearly the difference between condensed and evaporated milk.

Is *he* a country clerk who knows the business? I shouldn't say that he came within a mile of it.

No. 2 is a younger man about 30 years old. He's only been in the business a few years; before that he was a farmer. This one's a mighty bright fellow and a good business man. He's a great reader on all subjects, takes a trade paper in his own name and by all odds is the best-posted man of the four. Yes, I should say that if he doesn't know the grocery business well enough to hold a particular city job, he's in a fair way to soon, and very probably he does now.

No. 3 is a good-natured ass. A sort of an inoffensive fat-head. Good, willing fellow, eager to do anything he can, as long as he can, but no head. He can wrap up sugar and do any of the routine work about a grocery store as well as anybody, but know the business? No. He'll never know it—he couldn't learn it. He wouldn't be one-two-three in any job that amounted to anything.

No. 4's hard to size up, because he's been in the business only a short time, and he's young. Still, I knew his record before he took the job and it's safe to say he'll

WE GIVE THEM

Because we believe the retailer will do more good by pushing our products than the newspapers and magazines will, we have spent a large part of our advertising appropriation for Universal Coupons, and hereafter will give them to our customers as any other inducement for them to push the sale of our Bread, Pies, etc., besides their quality.

THE A B C BREAD AND PIE CO.
104-10 West Barre St.
Baltimore, Md.

SOME MORE FROM US

We are particularly proud of our Globe Brand Lard. It is not only pure, but it contains all the original, natural oils. Some manufacturers extract these oils to increase their profits; as we don't, Globe Brand Lard goes much farther than the other kind.

We give Universal Coupons with our Globe Brand Lard as an inducement for consumers to try it.

Be sure you get Globe Brand Pork Products and you will be certain of the cleanliness that results from the most perfect sanitary condition.

JACOB C. SHAFER CO.
516-18-20 W. Lexington St.
32 Diamond St.
Baltimore, Md.

WHOA! DON'T FORGET THAT WE GIVE THEM

Premium Soap
Magnetic Scourer
Bleacher
Sil San
White Flyer
Apple Blossom
Palm Tar

Our Soaps, which need no introduction to your customers, bring you Universal Coupons, too. We know most of you sell our goods, but we want you to sell MORE of ours and LESS of the other fellow's. We believe you will if we help you get a piano free, or, in fact, almost anything you may need which you would otherwise have to draw on your bank account for.

THE CHRISTOPHER LIPPS CO.
Baltimore, Md.

FREE COUPONS? SURE PLENTY OF 'EM

With Pickles, Catsup, Kraut, Vinegar, Marmalades, Preserves, Mince Meat, India Relish, Ceylon Relish, Mustard Dressing, Worcester Sauce, Mustard and Horse Radish. You can't buy goods of better quality than ours. You can't get them at a lower price, and the Universal Coupons we give you represent another profit, for they mean money.

THE DONALDSON, SHULTZ CO.
32-34-36 East Montgomery St.
Baltimore, Md.

QUESTION—What is the UNIVERSAL COUPON?
ANSWER—The most valuable premium voucher ever issued.
QUESTION—What does it cost us?
ANSWER—Nothing.
QUESTION—Is it like a trading stamp?
ANSWER—No, because instead of adding to your expense it adds to your profit.
QUESTION—Why should we push goods bearing UNIVERSAL COUPONS?
ANSWER—Because they represent an additional profit you can't get with other brands of goods.
QUESTION—How can we find out what can we get for them?
ANSWER—Write the Manufacturers' Trade Mark Association, 253 Broadway, New York, for a free catalogue.
QUESTION—How much would they amount to in a year to the ordinary grocer?
ANSWER—$500 to $1000.

FOR FURTHER INFORMATION WRITE

Baltimore Manufacturers' Advertising Association

312 NORTH PACA STREET, BALTIMORE, MD.

LET US HELP YOU SAVE 'EM

Maryland Biscuits, Butter Snaps, Cream Lunch, Cream Oyster, Graham Wafers, Afternoon Teas, Banquet Wafers and Vanilla Wafers, if they are the ones WE make all add to your collection of Universal Coupons, as we are giving them to you with all your purchases of these goods. We have selected Universal Coupons because they are the most valuable premium vouchers in existence, and will bring you anything you want without cost to you.

MARYLAND BISCUIT CO.
516-22 South Charles St.
Baltimore, Md.

WILL YOU ACCEPT

A free gift of real value from us? If you will buy and push our Chocolates and Confectionery and save the Universal Coupons we give you. These coupons are exchangeable for anything you may need and our goods will keep your trade coming to you. No matter what you may want, you can get it quicker if you make it a point to acquaint your trade with the products of

THE LIPPS-MURBACH CO.
Baltimore, Md.

MIGHT AS WELL TAKE 'EM THEY'RE FOR YOU

Because they save your pocketbook, just as Electric Washing Compound saves your customers hard work, makes washing easy and doesn't damage the most delicate fabric.

By pushing the sale of Electric Washing Compound you not only make friends, but you add to your collection of Universal Coupons.

ATLANTIC MANUFACTURING COMPANY.
Baltimore, Md.

DO SOME FIGURING

Take your moneys for the past year covering your purchases of goods in the lines named on this page, and assume that each manufacturer gives you 200 coupons on every $100 worth of their goods you buy; then remember that they all give you the same coupons, and you will realize quickly that you will get enough of them in a year to entitle you to a first-class piano.

THE INCREASING POPULARITY OF CEYLON AND INDIA TEAS

Is due to the uniform excellence of

Tetley's Delicious Blend

The finest growths of

CEYLON AND INDIA

— FROM —

JOSEPH TETLEY & CO.

LONDON

119 South Front St., Philadelphia

13-15 White St., New York

Under this trade-mark and enclosed in these packets are sold the choicest growths of the finest tea-producing countries in the world. The most careful selection, and every improvement that can be devised in packing enable you to give your customers tea that will pay you a good profit and retain their trade.

YOUR JOBBER CAN SUPPLY YOU

never buckle down enough to learn the grocery business. He's a sport and never did like anything that smelt of study. Because it takes as much study to really know the grocery business as it does to learn any other. I know a lot of people in the grocery business who have never done any studying to speak of, and that's exactly why they wear the ignoramus tag.

So that out of these four country grocery clerks, which, as I say, I believe to be fairly representative of the general run, only one, if I'm right, really has any decent knowledge of the business he's in, and could hold down a job in a big city grocery.

Because that's the standard I'm setting—enough knowledge to work in a store where business has to be made and held by the knowledge of the clerk.

I know hundreds of country grocery clerks that I'd lend money to any time if I had it (this ain't so durned rash as it sounds, because I never have it). They're good, bright fellows and hard workers. Yet, I don't consider that many of 'em know the grocery business according to my idea of knowing it, simply and solely because they've never had it put up to 'em to learn it.

—

Vermontville, N. Y., June 24, 1907.

To "The Stroller,"
Care "Grocery World."

Dear Sir:—Allow me to stand shoulder to shoulder with you in defense of that noble idea of yours. What man is so poor that he cannot eat the best corn if he can eat corn at all? Isn't it cheaper for a man to buy solid packed tomatoes at 15 cents than it is to buy a can of half-and half (one-half water and one-half skins) at 8 cents? Did you ever look around your children's plates after they had been eating Heinz's sweet pickles and find any leavings, any fag ends or rotten pickles? No, it's all good to eat. I am in a little farming town of 200 inhabitants and I sell the best California fruits, a good grade of olive oil, imported sardines, Heinz's goods and best Maine corn. I find good goods pay as good a profit as poor goods and are much better keepers.

If Brother Cox has got a man on his books that he does not want to sell good goods to for fear he will not pay for them he had better tell that man to pay cash or quit.

Now, Mr. Stroller, you may count on my vote every time and I would say to grocers, sell good goods and let the mail-order houses sell the trash. Let your motto be, "Selling better goods."

Very truly yours,
N. H. Breckenridge.

P. S.—I learned this idea from the "Grocery World" years ago, along with lots more good ideas.

The Stroller.

Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
Legal Editor Grocery World,
927 Arch Street.

Question: * * *, Pa.—Some time in February, 1907, I bought through a wholesale grocery house a consignment of salt fish to be shipped direct from the lake. Upon reaching the station, freight prepaid, not having an agent, the following sizes were damaged: two 25-pound, one 20-pound, two 15-pound, one 10-pound. The bottom being out of the one bucket the staves were broken, so the pickle leaked out and the fish became unfit to offer for sale.

I made claim through their agent having charge of our station. The railroad hands, or conductor, marked some of these packages damaged on the waybill, but not the right ones, and not enough of them, so I refused to sign for the consignment of fish. The agent for the railroad then took up the matter with the railroad officials, but instead of them paying the claim I received from their agent this morning the following:—

Mr. —— — ——:—

I have at this office the correspondence concerning the fish for which you have presented claim. They claim that, according to correspondence, they will respectfully decline the claim, and am advised to inform you accordingly and to attach any reply that you may want to make. Please attach reply to this paper so that I may return with correspondence. Yours,

—— — ——, Agent.

These fish were shipped via Buffalo, Rochester and Pittsburg, New York Central and Hartford Railroad and Central Railroad of Pennsylvania.

I want to know if I can bring suit before our justice of the peace, against what railroad, or the agent through whom the business is transacted for our station?

Answer.—From your statement of the case the railroad company would seem to be clearly responsible for the damage done here, since the goods were damaged in transit. I should therefore begin suit before your local justice of the peace and serve your writ upon the railroad's local agent. There is scarcely any doubt that your claim will be paid.

Arkansas.

The annual convention of the Retail Grocers' Association of Arkansas was held last week at Little Rock, and the following resolutions were adopted:—

Resolved, That this convention condemns the so-called semi-jobber who uses his position to compete with legitimate retailers through methods of unfair business competition, and recommends that its members bring all possible pressure to bear on manufacturers who sell concerns that buy as wholesalers and sell as retailers to refrain from selling goods to the offenders who masquerade as wholesalers.

That, whereas the recent session of the General Assembly enacted laws looking toward the advancement of this great State, and which will encourage capital and competition to come among us, and thereby help to drive out the demagogues and oppressive forces; and

Whereas, The retail merchant and the entire citizenship will be greatly benefited by these laws; therefore be it

Resolved, That it be the sense of this association that we, as individual members and as citizens, encourage in every way possible legitimate competition to come into this market and permanently locate.

Whereas, The present tax on oleomargarine has resulted in placing a premium on crime by encouraging unscrupulous parties in the larger cities to color the goods without paying the government tax, thereby causing the honest grocer to lose many sales of butter through the criminality of others; and

Whereas, The law as it is at present operates as a detriment to the farmer and not to his advantage, as was the original intention; therefore be it

Resolved, That this convention recommends that Congress repeal the present tax of 10 cents per pound on colored oleomargarine and pass other acts which will allow the legitimate grocer to handle such goods for what they actually are, thereby allowing the sale of an article of commerce which a certain class of consumers desire, at the same time placing such restrictions on its sale that the public cannot be deceived as it is under the present Federal law.

Resolved, That we recommend to all of the grocers of Arkansas that they follow closely the rule of weigh, count, measure and gauge everything they buy and that they report to their various associations such concerns who are found to be habitual violators of the rules of giving honest measures.

Adopted.

Resolved, That this convention urge its members to patronize independent corporations wherever they can do so, quality and price, of course, to be considered. We further commend the several independent corporations for what they have done in our behalf.

Spokane, Wash.

The Spokane (Wash.) Retail Grocers' Association have voted to not handle bread or other bakers' products because the Bakers' Association has raised the price of bread so high that there is no profit for the retailers. The bakers will not deliver bread direct to consumers.

New Orleans, La.

On behalf of the New Orleans Board of Trade and the New Orleans Wholesale Grocers' Association, John A. Smith has filed with the Louisiana Railroad Commission petitions for reduction in rates on less than carload lots.

The first petition asks for a reduction of from 30 to 20 cents per 100 pounds on less than carload lots upon sugar, rice and molasses from New Orleans to Shreveport, Alexandria and Monroe. This rate is wanted on the Texas and Pacific, St. Louis, Iron Mountain and Southern, Red River Valley and Southern Pacific Railroads.

For less than carload rates on commodities named the New Orleans Board of Trade wants the rate reduced from 55 cents per 100 pounds to a maximum of 40 cents per 100 pounds to stations on the Chicago, Rock Island and Pacific, Louisiana and Arkansas, Houston and Shreveport, Southern Pacific, Texas and Pacific and Red River Valley.

The New Orleans Board also gives notice that a reduction will be wanted on coffee also from New Orleans to the various points in the territory involved, and they also ask for the mixing of sugar, rice, molasses and coffee in carload lots from New Orleans to the St. Louis, Iron Mountain and Southern, the same as is done from Alexandria and Shreveport.

California.

Every grocer in California will profit by the campaign instituted by the Associated Retail Grocers of San Francisco to guarantee honest treatment on the part of the commission houses handling butter.

They propose to accomplish two things:—

First. They propose to force the butter houses to deliver what they charge for and what the dealer pays for.

Second. They propose to wipe out the dishonest competition forced by the production of squares that are from one to four ounces short of the standard.

In the columns of their paper they will print each week a roll of honor, consisting of the butter houses who are prepared to promise to deliver fully what they

The Law —as to— Impure Soap

The Federal food and drug law applies to all medicinal preparations, whether for internal or external use. This includes soap, though every soap manufacturer but ourselves seems to prefer not to think so.

If a Federal inspector gets from you a sample of soap that proves to be adulterated or misbranded, you will be prosecuted unless you can show a manufacturer's guarantee.

If you handle **Buchan's Toilet Soaps** there will be no prosecution; but even if there is, it won't be against you, for we have filed our guarantee with the United States Government, and every cake of our goods bears the serial number.

Buchan's Toilet Soaps are not only safe; they are delightful soaps. The fact that they contain phenol absolut, 100 per cent. pure, gives them a quality that the average soap doesn't have at all.

Our serial number is

363

BUCHAN'S
Soaps Corporation
FLATIRON BUILDING
NEW YORK CITY

A New Move

And an important one to grocers. There is scarcely a grocer or consumer within twenty-five miles of Philadelphia who does not know of Freihofer's Bread, Pie and Cakes. They have attained their unprecedented popularity solely on merit. We are now manufacturing Macaroni and Noodles. These goods we make like our other goods, of the finest materials money can buy.

The goods are not colored artificially, they get their rich yellow from the **entire egg.** They not only conform to the Pure Food Laws, but are so much better than the law requires, that you can bank on making **and keeping** trade with them.

The Freihofer
Vienna Baking Co.
PHILADELPHIA, PA.

charge for and to put out three sizes of squares and three sizes only, that is, 1-pound, 1½-pound and 2-pound squares.

The retail grocers, on the other hand, are prepared to help in this way:—

First. They will buy only from firms listed in the "Roll of Honor."

Second. If a grocer gets any short-weight goods, he will 'phone the office of the Associated Retail Grocers (West 3067). The office will at once take the matter up with the butter house.

If the butter house can show a good excuse and the other grocers are getting fair treatment, nothing will be done. If, however, repeated complaints are made against the same house and it is found that they are not trying to live up to the requirements of the grocers, their names will be removed from the roll of honor, and every grocer in the State will be notified that the firm in question could not be listed among the concerns that were willing to deliver what they charged for.

Fight Over Tabasco Sauce Label.

Alleging Trust methods and accused of making a false statement in an affidavit to secure a trademark for the word "tabasco," John A. McIlhenny was, during the week, sued for $30,000 damages by the New Iberia Extract and Tabasco Pepper Co. McIlhenny is at the head of E. McIlhenny's Sons, which claims to have a copyright on the word "tabasco." Both concerns operate on Avery Island, near New Iberia, La., where the world's supply of peppers is grown. The petition alleges that the McIlhennys have their agents send circular letters all over the United States and Canada threatening to prosecute any one selling "tabasco" sauce not manufactured and sold by the McIlhenny concern. The petitioners declare that when John A. McIlhenny, in February, 1905, made affidavit at Washington for the registration of the trade-mark "tabasco" he said that the word had been in exclusive use by his family since 1868, when the great-grandfather of John A. McIlhenny established the business. The complainants recite that dozens of manufacturers have used the word, and that the McIlhennys had a collection of bottles of rival concerns, which it labeled "Rogues' Gallery."

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in tbis department.

Names of Macaroni Manufacturers.

Boston, Mass., June 25, 1907.
Editor "Grocery World."

Dear Sir:—Is it possible for me to get, through you, or do you know where I can get a list of the leading macaroni manufacturers in this country, especially in the East, if any?

I inclose a stamped envelope and shall be much favored by any information which you may have along this line.

Yours truly,
GRAFTON B. PERKINS.

You can get this information from "Thomas' American Trades Reference Directory," Thomas Publishing Co., New York City.

* * *

To Organize in Braddock, Pa.

Duquesne, Pa., June 20, 1907.
Editor "Grocery World."

Dear Sir:—Some merchants of Braddock, Pa., are agitating the formation of an association (grocers). They applied to me for something in the line of by-laws, and as I am not acquainted with what they really should have, and I want them to have the best, I referred them to you and they asked me to write you. Have you anything to offer? I will attend their next meeting and will try what I can to enlighten them by having them subscribe for the *Only*. Better send me a few sample copies.

Yours truly,
A. B. BAIN.

The "Grocery World" has asked Secretary Smedley, of the Philadelphia Association, to send Mr. Bain several copies of its constitution and by-laws.

* * *

The Coffee Department Again.

Carlisle, Pa., June 25, 1907.
Editor "Grocery World."

Dear Sir:—I was very much surprised at the brief reply you made to my letter of June 11th. You certainly remember that at one time you conducted a coffee department through the columns of the "Grocery World" and that you very suddenly discontinued same without giving your readers any explanation or reason for doing so. The writer's impression is that Mr. J. S. Elliott, of Newville, Pa., so completely outclassed your "expert's" judgment and knowledge of coffee that he at once withdrew from the race. I wish to refer to Mr. Elliott for a correct statement of his assertion at that time, and as he is now traveling on the coast and will not return for about four weeks, after which time I hope to write you again.

Yours truly,
P. W. WENK.

This letter, which is the second one on the same subject from Mr. Wenk, indicates that Mr. Elliott had some sort of a controversy with the "Grocery World's" coffee editor. Not a member of the "Grocery World's" staff has the slightest recollection of what this was, however.

* * *

Does Anybody Know This?

Harrisburg, Pa., June 28, 1907.
Editor "Grocery World."

Dear Sir:—Who handles F. L. Daggett & Co's Boston chocolate in Philadelphia?

Yours truly,
GEO. FOERSTER.
540 Race street, Harrisburg, Pa.

The "Grocery World" cannot answer this question—can any local subscriber?

* * *

Two Reports of the Baltimore Canned Goods Market.

No. 1.

Baltimore, Md., June 28, 1907.
Editor "Grocery World."

Dear Sir:—One whole week of warm seasonable weather, such as we should have had during the previous four or five weeks, is beginning already to show its influence over the market situation so far as future tomatoes are concerned. The upward movement has culminated, for the present at least, and the wise ones who have stated so positively that there will be no tomatoes packed in this market before the middle of September, and that a $1 market for futures is in sight, will have time to reconsider their rash statements. The successful tomato prophet is not yet on view. That rock has engraved upon it the names of many well known men who hit it and went down. It has been admitted all along that the acreage in tomatoes this season in Maryland, Virginia, Delaware and New Jersey is the largest ever planted. All sections report the season to be later than the average by two weeks or so, much of which can be recovered by favorable weather from now on. In recent years the canning of tomatoes has commenced in the latter part of July. Barring further unforeseen unfavorable crop conditions, new tomatoes should be ready for canning in August. Spot tomatoes continue firm and active at full prices, with no new developments in any direction. Both spot and future corn were again active this week. The rapid recovery in the market for spot corn proves that staple canned goods really possess intrinsic value after all. New string beans are now ready for quick shipment to fill emergency orders. The week's developments in new peas have been disappointing. Nearly every jobber wanted some peas of each grade to fill urgent demands and the Baltimore canners were obliged to pay exorbitant prices for the raw stock to fill those orders, hoping that each day would bring larger receipts and lower prices to enable them to average down their cost, but now fully half of the season for canning them has passed and no lower prices are in sight. It will be the keenest sort of disappointment if the coming week produces no relief for our pea packers, and in that case the jobbers who have bought peas elsewhere on pro rata or percentage contracts at low prices, instead of 100 per cent. guaranteed contracts, may expect to receive notices from the sellers that "very much to our regret we are unable to, etc., etc.," in the same old way, and then the markets elsewhere will conform their selling prices to the Baltimore quotations. Almost every article in the line of vegetables is fairly active and firm.

All fruits are strong and active, not a weak spot among them. Both red and white cherries and gooseberries are scarce and high. Strawberries are not scarce, but the weather has all along been so very favorable for shipping them long distances that the demand from out-of-town for fresh berries has enabled the shippers to outbid the canners, consequently extremely high prices have prevailed up to this date. Raspberries and blueberries are yet to come, but the latest reports about these two crops are unfavorable. Encouraging reports are received about the blackberry crop, due next month. Pears and apples may be short. It is still so uncertain about the peach crop that our canners refuse to make any prices on the coming pack. The demand for new pineapples is increasing at full prices. Cove oysters are getting scarce.

Yours truly,
THOS. J. MEEHAN & Co.

No. 2.

Baltimore, Md., June 28, 1907.
Editor "Grocery World."

Dear Sir:—The market on tomatoes still shows an upward tendency and the demand is keeping up unusually well. Orders are coming in from all sections. Naturally the disposition is not to load up on spot tomatoes at pres-

ent prices, but there is evidently a good demand for them from the retail trade, and as long as this demand continues tomatoes will move out.

The weather conditions for the past week have been so good that the outlook for future tomatoes is better as far as the crop prospects are concerned. There is not very much business being done, though some sales have been made at 90 cents per dozen, f. o. b. county. Packers are not pushing the sale of futures, as most of them are pretty well sold up. We have had quite a large demand for No. 10 standards, but it has been a difficult matter to get a price on them. We hope to be able to quote some of these goods very shortly.

Corn.—No special change to report. The improved weather conditions ought to help the corn crop considerably, though the reports are not very encouraging. The season will be a very late one. As preparations were made for a very much reduced pack this year, it looks as though the pack will be a comparatively small one at best. It is almost impossible to get a price on future corn, and spot corn is not being freely offered.

It looks as though the pea packing season is now in full blast. Packers have so far had enough business to keep their stock of seconds and standards down to very small proportions.

We are having quite a big business on strawberries and packers are busy filling orders. Buying has been good enough to cause a number of packers to withdraw, and, generally speaking, the market closes this week in very much better shape than last week.

Yours truly,
THOS. G. CRANWELL & CO.

* * *

The Spice Market.

Baltimore, Md., June 26, 1907.
Editor "Grocery World."

Dear Sir:—The market continues fairly active, with better demand for spices in general. There are, however, no important features to advise of during the week.

Pepper.—Demand has been larger, prices have changed very little. There is some interest being shown in futures, and present low values should attract buyers.

Cayenne.—The market is steady and somewhat firmer. Bright chillies remain scarce.

Cloves are very steady and great scarcity prevails. There are little cloves in our country and not enough to meet the normal summer demand.

Pimento (Allspice).—This article is in good shape and will go higher. Jamaica growers are not offering new crop at this time, and spot supplies are confined to a few houses; their views, therefore, being very firm.

Mace is steady and in good demand; unchanged prices.

Nutmegs are exceedingly weak and, if anything, lower. Holders evidently want to realize on their stocks.

Gingers are very firm, with improved demand, Jamaica particularly being higher.

Seeds.—Caraway is firmer in Holland. Poppy remains high. Celery is moving upward, due to the approaching season.

Yours truly,
McCORMICK & Co.

Written for the "Grocery World."

Coffee Syndicate Backing Out of Market.

Manipulators of Rio and Santos Coffee Market Announce They Have Bought All They Can and Will Now Let the Market Take Its Own Course.

The remarkable statement that the syndicate conducting the coffee valorization plan for the Brazilian Government had bought all they had agreed to buy of the present tremendous crop and that now the market was to be allowed to take the course "dictated by the usual law of supply and demand" was put forth by their press agents during the last fortnight. Some wag on the Coffee Exchange at once started the report that the Brazilian Government had asked the growers to destroy the entire crop which they are now engaged in gathering. While this may sound ridiculous (and of course under no conditions will be done), there would be method in such madness, if the syndicate expected to carry out their plan successfully. Their press bureau is working overtime to induce a crop of suckers to come into the market, but unfortunately they lack the art to disguise their art. One of the principal financial and commercial sheets in the United States is handling the syndicate matter in such a manner that the most innocent lamb that ever walked into Wall street to be shorn could readily see that all this matter printed by these philanthropists was intended to induce the dear public to carry the burden of this ridiculous and insane attempt to defy the laws of nature and economics. Colonel Mulberry Sellers was a rank pessimist alongside of these rainbow chasers. Every dealer in coffee, either at retail or wholesale, should know the fact that for

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

PATENTS
obtained on inventions and designs. Trade-marks, prints and labels registered.
R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C

BLOOKER'S COCOA
IS A LUXURY TO THE PALATE
A NECESSITY TO THE STOMACH
AN ECONOMY TO THE POCKET
ALL GROCERS SHOULD HAVE IT
American Depot, 46 Hudson St., New York
In stock by H. KELLOGG & SONS, 19 South Front Street, Philadelphia, Penna.

I Knew What I Was About
Most bookkeeping systems gotten up for grocers are invented by people never in the grocery business. The little record book that I am selling, which does all the bookkeeping any grocer needs to do, was invented by me—I am a retail grocer.
That is why it is short, simple and covers the whole storekeeping ground in about one-fourth the time and space of other systems.
Price, $1.00. Send one cent for sample sheet. Book sent on approval.
FRANK B. HICKS, MACEDON CENTER, N. Y.

Anker's Bouillon Capsules
SEE THEM MELT!
Put a package of these on your counter, with a little card telling what they're are good for, and they'll melt away like snow. ANKER'S BOUILLON CAPSULES make bouillon, soup or beef tea, and everybody likes one of the three, especially when they're so delicious as they are. Ten capsules in a box—drop one in hot water. Good goods and a good profit.

ROYAL SPECIALTY CO., Sole Manufacturers 92 READE STREET NEW YORK

Preserving Meats Without a Preservative
Carnizone will positively keep sweet, fresh and wholesome all meats, fowl and other foods.
Carnizone reduces ice bills one-half. Preserves where ice cannot. Prevents the carrying of contagion by infected meats and other produce. Improves the appearance of meats, prevents slime and mould, and avoids the immense loss of trimming off dark spots and the unsightly ends of meats.
Carnizone is not an adulteration, and is wholly within the law. It is not to be applied to material to be kept, but should be sprinkled on the floor of the storage box.
Write for circulars and information to
BELLEVUE CHEMICAL CO., 72 Willoughby Street
BROOKLYN, NEW YORK

TO EAT ANY TIME
Of course **Wheatena** is known as a breakfast food, but we sell it as an all day food. Being clear wheat it can be eaten any time, just like bread. Many grocers use this point to great advantage.
There is nothing supernatural about **Wheatena**; it is just the roasted kernels of hard winter wheat, cooked, sterilized and sealed. But what a delightful food it is!
The Wheatena Company
348 West Twelfth Street - - New York City

the two years from July 1, 1906, to July 1, 1908, there will be available for the coffee consumption of the world at least 40,000,000 bags of coffee, not taking the invisible supply into account in any manner; that the consumption cannot possibly be over 34,000,000 bags, and that this entire statement is based on the most conservative figures and is understated rather than overstated.

CHAS. W. ERVIN.

Baltimore, Md., June 28, 1907.

Exorbitant California Raisin Prices Gives Back Market to Ondara Valencias.

Ondara Valencia Raisins Can Be Shipped 3,500 Miles, Pay Two Cents Duty and Be Sold in a Small Way at Much Less Than California Loose Muscatels Cost in a Large Way.

The California raisin growers are again digging their own graves this year. So greedy are they to get their share of the high food prices, that they have named prices which will let in more of certain grades of foreign raisins than have come in for years.

A striking instance of this is the case of Ondara Valencia raisins, which were formerly imported into this country in enormous quantities. Prior to the advent of California raisins, Ondara Valencias came into Philadelphia alone to the extent of over half a million boxes a year. California raisins, however, encroached upon them, and while a few have always come in, the imports of the last few years have been only a fraction of what they formerly were.

This year these raisins can pay the 2-cent duty which will be imposed upon them and be sold at considerable less than California raisins will *cost*. For example, loose California muscatels on the present market will cost, delivered in the East, 8⅝ cents per pound in carload lots. Ondara Valencias can be shipped 3,500 miles, pay 2 cents per pound duty and be sold from wholesaler to retailer, in lots of 5 boxes, at 7½ cents! This fact has led to a large number of import orders, and several hundred thousand boxes will enter the country this year, simply because of the inordinately high prices of the California fruit. California raisins could have unquestionably had the greater part of this trade had the prices been reasonable.

Western Pennsylvania Merchants Will Gun After Dead Beats.

Adopt the New England System of Collecting, Which Has Been So Successful in Harrisburg.

Special correspondence of "Grocery World."

Allegheny, Pa., June 28, 1907.

I have now taken up the work of building up our organization, the Allied Retail Merchants' Association of Southwestern Pennsylvania. We have now opened an office in Room No. 3 of the Sterrit Building, Ohio and West Diamond streets, Allegheny, for the purpose of carrying out the proposition of protecting our members from dead beats and looking after their delinquent accounts and establishing a credit reporting system.

We have adopted the Union Mercantile Agency's (Bridgeport, Conn.) system to collect delinquent accounts, which I carefully studied and watched the operation of under the supervision of R. T. Cook, secretary of the Harrisburg Association. In six months' time they collected between $22,000 and $23,000 of delinquent accounts, one account being eleven years old and another nine years old, and placed on their card reporting system in the office of the secretary over 18,000 names.

We have just taken up the work of their system here this week and hope to be able to beat this wonderful record by at least 50,000 in the same time.

JOS. C. KANE,
Secretary.

Electing Delegates to Pennsylvania State Convention.

Several Local Retail Grocers' Associations Select Their Representatives for the August Convention of the Retail Merchants' Association at York.

Special correspondence of "Grocery World."

Erie, Pa., June 28, 1907.

Charles J. Hammer has tendered his resignation as secretary of the South Fork Merchants' Protective Association and has accepted a position as manager for the Denmark Supply Co., at Claridge, Pa. His successor has not been selected.

The Mercantile Protective Association of Pittston considered five applications for membership at its meeting on the 17th inst., making a total of 101 since January.

The Homestead Business Men's Association held its annual banquet at Cascade Park, fully 6,000 people attending. All stores were closed for the day—June 19th.

At the last meeting of the Greensburg Business Men's Association two new members were elected. Their annual outing will be held at Idle Wild, Tuesday, August 13th.

The Erie Business Men's Exchange will be represented at the York convention by W. E. Hayes, P. Harlan, Henry Kessler, Adam Karch, L. H. Russell and Hon. F. J. Detzel.

The Retail Merchants' Protective Association of Lebanon, at its meeting on June 18th, selected the following delegates: J. H. Cilley, T. J. Burkey and R. S. Shirrey. Alternates, R. D. Coleman, Harry Alwein and B. P. Biecher.

The Retail Merchants' Association of Scranton will be represented at the York convention by L. R. Clover, secretary; C. F. Crossman and C. F. Slade.

The Retail Grocers' Association of New Castle has seventy members, and will be represented at York convention by E. O'Brien, secretary, and J. N. Neff.

A. M. HOWES,
State Secretary.

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

One of *the* Finest

A FANCY, LIGHT, CLOUDY COLOR

Gilt Edge Table Syrup

This popular brand of Syrup now made heavy body, suitable for warm weather.

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Coffee Window.

I have been watching and reading your window display articles for some time, but so far failed to see an article on the display of roasted coffee.

I have been roasting and blending coffees for about twenty years, and have invariably noticed when going into a grocery store that most grocerymen keep their coffees in a bin behind the counter, instead of making a display of it. If they would stop long enough to figure their profits they would find there is more profit in coffee and tea than anything else in the store.

Why not show the coffee, then, and push it. The accompanying sketch will show how to do it, at no extra expense than to have the coffee and neat cards.

After filling the window full place in the centre and front of the pile against the glass a neat cardboard with the following neatly printed:—

> **STOP** in,
> **LOOK** at our coffees
> and
> **LISTEN** to what we have
> to say about them.

On the side of the window, towards the entrance, display the price of the coffee and this sign:

> "BARGAIN DAY IS EVERY DAY AT THIS STORE."

If you want to make a drive on a certain grade of coffee, get a good blend, or, better still, make one yourself, give samples to your customers and let them report to you. If the goods give satisfaction keep it always the same. Try this display and let us know how it works.

P. S.—On receipt of a stamped envelope I will give any subscriber to the "Grocery World" the benefit of my long experience in blending coffees a formula for blending any priced coffee you wish to sell if you mention the price you wish to sell it at.

H. J. GUNDAKER,
Mgr. Coffee Department of M. S. Miller & Co., Lancaster, Pa.

Notice to W. B. Hansel.

In the "Grocery World" of May 20, 1907, an article by W. B. Hansel, of Trenton, N. J., was published in this department. The "Grocery World" sent check for same to Trenton, but it has been returned by the post-office as undeliverable. Will Mr. Hansel kindly send his present address to this office?—ED.

AMONG THE TRADE.

On Wednesday last Bennett, Sloan & Co., the New York tea jobbers, secured judgment for $215 against the Dresden Tea Co., of Philadelphia.

Five Thousand Barrels of Chimneys.

R. E. Tongue & Bros., having just completed the new addition to their large storage plant at Allegheny avenue and Amber street, giving them a siding on Collins street, which makes their new address Allegheny avenue, Amber and Collins streets. This new addition gives them ample storage for at least five thousand more barrels of chimneys, which makes them better able to make prompt shipments, an established rule of the house, as well as take care of the large number of early fall orders they have booked. This firm has now the largest lamp chimney business in the United States, and were the first to eliminate charge for empty packages.

Their Lustre brand of lamp chimneys, which is made from the best of materials by union workmen, has won for itself a name and place in almost every up-to-date dealer's store.

Every Grocer Likes the Ladies

to patronize his store. Write to-day for my plan, which is a successful, attractive and inexpensive method of securing their custom.

W. H. RIGHTER
150 Nassau St., New York
NO POSTALS PLEASE

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

AGENTS WANTED
To Solicit Subscriptions to
"The Grocery World"
Write for Information.
LARGE COMMISSIONS
to those who desire to devote their entire time, or carry as a side line.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

LUSTRE BRAND is a strictly pure flint glass selected lamp chimney, composed of the finest material money can buy, and will not break from heat.

For sale by all leading jobbers

R. E. TONGUE & BROS.
Allegheny Ave. and Amber St.
PHILADELPHIA

FOREIGN AND DOMESTIC FRUITS,

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, July 1st. Terms, net 10 days.

First orders must be accompanied by references.

JAMAICA BANANAS.

Jumbo bunches, 10 hands, extra fancy	$2.25 per bunch
Selected, 10 hands,	1.85 per bunch
Selected, 9 hands, packed 2 in crate	1.75 per bunch
Selected, 9 hands, packed in barrels	1.65 per bunch
Selected, 8 hands, packed 1 in crate	1.35 per bunch
Selected, 8 hands, packed 2 in crate	1.25 per bunch
Selected, 8 hands, packed 3 in crate	1.20 per bunch
Selected, 7 hands, packed 1 in crate	1.00 per bunch
Selected, 7 hands, packed 2 in crate	.90 per bunch
Selected, 7 hands, packed 3 in crate	.85 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.50 per bunch
Selected, 8 hands	1.15 per bunch
Selected, 7 hands	.80 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

CALIFORNIA NAVEL ORANGES.

Fancy, 80 size, per box	$2.75
Fancy, 96 size, per box	3.25
Fancy, 112 size, per box	3.50
Fancy, 126 size, per box	4.00
Fancy, 150 size, per box	4.50
Fancy, 176-200-216	5.00
Fancy, 250-288	4.25
Extra Choice, 80 size, per box	2.50
Extra Choice, 96 size, per box	3.00
Extra Choice, 112 size, per box	3.25
Extra Choice, 126 size, per box	3.85
Extra Choice, 150 size, per box	4.25
Extra Choice, 176-200-216, per box	4.50
Extra Choice, 250-288, per box	4.00
Budded Seedling, 96-112 size, per box	2.50
Budded Seedling, 126 size, per box	2.75
Budded Seedling, 150 size, per box	3.50 3.75
Budded Seedling, 176-200-216 size, per box	3.50 4.00
Budded Seedling, 250-285 size, per box	3.75

Both oranges and lemons continue scarce and high. Our quotations, however, are for the very best brands, which are bound to please you.

FANCY CALIFORNIA AND MESSINA LEMONS.

Fancy California, 240 size, per box	$4.50
Fancy California, 270 size, per box	5.00
Fancy California, 300-360 size, per box	5.50
Fancy Messina, 300 size, per box	5.00
Fancy Messina, 360 size, per box	5.00
Choice Messina, 300 size, per box	4.50
Choice Messina, 360 size, per box	4.50

INDIAN RIVER FANCY PINEAPPLES.

Havana, Fancy Ripe, 18 size, per crate	4.25
Havana, Fancy Ripe, 24 size, per crate	4.00
Havana, Fancy Ripe, 30 size, per crate	3.75
Havana, Fancy Ripe, 36 size, per crate	2.75
Havana, Fancy Ripe, 42 size, per crate	

COCOANUTS.

Cocoanuts, Best Quality Jamaica, 100 to sack	$3.50
Cocoanuts (easy shelling), 80 to sack	
Cocoanuts, Barracon (easy shelling), 1	

FLORIDA GRAPEFRUIT.

Fancy Quality Florida, 36 size, per box	
Fancy Quality Florida, 46 size, per box	
Fancy Quality Florida, 54 size, per box	
Fancy Quality Florida, 64-80 size, per box	

FIGS AND DATES.

Fancy Smyrna, Large Fig, 10-lb. boxes, per box	$0.85
Fancy California, 1-lb. packages, per box	.65
Fancy Fard Dates, 14-lb boxes, per lb.	.07½
Fancy Persian Dates, Hallowees, 70-lb. boxes, per lb.	
Fancy Persian Dates, Khadrawee, 70-lb. boxes, per lb.	
Fancy Persian Dates, Sair, 70-lb. boxes, per lb.	

FANCY JERSEY SWEET POTATOES.

Fancy Prime Sweets, barrels	
Choice Prime Sweets, barrels	
Fancy Medium Sweets, barrels	
Fancy Prime Sweets, hampers	

ONIONS.

REGULAR BUSHEL CRATES.

Texas, Strictly Fancy White, per crate	$2.50
Texas, Strictly Fancy Yellow, per crate	2.40
Bermuda, Prime, per crate	2.40

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted for subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—The best grocery in a thriving city of 9,000 inhabitants, the most prosperous in Ohio. Owner has cleared $15,000 in the business and wishes to go into timber business in Oregon. Business $2,000 per month, all cash. Amount needed $4,000 An unusual opportunity to pick up fine business. Address Box 416, Jackson, Ohio. 2

FOR SALE—A grocery store in good locality, principally German neighborhood. Stock not large, but fresh and well selected. Will sell at a bargain. Address D. 22, care "Grocery World," Philadelphia. 2

FOR SALE—Cheap, No. 218 Enterprise coffee mill, in good condition. Same as the cut on page 43 of the "Grocery World," issue of June 24, 1907. J. C. Leaman, Lancaster, Pa. 2

FOR SALE—A six-spring delivery wagon in good condition. Will sell cheap. Bauer & Harrison, 620 N. Second street, Philadelphia. 2

FOR SALE—General store in the beautiful town of Myerstown, Lebanon County, Pa. Population 2,500 to 3 000. Stock $10,000. Sales $25,000. Could be increased by live party. Dwelling attached. Reason for selling will be given to anyone meaning business. Corl & Manderback, Myerstown, Pa. 2

FOR SALE—Case "Jersey Flake." This is a breakfast food, in good condition, bought only six or eight weeks ago, and sells at ten cents a box. It does not sell well for me and I am going to move it. Five cents a box. E. H. Hoffman, Malvern, Pa. 1

FOR SALE—Fancy grocery and bakery. Stock and fixtures can be reduced to suit purchasers. Will take $4,000 to $5,000 to handle the business. Present owner going into wholesale business. This is a snap and a money-maker. Thriving city of 10,000, and growing fast. No empty houses here. Write to Box 61, Johnson City, Tenn. 1

BUSINESS OPPORTUNITIES.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

If You Are Particular We Want to Know You and We Want You to Know US

If you want your Foreign and Domestic Fruit display to be just a little handsomer than your neighbors; if you would like people who want the *best* to go out of their way to come to you for it, get what you need from us. That's our hobby, the best of everything in our line at the lowest possible prices.

If you would like to keep posted on quotations, write us and we will send them to you regularly.

R. DAETWYLER & CO.

New Market and Callowhill Streets

PHILADELPHIA

MONEY-MAKING SUBURBAN STORE.

We offer store in clean Philadelphia suburb. Groceries, meats and provisions. Only one other store in place. Size 30 x 60 feet. Does $40,000 per year, half cash. Stock about $1,500. Uses three teams. Everything sold at good profits and clean net profits are 10 per cent. Owner going into other business and will sell at inventory.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

EVERY ONE A GOOD CHANCE.

No. 227.—In West Philadelphia. Does about $12,000 yearly, half cash. Stock, $500. Nets 15 per cent. clear of everything. Good small house connected. Uses one team. Ill health cause of selling. Cost about $1,300, including team, or inventory.

No. 236.—In best residential district of Norristown, Pa., one of the busiest towns in Eastern Pennsylvania. Store established for twenty years. Does $22,000 to $25,000 yearly on stock of $2,000. Uses one team, but horse not for sale. Nets 10 per cent. Owner going into other business and will sell at inventory. Take about $2,500. Can be greatly increased.

No. 243.—In good residence part of North Philadelphia. Store 16 x 42 feet. Does $14,000 yearly. Stock, $1,200. Good house connected for sale or for rent to good man. Uses one team. Actual net profits range from 8 to 10 per cent. Owner retiring from business and will sell stock at inventory, fixtures, including team, for about $750.

No. 253.—Northeast Philadelphia. Canned goods, butter, eggs and meats. Store 18 x 30 feet. Averages over $300 per week, all cash. Stock about $300 at present, but varies considerably. Uses one team. Good small house connected. This business clears from $25 to $30 per week from one year's end to another. Thoroughly established and profitable. Reason for selling, going into other business.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price inventory.

No. 256.—In Tioga. Store 18 x 30 feet. Does $375 to $400 weekly, half cash, balance weekly payments. Stock about $500. Uses one team. Good house connected. Actual net profits 15 per cent. Owner going in other business and will sell at inventory.

No. 258.—On North Tenth street, Philadelphia. Store 18 x 45. Does $350 per week, two-thirds cash. Stock about $1,000. Net profits 15 per cent. Uses one team. Good dwelling connected. Owner is in other business and cannot give time. Store established for thirty years and is making money. Good chance to handle meats. Price inventory.

No. 262.—In Germantown, Philadelphia. Store 17 x 23 feet, house and stable connected. Does $12,000 yearly, 75 per cent. cash. Net profits 15 per cent. Stock about $800. Real estate for sale or rent as desired. Is retiring from business and will sell at inventory.

No. 263.—In near Philadelphia suburb. Groceries and provisions. Store 40 x 40 feet. Yearly business, $25,000, half cash. Stock carried, $1,500. Net profits 15 per cent. Good dwelling connected. Uses two teams. Business established and prosperous. Good reason for selling. Price, inventory.

No. 266.—In Montgomery County, Pa., just outside Philadelphia. Only store in suburb. Store 30 x 60, with two back rooms, stable and large yard. Does $22,000 yearly, half cash. Stock $4,500. Uses three teams. Post-office in store, paid last year $332. Actual net profits, outside post-office, 8 per cent. Lack of capital cause of selling. Or will take good partner. Price inventory. Fixtures can be rented with store.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 269.—In Chestnut Hill, Philadelphia. Store 15 x 30 feet. Weekly business, $350, two-thirds cash. Stock about $800. Uses one team. Dwelling connected for rent, if wanted. This business nets 15 per cent. clear. Death of partner compels sale. Price inventory.

No. 273.—In West Philadelphia. Groceries and provisions. Does $325 weekly, half cash. Stock carried $1,500. Profits 20 per cent. Uses one team. Dwelling connected. Low expenses make this an unusually profitable business. Family reasons cause of selling. Price inventory.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town.

No. 280.—In Northeast Philadelphia. Does $325 weekly, all cash. Stock only $250. No team used. Actual net profits 10 per cent. Owner is about to go to England and will sell at inventory. Take about $500—for the money we have nothing like it.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 282.—In West Philadelphia. Store 16 x 33 feet. Does $250 weekly, two-thirds cash. Stock about $1,100. Uses one team. Net profits 15 per cent. Bad health necessitates selling. Price, inventory.

No. 283.—In North Philadelphia. Size 36 x 45 feet (double store). Does $450 weekly, two-thirds cash. Stock runs about $1,000. Uses one team. Actual net profits 15 per cent. Good nine-room dwelling. Death in family necessitates selling. Price inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 288.—In West Philadelphia. Store 15 x 27 feet. Does $400 to $425 weekly, all cash. Clears $40 cash every week. Uses one team. Good house connected for sale or rent. Owner has a saloon license and must sell store. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 292.—In Philadelphia suburb. Grocery, ice cream, confectionery, bakery and light restaurant. Store 20 x 35 feet. Does $450 weekly, mostly cash. Few lodgers pay whole rent. Stock $600 to $700. Uses one team. Business in splendid shape, but owner cannot give time himself and is unable to get satisfactory manager. Clears $50 weekly and can clear $75. Take $1,000 to $1,500, according to what is purchased.

No. 293—In West Philadelphia. Store 20 x 35 feet. Did $23,000 last year, three-quarters cash. Stock about $1,500. Net profits 14 per cent. Good dwelling connected. Owner going in other business and will sell at inventory.

No. 295.—In Tioga. Store 20 x 30 feet. Business $425 weekly. Stock $1,200; one team. Nets clear 15 per cent. above everything. Expenses low. Real estate for sale or rent. Owner holds Government position and cannot attend to store. Price inventory. Established by present owner twenty-one years ago.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SITUATION WANTED.

SITUATION WANTED—Man, 45 years old, about to retire from wholesale grocery business, 25 years' experience in Texas, would like to represent several lines, or specialties in that line, on commission or salary, for Texas and Indian Territory. Address confidentially, M., care general post-office, Dallas, Texas. 1

HELP WANTED.

SALESMAN WANTED—Scotch herring firm, opening branch in New York, requires first-class salesman for Aberdeen canned fish, Scotch and Holland cured herring, Irish and Norway mackerel and some knowledge of German herring trade; only those who have been in the trade need apply. Address Herring, care "Grocery World," Philadelphia. tf

WANTED—Salesman to handle the best jar ever put on the market. Salesmen for manufacturers' agents preferred. Address Kerr Glass Mfg. Co., Portland, Oregon. tf

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

A profit of $22.50 on a gross

That is what you can make by handling

German Fir

the cough cure that is guaranteed. A 25c. bottle free upon request. Write for our advertising offer.

Dilliard Remedy Company
EAST BANGOR, PA.

Special Store Lighting

When a business district is illuminated and made brilliant after dark by Electric Signs or other forms of Electrical Display it not only advertises the City—calls attention to the fact that Philadelphia is up and doing after sunset—but it attracts trade, it acts as a magnet to the pedestrian with money to spend!

Try the experiment of having an Electrical display during Elks' week! It will bring you a good money return and it will help Philadelphia.

Rates and estimates for Electrical Advertising free of charge.

The Philadelphia Electric Co.
TENTH AND CHESTNUT STREETS

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

Quaker City Preserve Co.
Philadelphia, Pa.

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.

this
is
"Club Cocktail"
Pineapple
time

Club Cocktail Pineapple is one of the most vigorous sellers Martin Wagner Co. has ever put on the market. Surely you want a case.

Tourist Almoco Golden Drip

These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.

Levering Coffee Co.
Baltimore, Md.
Established 1842

"Make a Front"

Good advice though a little slangy

Our printed posters are cheaper than painting them yourself, only 2c. apiece, extra price included, and make the front of your store up-to-date and very greatly increase your trade. Samples for postal.

GROCERS' PRINTING CO.
66 N. Fourth St. Philadelphia

You Can't Cut Out
A BOG SPAVIN or THOROUGHPIN, but
ABSORBINE
will clean them off, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. $2.00 per bottle delivered. Book 5-B free. Absorbine, Jr., for mankind, $1.00 bottle. Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands, Allays Pain. Genuine mfd. only by
W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.40@.45
Choice, barrels	.38
Good, barrels	.26@.30
Fancy, quart jars ... per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@.35
Ordinary	.22
Blended, fancy	.34
Blended, choice	.80
Blended, good	.28
2-lb tins, 3 dozen ... per case,	2.80
Quarts, 2 dozen ... per case,	2.80
Sugar Syrup—	
Pure, extra fancy	.35@.88
Pure, choice	.24
Blended, fancy	.82
Choice	.29
Vanilla Drips	.28@.30
Tins, 2-lb., 2 dozen ... per case,	1.95
Tins, 2½-lb., 2 dozen ... per case,	2.25
Tins, 3-lb., 2 dozen ... per case,	2.50
Tins, 5-lb., 1 dozen ... per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 100@110	45.00
Extra Shore 1s, count 110@115	
Medium Irish 2s, count 350@400	18.00
Norway, count 400@450	
Norway, count 300@350	27.00
Norway, count 240@270	34.00
Norway, count 170@185	
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.12
Halibut, fancy chunks, Iceland, 20 lbs	.18
Bloaters, Cromarty, 100s	

TEAS.

Gnnpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
mperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.12@.18
Superior to fine	.22@.30
xtra fine to finest	.35@.40
oicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	.16@.20
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.20@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	.08@.10
ng—	
mon to fair	.13@.15
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
ouchong—	
Common to fair	.14@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

ava—Mandheling—Fancy brown	.34
Old Government—Best	.27
Old Government—Choice	.25
Old Government—Prime	.23
Old Government—Good	.21
Imitation	.20
African	.20
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia bnds	.30
Cinnamon, Mats	.10½
Cinnamon, Twaio	.17
Cinnamon, Ceylon	.21@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.80
Cloves, Zanzibar	.19@.20
Cloves, Amboyna	.22
Cloves, Penang	.80@.35
Ginger, African	.08
Ginger, Jamaica, bleached	18½@.20
Ginger Jamaica, unbleacned	.17@.19
Ginger, Calcutta	.08
Nutmegs, 75–80s.	.25@ 35
Nutmegs, 105–110s.	.18@.20
Nutmegs, 130–140s.	.15@.18
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Extra white 2½s, unpeeled Calif.	
Standard white 2½s, Calif.	
Tips, green, 1s	
Tips, white, California, 1s	
Beans, Baked—	
Standard, plain 1s	.42½
Standard, plain or sauce, 2s	.50@ .60
Standard, plain or sauce, 3s	.70@ .85
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.50@1.60
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.60
Extra standard 2s	1.15@1.25
Standard	.90@1.10
Soaked	.60@ .80
Beans, Stringless—	
Fancy 2s	1.90@2.50
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cnt	
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1.00@1 10
Fancy New York 2s	.90@1.00
Standard New York 2s	.75
Maryland 2s, Maine Style	.65@ .70
Other standard grades 2s	.60
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.40@1.75
Sifted 2s	1.30@1.35

—3—

Telephone 2s	
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.15@1.20
Soaked 2s	.50@ .65
Succotash—	
Extra fancy Maine 2s	1.25
Fancy Maine 2s	1.00@1.10
Extra standard 2s	.75@ .90
Pumpkin—	
Fancy, 3s	.85@1.15
Fancy, gallons	2.75
Squash—	
Fancy 3s	1.15
Tomatoes—	
5½-in. cans, fancy New Jersey	1.50
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.95@1.00
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	3.65
Quarts, glass jars	2.75
Beets—	
Fancy Strawberry 3s	1.50@1.75
Cut 3s	1.00@1.10
Sweet Potatoes 3s	.90@1.00
Sauer Kraut 3s	.80@1.10
Spinach—	
Standard Maryland 3s	1.45@1.50
Fancy New Jersey 3s	1.50@1.75
Gallons	4.50

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.40
Extra 2½s	2 50
Extra standard 2½s	2.10
Standard 2½s	
Gallons	
Cherries—	
Extra White 3s	4.00
Extra White 2½s	3.20
Extra standard White 2½s	
Standard White 2½s	2.40
Standard gallons	9.00
Bartlett Pears—	
Extra 3s	3.25
Extra 2½s	2.65
Extra standard 2½s	2.10
Fancy 3s	2.30@2.40
Standard 2½s	2.10@2.20
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	1.60
Standard 2½s	1.40
Gallons	4.50@5.50
Peaches, L. C.—	
Extra 3s	3.25
Extra standard 2½s	2.65
Peaches, Crawford—	
Fancy 3s.	3.10
Extra standard 2½s	1.95

EASTERN.

Pears—	
Choice New York 2s	1.50
Choice New York State 2½s	2.60
Standard 2s	1.25
Pineapples—	
Sliced or grated 2s	2.00@2.20
Sliced or grated 1s	1.00@1.10
Pie, grated, gallons	2.50
Singapore 1½s	1.15@1.25
Plums, egg, 3s.	
Pinms, gage, 3s	
Apples—	
Gallons	2.50
Strawberries—	
2s, fancy	2.50
2s, extra	
Raspberries—	
Red, fancy, 2s	1.80
Standard 2s	1.10

FISH.

Lobster—	
Flat 1s	
Flat ½s	
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.00
Medium Red	1.10
Red 1s	1.10@1.15
Columbia River Chinook Salmon—	
Flat ½s	1.20@1.25
Tall 1s	1.75
Flat 1s	2.00
Oval 1s (steaks)	2.75
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.13
Smyrna Sult., fancy, 6 cr., 30 lbs	
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	.12

—4—

Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	
California, 4 cr., 50 lbs	
California, 8 cr., 50 lbs	.10
California, 2 cr., 50 lbs	
Figs—	
Baskets, 1 lb. and 2 lb	.15 @.18
Layers, 2¾-in., 10 lbs	.09
2½-in., 12 lbs	
2¼-in., 12 lbs	
2-in., 12 lbs	.08
Currants—	
Fancy, 1-lb. cartons	.10½
Cleaned, 1-lb. cartons, choice	.09¾
Bulk, choice, 50 lbs	.09
Natural, choice	.08
Citron—	
According to quality	.17 @.20
Lemon Peel—	
According to quality	.11 @.12
Orange Peel—	
According to quality	.11½@.12½
Fard Dates—	
60 lbs., bulk	.06 @.07
1-lb. pkgs., 30-lb. case	.09
Persian Dates—	
60 lbs.	.03½@.05
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.10½
40x50, choice	.09
50x60, choice	.07¾
60x70, choice	.07½
70x80, choice	.06
Choice. 50-lb. box—	
60x70, .06½; 80x 90	
70x80. .06 ; 90x100	.05½
Prunes in cartons—	
Fancy 40x 50	.11
50x 60	.10
60x 70	.09½
70x 80	
Prunes, Oregon, 25-lb boxes.	
80x40	
40x50	
Apples—	
Fancy, 50 lbs.	.10½
Fancy, 1-lb cartons	
Prime, 50 lbs.	.08¼
Choice, 1-lb. cartons	.10
Peaches—	
Fancy, peeled, 25 lbs.	.24
Unpeeled, fancy, 25 lbs.	.14
Extra Choice Muir	
Apricots—	
Royal, extra fancy, 25 lbs	.23
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.21
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	@.60
Valencia, 28 lbs	.36 @.43
Flot, shelled	
In shells—	
California P. S., 80 lbs	.25
French Princess	
Tarragona, 120 lbs	.16
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.09½
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.16 @.19
Louisiana Paper Shell	
Walnuts—	
California Hard Shell, No. 1	.13½
Grenoble, 220 lbs	
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.17
Extra choice, boxes, 25 lbs	.18½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@18.00
French quarters, boneless	
French quarters, with bones	14.50@18.00
High quarters, boneless	24.50
Halves, boneless	15.00@38.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ½s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@18.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.	.08@ .09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being undersiood that all prices are subject to market fluctuations.

ADVANCES.	Column.
Butter, all grades	7
Raisins	36
Dressed Turkeys	45

DECLINES.	Column.
Poultry, Live	45

ADDITIONS.	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammunition	4
Axle Grease	5
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	5
Barley	29
Baskets	62
Bath Brick	59
Beans	29
Blacking, Shoe	6
Bluing	6
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	28
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candies	15
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Puddine	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	60
Tacks	59
Tapioca	29
Tar	48
Teas	1
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

Confectioners' Lozenge	5.25
" Powdered	5.25
" Crown A	5.45
" Crystal A	5.10
" Coarse Granulated	5.35
Eagle Tablets	6.38½
Crystal Dominoes	7.48½
Cut Loaf	5.88½
Patent Cubes	5.35
Powdered	5.20
Extra Fine Granulated	5.20
Coarse Granulated	5.20
Granulated	5.10
Fine Granulated	5.10
" in 50-lb. bags packed 2 in 100-lb. bag	5.15
" in 25-lb. bags packed 4 in 100-lb. bag	5.15
" in 10-lb. bags packed 10 in 100-lb. bag	5.25
" in 5-lb. bags packed in bbls	5.30
" in 5-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. bags packed in bbls	5 40
" in 2-lb. bags packed in 100-lb. bags	5.40
" in 2-lb. cartons in cases	5.30
" in 2-lb. paper packages in cases	5.30
Confectioners' A	4.90
1—Keystone A	4.85
2—American A	4.80
3—Centennial A	4.75
4—California A	4.70
5—Franklin B	4.65
6—Keystone B	4.60
7—American B	4.55
8—Centennial B	4.50
9—California B	4.45
10—Franklin Extra C	4.40
11—Keystone Extra C	4.35
12—American Extra C	4.30
13—Centennial Extra C	4.25
14—California Extra C	4.25
15—Franklin C	4.25
16—Keystone C	4.25

TEA.

	Per lb.
JAPANS—Basket-fired	18 @ 35
JAPANS—Pan-fired—Common to Fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	13 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	13 @ 20
Choice to extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	17 @ 38
CEYLON—Common to Fine	17 @ 40
ENGLISH BREAKFAST—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

	In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1	.45	.47
" " " 2	.40	.42
" " " 3	.35	.37
Black and Green, " 1	.45	
" " " 2	.40	
English Breakfast, " 1	.45	
" " " 2	.40	
Formosa Oolong, " 1	.45	
" " " 2	.40	

Counter box, 30 ten cent tins, only packed in No. 1 quality, $2.00

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, " "	.60
Ex. Gold, " "	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), "	.50
Formosa and Oolong, "	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades ... per doz.	.90

Carical Blend, Martindale & Co.:— Per lb.

5-lb. Silver Sacks	.22
1-lb. "	.22½
½-lb. "	.23
¼-lb. "	.23½
⅛-lb. "	.25

Spring Garden Tea—

100 lb. barrels	per lb. net	.18
5 lb. silver bags	" "	.19
1 lb. silver bags	" "	.19½
½ lb. silver bags	" "	.20
¼ lb. silver bags	" "	.21

Packed in cases containing 100 pounds.

McCormick & Co's, Banquet Brand— Per doz.

No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

—3—

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz.,	per doz.	.85
" " " quarts, 1 "	"	1.40
" " " " 3 "	"	1.40
" " " ½ gals. 1 "	per bbl.	2.50
Colburn's, 16 oz., 2 doz.	per doz.	.75
" quarts, 1 "	"	.90
" " 3 "	"	.90
" ½ gals. 1 "	per bbl.	1.80
Violet, pints, 2 doz.	per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails		.80
Frazer's, boxes, ¼ gross	per gross	9.25
Mica, ¼ gross	"	8.40
Peerless, ¼ gross	"	4.40

BAKING POWDER. Per Doz

Davis' O. K., ¼-lb., 4 doz.	per doz.	.45
" ½-lb., 3 "	"	.90
" 1-lb., 2 "	"	1.65
" 5-lb., ½ "	"	7.20
Cleveland's, 10-c. size, 4 doz.	per doz.	.84
" ¼-lb., 4 "	"	1.23
" ½-lb., 2 "	"	2.28
" 1-lb., 1	"	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases		.45
" ½- " 2 doz. cases		.90
" 1- " 1 "		1.65
" 5- " 6 cans in case	per lb.	.72
Sea Gull, 6 oz., glass, 4 doz.		45
Parrot and Monkey, 4 doz.		.45
Rumford's Yeast Powder:—		
4 oz. glass, 2 doz.		.82½
6 oz. glass, 2 doz.		1.07½
6 oz. glass, 4 doz.		1.04
6 oz. glass, 6 doz.		1.03
6 oz., 1 gross, in bbl.	per gross,	12.25
Rumford Baking Powder:—		
5c.-tins, 4 doz.	per doz.	.45
10c.-can, 4 doz. in box	"	.90
½-lb. cans, 2 doz. in case	"	1.25
1-lb. cans, 1 doz. in case	"	2.50
Royal, 10c. size, 4 doz.		.86
" ¼ lb., 4 doz.		1.30
" ½ " 2 "		2.40
" 1 " 1 "		4.65
Ralston Baking Powder, 1 lb. cans, per doz.		2.25
" " " ½ lb. " " "		1.25
Sea Foam Baking Powder—		
¼ lb., 4 doz. in case		.95
½ lb., 2 doz. in case		1.75
1 lb., 1 doz. in case		3.40
5 lb., ½ doz. in case		16.50

—4—

Boston Brand, 5 lb. size,	¼ doz. case	...	per doz.	12.00
" 1 "	1 "	...	"	2.50
" ½ "	2 "	...	"	.55
" ¼ "	3 "	...	"	.75
Purity Brand 5 "	½ "	...	"	6.00
" 1 "	1 "	...	"	1.50
" "	3 "	...	"	.80
" ¼ "	3 "	...	"	.45

BLACKING—Shoe. Per Gross.

Shinola	per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free	per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free,	per doz.	.78
Blackola, 3 doz.	per gross	6.90
Bixby's Best, No. 1		2.75
" " B. B. B. M.	per ¼ gross	4.50
Jacquot Blacking, No. 5		4.25
Handy Box, French, No. 25, large		10.00
" " " small		5.00
Mason's No. 1, ¼ gross		2.25
" " 2, "		2.60
" " 3, "		2.85
" " 4, "		4.60
" " 5, "		7.65
T. M. French	per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz.	1.15
Bixby's Royal Polish, 1 doz.	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz.	.82½
Browns, Army and Navy, 1 doz.	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination.	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co.—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos, Choice	@.09
" Fancy	.09½@.10
Maracaibo, Strictly Fancy	.11¼@.11½
" Choice	@.11
Washed Caracas, Fancy	.12½@.13
Java, Extra Fancy Old Government	@.18½
" Extra Fancy	@.18
" Fancy	@.16½
Mocha, ½ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Fancy Golden	@.13
" Prime	@.11½
" Choice	@.10
Santos, Choice	@.12½
" Fancy	@.13
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14
" Fancy	@.14½
" Extra Fancy	@.15
Java, Extra Fancy Old Government	@.23
" Fancy	@.22
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.18½
Eureka	.15½
Leader	.18
Jap	.13
Special, No. 6	.12½
Special Drive	.12

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 35/100
Lion	13⅛	13¾
B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins,		.26
Saludo, lbs		.20
" 50-lb. tins		.19
" barrels		.18
Viv, lbs		.16
" 50-lb. tins		.15
" barrels		.14

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20
Packed in 30 and 60 pound cases.	
German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18
Tumbala, 60 or 100 1-lb. cartons	.16
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, M. & J. Blend, 40 or 60 1 lb. tins...	.27½
Tourist, M. & J. Blend, 24 or 30 3 lb. tins...	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.15
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box ... per box	3.90
12 tins in box ... per carton	.95
2 lb. tins ... per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans ... per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends ... per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin ... per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross ... per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.25
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04⅜
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Gun Caps, E. B ... per M	.60
Gun Caps, musket ... per M	.65
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB. bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7 40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.26
" First, "	.25
" Second, "	.24
" Third, "	.23
" Imitation, 30–60 lbs	.21–.22
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.27
Ladles, 30–60 lbs., bakers' use	.20
Print Butter:—	
Star or S. D. brands, 1 lb., 20–50-lb. bxs.	.30
B. B., E. D. brands, 20–50-lb. boxes	.29
J. J., C. V., Gilt Edge, Gold Medal, 20–50-lb. boxes	.28
Sheaf ("400") Elgin, 20–50-lb. boxes	.27
Sheaf	.24–.26

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.11½
" 16's, "	.12½
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	09¾
Bright Light, " " ... per box	2 35
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, 2-lb. cartons, size 6 x 1½, per lb.	
Martha Washington, long 12s ... per lb.	

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints ... per gross	4.35
Mason's, quarts ... per gross	4.60
Mason's, half-gallons ... per gross	6.50

—8—

Jelly Tumblers—	
Barrels, 22 doz ... per doz.	.15½
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.85
Mason's Caps and Rubbers, ½ gro., "	2.10
Jar Rubbers—	
Lip, wide ... per gross	.95
Acme, wide, 1 doz. cartons ... per lb.	.45
" medium, 1 doz. cartons ... "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium ... per lb.	.25
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Autumn brand, Sweet Marjoram ... per doz.	.25
" Sage ... "	.25
" Thyme ... "	.25
" Savory ... "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory ... per case	1.00
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—	
⅛-lb. cartons, 1 doz ... per doz.	.40
¼-lb. " " ... "	.75
½-lb. " " ... "	1.25
¼-lb. screw cap bottles, 2 doz ... per doz.	.90
¼-lb. square cans, 2 doz ... "	.80

CANNED GOODS.

	Per Doz.
Tomatoes—	
Mrs. Lippincott's Frying	1.50
Frying, Good Luck Brand	1.25
DuBois' Frying	1.30
Clover Brand, No. 3, Extra Fancy Jersey...	1.12½
Jersey King, No. 3, Standard Jersey	1.10
Rio Grande, fancy, Jersey	1 12½
Silver Lake, fancy, Jersey	1.25
Plantation, No. 2, good	1.00
Lima Beans—	
Tinsley's, extra small	1.35
Turkey, fancy, Jersey	1 00
Silver Lake	.95
Boyer's, Fancy	
Oxford, Maine packed	.87½
Lanfair, 2s	.65
String Beans—	
Red Jacket, extra small	1.60
Cloister, fancy N. Y	1.50

Send for a Sample

Of the finest tea ever produced for the money—Spring Garden. When you have tasted it you will realize instantly that you can sell it for 60c. per lb., and you will wonder how we can afford to sell it to you at these prices:

In 100-lb. Barrels	18	cents per lb. net
In 5-lb. Silver Bags (Packed in cases containing 100 Pounds)	19	cents per lb. net
In 1-lb. Silver Bags	19½	cents per lb. net
In ½-lb. Silver Bags	20	cents per lb. net
In ¼-lb. Silver Bags	21	cents per lb. net

Thomas Martindale & Co., Philadelphia, Pa.

What's the Difference?

The answer—"the bottom is as good as the top." You know what this means in Evaporated Apples. It means that your customers will **keep buying** that kind, and **we** know **you** will keep buying that kind to supply your customers. **APELPI** on a package of evaporated apples is a positive guarantee that the fruit is the finest that can be had, and its preparation can't be excelled.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON Distributers — **28 So. Front Street** Philadelphia, Pa.

"I Can't Get My Girl to Use It"

A remark made by a Philadelphia housewife the other day to a grocer who was recommending a certain soap powder to her.

Asked why, she said the stuff "was so hard on the hands," which means that it was loaded with harsh chemicals that though they ate off dirt, also ate off skin.

Young's Pearl Borax Soap Powder

contains absolutely nothing that will harm the skin or finest fabric. It will cleanse where anything can, and do it quickly and satisfactorily.

Full pounds.

Empty cartons redeemable for gifts.

CHAS. W. YOUNG & CO., Makers of Soaps of Merit **PHILADELPHIA, PA.**

—9—

Boyer's, 2s	.80
M. & B., 3s	
M. & B., No. 2	
White Wax Beans—	
Acorn	
Compass, No. 10, 1 doz	3.00
Baked Beans—	
B. & M., No. 3	1.35
B. & M., No 3, tomato sauce	1.55
Campbell's, No. 2, plain	.87½
Campbell's, No. 2, sauce	.87½
Oxford, No. 3	.90
Narragansett, No. 2, tomato sauce	.97½
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.77½
Moore & Brady, No. 3, sauce	.82½
Moore & Brady, No. 1, picnic size, plain	.35
Moore & Brady, No. 1, picnic size, sauce	.37½
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	.92½
Martin Wagner Co., No. 3, tomato sauce	1.00
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.47½
Schimmel's, No. 1, sauce	.50
Schimmel's, No. 2, sauce	.87½
Schimmel's, No. 2, plain	.82½
Bunker Hill, No. 3, plain	.75
Bunker Hill, No. 3, tomato sauce	.77½
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.85
Martin Wagner's, No. 2, 2 doz	.80
Van Camp's, No. 2, 2 doz. per doz.	.82½
Victory brand, No. 1, 4 doz per doz.	.45
Corn—	
Kornlet	1.60
American Beauty, extra fancy, Shoe Peg	85
Cream of Susquehanna	1.00
Baker's, G. W., whole grain	.77½
Rival Blue, fancy, York State, crushed	.85
Shoe Peg, Susquehanna	.77½
Shoe Peg, Osborn's	.70
Mark, crushed	.75

—10—

Peas—	
French, Extra Fins, 100 cans, per case	16.25
French, Tres. Fins, 100 cans, per case	14.75
French, Fins, 100 cans	13.75
French, Moyens, 100 cans	13.50
Belle Rose, Fancy N. Y. State Sifted, Little Champions	1.50
Bell Rose Sifted Sweet Wrinkled	1.30
Honey Bee, Early June	.70
Little Nell's, Baltimore	.65
Beets—	
Red Jacket, No. 3, small	1.45
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
McMurray's Mountain	.80
Spinach—	
Booth's, No. 3	1.30
Farren's, No. 3	1.35
Farren's, No. 10	4.00
Sweet Potatoes—	
Plantation, No. 3	.87½
Delaware, 3-lb., 2 doz	90
Pumpkin—	
Catawba brand, extra fancy, N. Y. State, No. 3	.85
M. & W., Dog Head, No. 3	.80
Andrews & Co., No. 2	.47½
Asparagus—	
Del Monte, mammoth, No. 2½	4.25
Oak, large, No. 2½	4.50
El Rio, medium, No. 2½	3.35
Sovereign, large, round, 2 doz	2.75

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra standard	2.00
San Antone, standard	1.70
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Bartlett, standard	2 25
Cherries—	
Extra quality, 2½s	3.50
Extra standard, 2½	3.40
Standard, 2½	3.30

—11—

Peaches—	
Extra standard, lemon clings, 2½s	2.65
Extra standard, sliced lemon clings, 2½s	2.65
Extra standard, sliced lemon clings, 1 lb., 4 doz	1.45
Prize Medal, lemon clings, No. 10, 1 doz	7.75
Express, yellows, 2½s	1.72½
Plums—	
Extra standard egg	1.50
Extra standard green gage	
Standard egg	
Standard gage	

DOMESTIC CANNED FRUIT.

Apples—	
Derby, No. 10, 1 doz	2.75
Pride of Shenandoah, No. 3, 2 doz	.95
Spring Garden, fancy, 3s, 2 doz	.85
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	
Blueberries—	
Main, No. 2	
Main, No. 10	
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	
Peaches—	
Calumet, yellow, light syrup	1.65
Maryland, Leader, yellows	1.50
Terrapin, No. 3	1.05
Pears—	
Matchless, extra fancy, No. 2	1.40
Raspberries—	
Early Rise, red, N. Y. State, extra fancy, preserved	1.25
Mikado, red, fancy, N. Y. State, preserved, No. 2	1.15
Rhubarb—	
Silver Lake, No. 3	
Strawberries—	
Silver Lake, No. 2	
M. & W., No. 1	
Terrapin, standard, No. 2	
Pine-apple—	
Acorn, grated, No. 2	1.75
M. & B., India River, E. & C., No. 2	1.55
Wagner's, E. & C., No. 2	1.45
Singapore, chunks, No. 1½, 4 doz	1.20
Singapore, cubes, No. 1½, 4 doz	1.15
Wagner's, No. 1, cocktail, 2 doz	.95
James, No. 3, pie, grated	.75

—12—

The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.

Tan Chop Hin, ⅞-lb. chunks	per doz.	.80
" 1 " "	"	.87½
" 1½ " "	"	1.17½
" 2¾ " sliced	"	1.35
" 1¾ " grated	"	1.35
" 2½ " whole	"	1.85
Packed in their own juice:—		
1½-lb. chunks, extra heavy syrup	per doz.	1.45
1¾ " sliced	"	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz.
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	.95
Star, No. 1, 4 doz	.97½
Lobster—	
B. & M., No. ¾, flat, 4 doz	
B. & M., No. 1, flat, 4 doz	4.15
Star brand, No. ¼, flat, 4 doz	1.30
Star brand, No. 1, tall, 4 doz	3.65
Star brand, No. 1, flat, 4 doz	4.15
Shrimps—	
Barataria Canning Co., new, No. 1, 2 doz	1.10
Lopez & Dukate (Barataria), new, pickled, No. 1, 2 doz	1.05
Mackerel—	
Pickert's, soused, No. 3, 2 doz	3.20
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.60
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.07½
Boyer's, No. 2, 2 doz	2.00
M. & B., No. 1, 2 doz	1.05
Stewart's, No. 2, 2 doz	1.90
Stewart's, No. 1, 2 doz	.97½
Victory, No. 1 doz	1.00
Kippered Herring—	
Maconache's, 2 doz., plain	1.50
Salmon—	
Cook's, Holly, Colorado River, No. 1, oval	2.55
Cook's, Holly, Colorado River, No. 1, tall	1.75
Cook's, Holly, Colorado River, No. ½, flat	1.15
Hapgood's, No. 1, tall, 4 doz	1.85
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
No. ½, flat, 4 doz	1.20
Rising, light, fancy, red, No. 1. tall	1.15
Humes, Karluk, No. 1, tall, 4 doz	1.20

Ritter's Guaranty

In compliance with the rules and regulations for the enforcement of the Food and Drugs Act published by the Commission appointed for this purpose, we have filed a guaranty covering all our products with the Agricultural Department in Washington under the serial number 1017.

In the future all our products will be labeled in accordance with Regulation Nine as follows: *Guaranteed under the Food and Drugs Act, June 30, 1906, No. 1017.*

This guaranty is sufficient and covers every sale we make and no individual guaranties are necessary.

It has always been our aim to manufacture pure and wholesome food, to comply with existing laws and to protect all who buy our products, and we shall carry out this principle in the future.

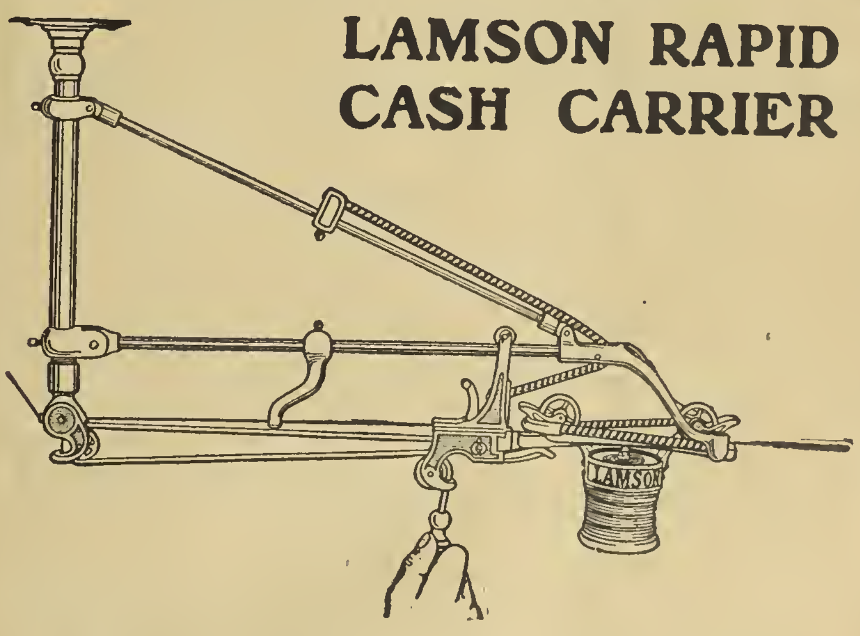
We hope to deserve your continued confidence and patronage.

Philip J. Ritter Conserve Co.

PHILADELPHIA, PA.

Fruit Butters, Cranberry Sauce, Mince Meat, Jellies, Jams, Preserved Fruits, Catsup, Chili Sauce, Salad Oil, Crushed Fruits, Fruit Syrups, Honey, Mustard, Baked Beans, Soups, Canned Fruits, Canned Vegetables

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.27½
Leader, fancy, red, No. 1, tall	1.20
Defender, medium, red, Alaska, No. 1, tall	1.10

Plain.

La Champagne, ½'s, key	25 00
" ¼'s, key	17 00
Lucullus, ¼'s	13 00
C. Morel, ¼'s	10.00

SARDINES—Boneless.

Le Marchand, ½'s	
La Champagne, ¼'s, key	
Cadean, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.40
½s, Martels	13.50
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8.25
Mustard—	
¼s, Irma, 100 cans	3.42½
¾s, Eureka, key, 100 cans	3.27½
¾s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3 00
¾s, Underwood's, 50 cans	3.95
¾s, Irma, 50 cans	3.25
¾s, Harbor, 50 cans	3.35
¾s, Booth's, extra, in cartons, 50 cans	2.70
¾s, Continental, key, 48 cans	2.60
¾s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.67½
¼s, Continental, key, 100 cans	3.37½
¼s, Le Baron, 100 cans	3.12½
¼s, Imperial, 100 cans	
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30

CANNED MEATS.

Corned Beef.

	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.20
" " with key, No. 2, 1 doz	2.25
Fairbank's, with key, No. 1, 2 doz	1.15
" with key, No. 2, 1 doz	2.15
" with key, No. 6, 1 doz	7.65
" with key, No. 14, ½ doz	16.50
Libby's, with key, No. 1, 2 doz	1.20
" with key, No. 2, 1 doz	2.20

Chipped Dried Beef.

No. 1, 2 doz	1.85
No. ½, 2 doz	1.05
Glass, No. ½, 2 doz	1.45
Glass, No. 1, 2 doz	2.35
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.72½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.55

—14—

Acme Sliced Smoked Beef.

	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.12½
Fairbank's, No. 2, 1 doz	2.15
Armour's, No. 1, 2 doz	1.22½
Armour's, No. 2, 1 doz	2.25
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.05
Kingan's, No. 2, 1 doz	2.05

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.65
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.40
Libby's, No. ½, 4 doz	.70

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.82½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11 00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—

	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1 50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3 25

Potted Meats.

Curtice Brothers, "Blue Label"—

	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2 25
Tongue	1.25	2 25
Chicken	1.95	3.00
Turkey	1 95	3.00

Soups.

	per doz.
Snider's Tomato Soup—	
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's:—	
No. 1 cans, 4 doz. to case, straight or assorted, all kinds except Tomato......per doz.	.87½
No. 1 cans, 4 doz. to case, assortment No. 1 containing 8 cans Tomato " "	.87½
No. 1 cans, 4 doz. to case, Tomato " "	.95
No. 8 cans, 24 to case, all kinds except Tomato " "	2.50
No. 8 cans, 24 to case, Tomato " "	2.65
Gallon cans, 6 to case, all kinds except Tomato " "	7.75
Gallon cans, 6 to case, Tomato " "	8.25

Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08¾
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09¾
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.09¾
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.10
I X L Assorted Chocolate	"	.11½
King B Assorted Chocolate	"	.12½
No. 1 Fine Assorted Chocolate	"	.15½
Nonpariel Drops	"	.10½
Chocolate Covered Caramels	"	.11
Dairy Chocolate Chips	25-lb. pails	.15½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.16½
Cream Cocoanut Balls	28-lb. pails	.09½
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.07½
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes,	30-lb. cases	.11½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, half-pints, 2 doz	1.10
" " pints, "	2.00
Waldorf, medium, 12 oz., screw top, 2 doz.	.87½
Snider's Catsup:—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate......per jug	.85

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—	Per Case.
Small, 25 bottles in case	2.75
Medium, 25 bottles in case	4.25
Large, 12 bottles in case	3.25

HERE IS YOUR QUESTION ANSWERED

Why put in **Croft's Swiss Milk Cocoa** when you are selling five brands now? Well, because it is different from the rest, for one reason. It is the only cocoa packed in glass. It stands alone, and you know how novelty helps a thing to sell. The grocer who infuses a little novelty into his business is the grocer who succeeds.

Another thing, **Croft's Swiss Milk Cocoa** is better than the rest. That isn't a bluff, honestly. We take out of our cocoa, in the making, a substance which other manufacturers allow in, greatly to the injury of the flavor of their goods.

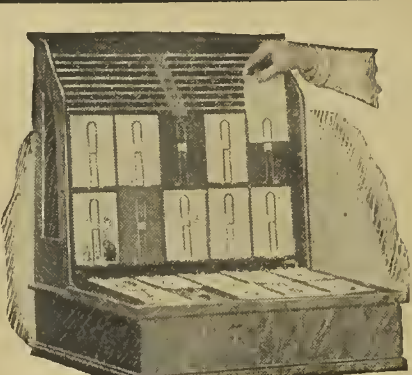
Now do you know why you should sell it?

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. *Philadelphia PENNSYLVANIA*



The McCaskey Credit Register!

Handles your ACCOUNTS without Loss of TIME and keeps ALL Accounts Posted up-to-the-Minute and Ready for Settlement without Making another Figure.

No Customers' Individual Books to bother you.

Every Detail of your Business handled with only ONE WRITING.

A Complete Record of Cash Sales, Credit Sales, Cash on Account, C. O. D. and Miscellaneous Sales.

You can tell in Five Minutes' *Time how much* 100 customers owe *you.*

In Thirty Minutes you can tell the Amount of goods on hand and your Assets and Liabilities.

If Information is worth anything to you, Write for our new

64 Page Catalog—It's FREE

THE McCASKEY REGISTER CO., 30 Rush St., Alliance, Ohio

Manufacturers of the Celebrated Multiplex Duplicate and Triplicate Carbon Back Order Pads.

New York Office: 140 West Forty-second St., G. M. Orton., Mgr.
New Jersey Office, 15 Clinton St., Newark.
C. T. Baxter, Dist. Mgr. for Maryland and Eastern Penna. and Delaware. Office at 406 Central Trust Bldg., Cor. Market and 4th Streets, Philadelphia, Pa.
J. D. Lasley, Room 15 Central Nat'l Bank Bldg., Washington, D. C., Dist. Mgr. for Virginia, North and South Carolina and District of Columbia.

AGENCIES IN ALL PRINCIPAL CITIES

—17—

Campbell's Beefsteak Tomato Ketchup:—	
½ pints, 24 bottles to case	1.10
Pints, 24 bottles to case	2.00
Campbell's Tomato Ketchup:—	
Pint bottles, 24 to case, per doz	1.40
½-pint bottles, 24 to case, per doz	.90
Campbell's Chili Sauce:—	
Pints, 2 doz. to case	1.40
½ pints, 2 doz. to case	.90
Asst. Condiments, 2 doz. to case, per doz	.90

CHOCOLATE AND COCOA.

	Per lb.
Walter Baker & Co's:—	
Premium, 12 to 25 lbs	.30
Caracas, sweet, 6 lbs	.32
German, sweet, 6 to 12 lbs	.22
Auto, sweet, 6 lbs	.32
Cocoa, ¼-lb. cans, 12 lbs. in box	.37
Cocoa, ½-lb. tins, 12 lbs	.37
W. H. Baker s:—	
Best Cocoa, ½-lb. size, per lb.	.36
" ⅕-lb. " "	.38
Premium Chocolate, ½s, 12 lbs	.30
" ¼s, 12 lbs	.31
Best Sweet Chocolate, ¼s	.21
Best Sweet Chocolate, 1-5s	.21
Vanilla Sweet Chocolate, ⅛s	.29
Hershey's—	
Vanilla Sweet, ⅛s, 6 lb., per box	1.55
Swiss Milk, ⅛s, 6 lb. "	1.45
Cocoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.43
" " ¼s, 6 lb	.45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—

		Per can.	Per doz.
¼-lb. round cans		.18	2.15
½-lb.	"	.28	3.36
1-lb.	"	.55	6.60
1½-oz.	" 50 cans in case	.07	
			Per lb.
5-lb.	"	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.32
Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box "	3.50
1-lb. tins, 1 doz. in box "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case "	.50

—18—

Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.36
" ½-lb. tins, 6-lb. boxes, per lb.	.35
Wilbur's Chocolate—	
Premium, ⅛s, 12-lb., per lb.	.30
Sweet Clover, ⅛s, 6-lb., per lb.	.26

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ½s	.36
Cocoa, labeled, ⅕s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30
Ideal Chocolate and Cocoa Co.:—	
Ideal Cocoa, ½-lb. size, per lb.	.40
" " ⅕-lb. " "	.41
" Baking Chocolate, ½-lb size "	.27
" " " ¼-lb. " "	.29
" Milk Chocolate, 6-lb. box, per box	1.65
" Vanilla, Sweet, 6-lb. " "	1.65
Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.30
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.32
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.32
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.25
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages	.25
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.25
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.65
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.38

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.37
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.36
Diamond Chocolate, sweet, ¼-lb. pkgs.	
6-lb. boxes, 12 boxes in case, per lb.	.21
12 " " 6 " " "	.21
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.25
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	28
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.26
Milk Chocolate, 50 5-cent packages in box, per box	1.65
Peter's Milk Chocolate:—	
No. 61—½ lb. size, croquettes, per lb.	.48
No. 62—¼ lb. " " "	.48
No. 63—½ lb. " flat packets "	.48
No. 64—¼ lb. " " " "	.48
No. 93—⅛ lb. " " " "	.48
No. 66—⅛ lb. " " " "	.50
No. 67—1/16 lb. " " " "	.50
No. 68—1/20 lb. " " " "	.50
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ⅕s, 2 doz. in box	1.85
" " ¼s, 6 lb. "	.37
" " ½s, 6 lb. "	.35
" " 1s, 12 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" " " 120 2-c. cakes	1.50
" Caracas, ¼-lb. cakes, 6 lb. in box	.30
" Superior Sweet, 6 lb. "	.22
" Premium, ¼s, 12 lb. "	
" " ½s, 12 lb. "	
Hawley & Hoop's Breakfast Cocoa—	
A No. 1, ½-lb. tins, 12 in box	.34½
" ¼-lb. " 24 "	.35½
Cocoa Shells, cleaned, bags, per lb.	.01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ⅕-lb. " 6-lb. "	.31½
" ⅕-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ⅛s, 6-lb. boxes	.26½
" ⅛s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40

—20—

Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27
Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK AND CREAM.

BORDEN'S CONDENSED MILK CO. — Per case.

Gail Borden Eagle Brand	6.25
Daisy	
Champion	
Magnolia	4.35
Winner	4.15
Challenge	3.90
Dime	3.60
Rose	4.20
Full Weight	
Tip Top	
Rival	
Bell	
Fern	
Dixie	
(Each of above Brands 4 doz. in case.)	

Borden's Peerless Brand Evaporated Cream.

Small cans, 4 doz. each.	2.00
¾ Family size, 4 doz. each.	
Family size, 4 doz. each.	3.50
Quarts, 2 dozen each.	
Gallon size, 6 cans each.	

Columbian Brand Evaporated Cream.

Small cans, 4 doz. each.
Family size, 4 doz. each.
Quarts, 2 doz. each.

Imperial Brand
Family size, 4 doz.
½ " " 8 doz.
Quarts, 2 doz.

Superb Brand
Family size, 4 doz.
½ " " 8 doz.
Quarts, 2 doz.

All above Brands guaranteed.

Your Customers Will Ask for ATLAS Fruit Jars

Here is the jar everyone wants—the most perfect jar made. Better quality of glass than common jars—no thin spots, and *extra* strong at top, where common jars break.

ATLAS SPECIAL JARS

are extra wide mouth, which permits preserving *whole* fruit. Smooth at top and always seals perfectly. Last year we had thousands of inquiries and this year we expect more, because we shall continue to advertise largely in women's papers. We are also making

E. Z. SEAL JARS

(Lightning Trimmings)

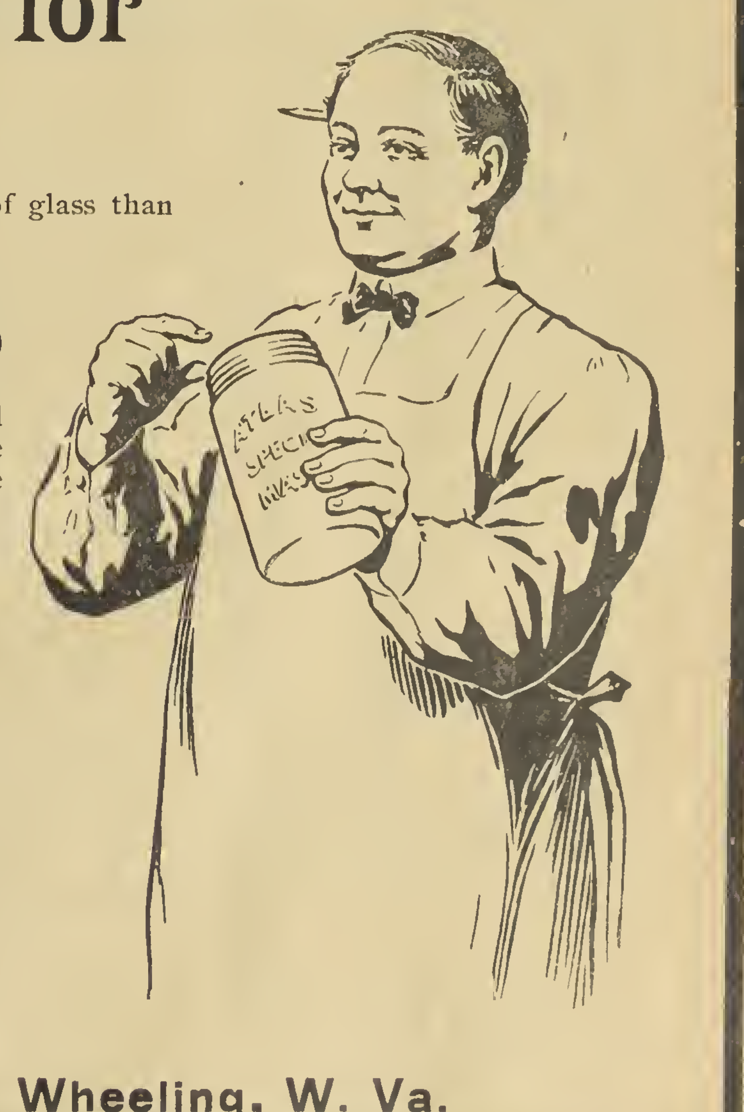
with much wider mouth than other jars of this style. These we know will be in great demand, as sales up to this time have largely exceeded our anticipations. These are the popular styles of jars and your customers will want them.

Why not carry what people ask for and get the benefit of our advertising?

No difficulty in getting these jars of your nearest jobber. We ship Atlas Mason and Atlas Mason Improved Jars in car lots and these special jars can easily be included.

Don't put cheap and unsatisfactory jars in stock—handle the ***Atlas.***

If not with your jobber, write us before it's too late. We have done our part; now it's up to you and really *"Its All in the Jar."*



HAZEL-ATLAS GLASS COMPANY, Wheeling, W. Va.

—21—

HIRES CONDENSED MILK AND CREAM

	Per case.
Hires Condensed Milk ..	5.60
Queen....	4.00
Blue Ribbon	3.80
Premium..........	3.80
Silver..............	4.15

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases............	4.00
Five cases or more.............	3.95
Twenty-five cases or more...	3.90
Fifty cases or more..............	3.85
Red Cross..	4.15
Peninsular..	4.10
Dr. Hand's, 2 doz..	3.10
Leader...	3.80
Banner, 4 doz...	4.05
Star, 4 doz..	4.15
Evaporated Cream—	
St. Charles, family size, 4 doz....................	
St. Charles, hotel size, 2 doz......................	
Silver Cow, 5c. size.........................6 doz.	
Pet, 10-c. size, 4 doz......................per case	
Pet, 5-c. size, 6 doz.......................per case	
Yacht, family size...........................4 doz.	

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs................................	.22½
Dunham's, 5-cent package	.29
" ⅛s...	.26
" ¼s...	.28
" ⅛s and ¼s................................	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages..............................	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages........	2.50
Brazil, 18 1-lb. packages..............................	2.50
" Shred, in pails, 20 lbs..........................	.11
" " in boxes, 25 lbs.......................	.10½
" " in barrels, 140 lbs...................	.10
Table Talk, Thread, in pails..........................	.11
" " in boxes........................	.10½
" " in barrels, 140 lbs......	.10
Bakers', Macaroon, barrels, 140 lbs............	.10¼
" Slice, " 120 lbs............	.10½
' Strip, " 120 lbs............	.10½

—22—

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers................................	.08	.08½
Oyster "	.08	.08½
Wine Scroll......................................	.10	.10½
Cracker Dust.....................................	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—.	Bbls.	Bxs.
Bijou Cookie	.07½	.08
Brown Edge Water........................		.09
Butter Toast	.07½	.08
Clover Mixed....................................		.08
Cocoanut Ripple................................		.10
Cry Babies		.09
Fig Bars..		.10
Fruit Cookies.....................................	.07½	08
Fruit Gem..	.08	.08
Ginger Snaps, XX..............................	.06	.06½
Ginger Vedettes	.07	.07½
Graham Wafers..................................		.10
Grandma Cookies...............................	.07½	.08
Honey Jumbles, XX		.10
" " Iced................................		.10
Honey Kernel		.10
Iced Ginger Tablet		.08
Iced Penn Treaty................................		.07½
Iced Vedette Wafer............................	.07½	.08
Macaroon Cookie................................		.10
Man-in-the-Moon................................		.08
Matchless	.08	.08
Milk Lunch	.07	.07½
Oriental Cookie..................................	.07½	.08
Quaker City Mixed.............................	.07½	.08
Quiver Mixed......................................	.07	.07½
Orange Cookies..................................	.07½	.08
Peerless...		.08
Soda Biscuit, XX.................................	.06	.06½
" " No. 1	.07	.07½
Spiced Wafers.....................................	.07½	.08
Sunshine Cookie..................................	.07½	.08
Suprema	.08	.08
Wavelets..		.09

Package Goods—	Per doz.
Bonnie Water	.95
Butter Toast...	.50
Cracker Meal	.84
Cresco Cookies..	.95
Fairy Oyster..	.50
Gingerettes	.95
Gold Medal Soda (10-cent size)................	.95
" " (5-cent size)	.50
Graham Wafers.......................................	.95
Milk Lunch..	.95
Ivinettes..	.95
Butter Thins	.95

Freight paid on 100 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN
WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish p. dz.	1.15

—23—

Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish p. dz.	1.75
Wein Senf, in bbls...............................per gal.	
" 1 gallon stone jars ....per jar	.75
" 5 gallon kegs...................per keg	2.50
Prepared Mustard, in bbls..............per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz...	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz...	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub.......	.26
....loaf,	.26½
Sap Sago, 3 to a lb.......cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.35
Edam Cheese, 12 in case.....case, 9.50, single,	.85
" in tin............................per lb.	.26
" 1-lb. tins...................per case	3.25
Camembert, in wood boxes........per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz...	1.45
Parmesan, grated, ready for use, large bottles, per doz...	
Parmesan, grated, ready for use, small bottles, per doz...	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.......loaf cut	.18-.20
" " Square loaves, No. 1, about 25 lbs. each.................................per lb.	
Limburger Cheese, No. 1.....box, .15 ; ½ box, ; less	.16
Muenster Cheese ....per lb.	.18
Brick Cheese, No. 1............................ "	.18
English Dairy Cheese.......................... "	.19½
Pineapple (Picnic size), 6 in box.........per box	
" (Gem size), 6 in box.......... "	
Royal Luncheon Cheese—	
Dinner size, 1 doz. in case............per doz.	4.50
Lunch size, 2 doz. in case....... ...... "	2.40
Picnic size, 2 doz. in case .... "	1.35
Trial size.................................... "	1.00
MacLaren Imperial Cheese, Club size.per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.30
" d'Isigny, " 6 in box... "	1.30
Wm. Tell brand, 12 in box .... "	1.10
Neufchatel (Cow brand), 25 in box.....per box	.95
Star Cream, or Phila., 12 " .... "	2.00
Miniature Cream, or Phila. 12 " .... "	1.00
Hand Cheese, 8 doz.......................... "	1.25
" 4 " .... "	.65
" 4 " Thuringer.......... "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.15
Schutzen Cheese, 12 in box .... "	.95
American Mountain Cheese (Alpen Kase), 50 1-lb. packages ....per lb.	.16

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight)........per lb.	.48
Wiener Wurstel, 16 in tin.................per doz.	4.75
" 8 " .... "	2.75
Carlsbad Speck (Imported Bacon) ..... "	.32
Imported Cervelat Sausage (Rolff's).....per lb.	.42
Imported Frankfurters....................per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size..............per doz.	3.00
American Holsteiner..by bbl. 11½ less, per lb.	.14
" Landjager, short ....per lb.	.24
" " long................. "	
" Mortadella, Dry ....per lb.	.25
" Knackwurst, 25 in box, per box, $4.75........... ....per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .21 ; less................................	.22
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .19½ ; less	.21
" Cervelat, Crescent, 50 and 100-lb. boxes, .16; less..........................	.17
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less..........................	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .22½ ; less......................	.24
" Salami (E), 50 and 100-lb. boxes, .21 ; less	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .19; less	.20
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less..........................	.18
" Tongue Sausage...................per lb.	.18
" Smoked Brannschweiger Liver Sansage..................................per lb.	.15
" Lachs Ham.......................... "	.28
" Petit Delicatess Frankfurters, plain, per doz..	.90
" Petit Delicatess Frankfurters, with Sauer Kraut.....................per doz.	.90
" Lebanon Beef Bologna......per lb.	.15-.16
" Paprika Speck.................... "	.18
Mettwurst, half-ronnd .... "	.16
Liver Sausage (Special), truffle, goose or sardellen..per lb.	.24
Smoked Thuringer Blutwurst............. "	.18
" Pfefferwurst.......................... "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars. per doz..............................	4.75
" (Derby Brand), quart glass jars per doz..............................	5.75
" (Derby Brand), 10-oz. jars, per doz..............................	2 50
Calves' Head, in round tins ....per doz.	1.65
Pickled Meats, in glass...................... "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

These Meats Are Pure!

All wise grocers now regard the guarantee of purity as the most important part of their meat deals.

Buy no meat or meat product without a guarantee if you value your trade and the health of your customers.

Our *Vienna Sausages, Bolognas* and *Smoked Tongues* are guaranteed absolutely to conform with all food and inspection laws of State and nation.

M. ZIMMERMAN COMPANY

Main Office : 318-24 E. Houston St., N.Y.

Branch Offices { 717 N. Second St., Phila., Pa.
125-27 Fulton St., Boston, Mass.

Nobody Else Will Do As Much

No matter what matches you buy, or who you buy them from, you can't do as well either for yourself or your trade as you can by buying and pushing the ones pictured here.

I pack 1,000 **Our Darling Matches** in every 5-cent box. I sell the retailer direct and save him the jobber's profit, so **you** make more money on my matches than anybody else does, and your customers get more matches for their money than anybody else gives them.

Another important point—no better match is manufactured than **Our Darling.**

JOHN T. HUNER, Evergreen, L. I.

I have made a study of Italian Macaroni, Olive Oil and Roman Cheese. I will be glad to give information about these goods to anybody who will get in touch with me.

The finest Macaroni that comes into this market is Francesco and Luigi Cirillo's, of Torre Annunziata, Italy. The best Olive Oil and Roman Cheese is F. Bertolli's, of Lucca, Italy.

I am headquarters for all three. If you want the real thing, write, or come and see me.

Joseph Cuneo's Son

901-03-05 South Eighth Street

—— PHILADELPHIA, PENNA. ——

—25—

Beef Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	
Lamb tongues, in glass	"	1.60

HOLLAND AND SCOTLAND HERRINGS.

		Kegs or Pails.
Holland Herring, mixed, "Y. M." ½bbl.	5.50	60–75
" milkers, " ½ bbl.	6.50	75–85
" mixed, Standard, bbl. ½ bbl.		
Holland Herring, milkers, Standard, bbl. ½ bbl.		
Scotland Herring, mixed, large fulls, bbl. ½ bbl. 8.00		
" milkers, large fulls, bbl ½ bbl. 8.00		
Marinirte Herring, Imported, about 40 in pail.		1.25
Roll Herring, Imported, about 25 in pail		1.00
Spiced Herring, Imported, about 40 in pail.		1.00
Norway Stockfish, dry	per lb.	15
Matjes Herring	per pail	

BISMARCK HERRING.

Pint size, round tins, with key	per tin	.20
Quart " " "	"	.35
2 Qt. " " "	"	.55
4 Qt. " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
Russian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

Original Package	per ½ bbl.	5.50
Repacked in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" In 5-gal. kegs	per keg	2.75
" In ½-lb. flat tins	per doz.	.95
" in ½-lb. tall tins	"	1.50
" in 1-lb. tall tins	"	2.00
Fancy Kegs—1|1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg		.20

SALT SARDELLEN.

Original Package, 1902	per anker	16.00
Repacked—kegs, about 8 lbs	per keg	2.75
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz	16.00	½ kilo Cans, per dz.	16.00
½ " "	8.50	¼ " "	8.50
¼ " "	4.25	⅛ " "	4.25
⅛ " "	2.25	1/16 " "	2.25

GERMAN DILL PICKLES. Regular Size.

60 gal. cask—about 2000	per cask	
50 " bbl.— " 1200	per bbl.	9.00
15 " keg— " 500	per 100	
10 " keg— " 300	"	.85
5 " keg— " 150	"	
10 lb. pail— " 50	"	

DOMESTIC SOURKROUT Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	3.20
5 " "	"	1.15
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitzkugeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg.	per bundle	.30
Basler Lebkuchen, No. 1, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		
Green Kern	per lb.	.09½
Potato Flour	"	.07
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.80
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

COTTOLENE.

30 2-lb. tins	per case	6.50
15 4-lb. "	"	6.50
6 10-lb. "	"	6.50

Freight prepaid on two-case lots.

—27—

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.19
Western	.18

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.13
New York, Full Cream, new, 1st's, 40-lb. bxs.	.12½
Picnic, Full Cream, new, fancy, 20-lb. bxs.	.13½

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.	.27
Anchovies, in oil, ½ bottles	4.50
" " ¼ "	3.25
Anchovy Paste, fancy, per doz	4.75
" plain, per doz	3.75
Bouillon, Burnham, pints, 2 doz. in case	3.75
" " ½ pints, 2 doz. in case	2.00
Capers, Nonpareil, ½ gallon kegs	1.25
" " Quart, glass.......per doz.	6.75
" " bottled, ¾ size... .per doz.	2.25
" " " ½ " ..... "	1.85
" " " ¼ " ..... "	1.10
Canton Ginger, large pots, cases 6 jars, per case	4.50
" med. " " 12 " "	5.00
" small " " 24 " "	4.50
Cherries in Maraschino, in glass, 1-doz. case	8.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" " 3 lb., 2 dz. case "	2.20
Currie Powder, pints, per doz	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ⅛'s	2.40
" ¼'s	4.50
" ½'s	8.00
" 1's	16.00
French Peas, Extra Fins, per case	19.00
" Fins, per case	16.00
" Moyen's, per case	13.00
Kippered Herring, 6 doz. in case.......per doz.	1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	.29
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz	1.25
" " ½ pints, per doz	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz	6.50
" " " 2 oz., "	3.55
Armour's Beef Extract, 2 oz., "	4.45
" " " 4 oz., "	8.20
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz.......per doz.	4.00
" " " 8 oz....... "	7.25
" " " 16 oz....... "	13.50
Theodore Marquet Mushrooms:—	
First Choice	
Choice, 100 tins per case	
Extra, " "	
Hotel, " "	22.00

—28—

Truffles, 1/16	per tin,	.28
" ⅛	"	.50
" ¼	"	1.00
" ½	"	2.10
Shrimps, Pickled, small size		1.00
Dunbar's Shrimps, 2 doz., per doz		2.25
" Figs in Cordial, 1 doz., per doz		5.00
Bishop's Figs in Cordial, 1 doz., per doz		6.50
Crystallized Ginger, 1-lb. tins, per doz		4.00
" " ½-lb. " "		2.25
Rose's Lime Juice, per doz		3.60
Victor Rose Water, per doz		2.25
" Peach Water, per doz		2.25
Pitted Olives, per doz		5.25

FLOUR.

	Per Bbl.
Gold Medal	5.95
Ceresota	5.90
Pillsbury's	5.90
Taylor's Fancy	5.20
Pride of the West	4.90
Sunbeam	4.80
Quaker City	5.50

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages	
Franklin Pancake, 30 2s	3.55
Uncle Jerry's Pancake, 40 packages	
Hecker's Buckwheat, 16 3s	
" " 64 1½s	
" Flapjack Flour, 24 2s	
Log Cabin Pan Cake Flour, 36 2s	3.25
Ralston's Purina Pancake Flour, 36 2s	3.00

HONEY.

Domestic, harrels	per gal.	.69
Selser's, lunch bottles, 2 doz	per doz.	.95
Selser's, medium bottles, 2 doz	per doz.	1.35
Schimmel's, 12-oz. bottles, 2 doz. in case		1.35
" 6-oz. " " "		.90

Can't Tell You Much Here

We can't begin to give you any adequate idea of the points of Hill's Refrigerators in this small space. Won't you send for our catalogue? We've prepared that rather carefully, and it tells the whole story.

Enough of the story to interest you is that Hill's Refrigerators are *guaranteed* to save 20 per cent. of your ice bills.

C. V. HILL & CO.
Trenton, N. J.

How to Get 100 Per Cent. Delivery

You never know when you buy future canned goods from your jobber, whether you will get all you bought or any, for that matter. If the jobber gets 100 per cent. delivery, you will get it, but not otherwise.

But you can always count on 100 per cent. if you buy **Blue Bell** and **Clover Farm** Tomatoes and Corn. We sell these to the jobber and *guarantee him* 100 per cent. delivery. He can therefore guarantee it to you, and will, if you buy these brands.

Blue Bell and **Clover Farm** Tomatoes and Corn are known by the trade generally to be the very best of their grade packed in Maryland.

STRASBAUGH, SILVER & CO. - - Aberdeen, Maryland

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

—29—

FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, 100 lbs	1.75
" yellow, granulated, 100 lbs	1.75
" " table, 100 lbs	1.70
Western yellow, 100 lbs	1.45
Quaker, 36 packages	2.65
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.10
Beans—	
California Lima ... per lb.	.06¼
Marrows, Fancy N. Y. State, grain bags bush.	2.35
Marrows, Choice, N. Y. State, grain bags, bush.	2.30
Medium, Fancy N. Y. State, grain bags, bu.	1.90
Pea, fancy, N. Y. State, grain bags, bushel	1.90
Pea, fancy, Michigan, grain bags ... bushel	1.85
Red Kidneys ... "	2.50
Peas—	
Green ... per bushel	2.00
Scotch ... "	2.10
Split, yellow ... "	2.00
" green ... "	2.65
Lentils—	
110-lb. bags ... per lb.	.08¾
Less quantity ... "	.09¼
Shaker Corn—	
Fancy, barrels ... per lb.	.03¾
Less quantity ... "	.03⅞
Hominy—	
Lea's Breakfast, 10 pkgs ... case	1.45
Lea's Pearl, 100 lbs ... per bag	1.90
Schumacher's Breakfast, 10 pkgs. to case	1.25
Barley—	
OO	.05½
No. 3, 100-lb. bags	2.95
Noodles, Climax, 24 10c. pkgs., case	1.05
" " 48 5c. pkgs., case	1.15
" " asstd., 24 5c., 12 10c. case	1.10
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Oatmeal, B, per bbl	6.10
" " kegs 100 lbs., per keg	3.20
Oaten Goods, in cases—	**Per case**
Avena, 36 packages	2.85
Banner Oats, 20 packages	3.85
Friends' Oats, 36 packages	3.00
Mother's, 36 packages	3.15
Pawnee, 36 packages	2.65
Quaker, 18 10c. size	1.50
H-O, 24 2's	3.00
Rolled Oats—	
Avena, per bbl., 180 lbs	5.35
Avena, per keg, 90 lbs	2.65
Standard, 180-lb. bbls	5.35
" 90-lb. bags	2.55

—30—

Sago—	
Fine, bags about 160 lbs	.05¾
50-lb. lots	.06¼
Admiral, Pearl, 24's	.07¾
Tapioca, Instantaneous, 50 1's	.08
" Colburn's Hasty, 24 1-lb. pkgs	.07½
" Minute, ¼-gross, per gross	11.00
" Flake, about 125 lbs ... per lb.	.06¼
" " less quantity ... "	.06¾
" Pearl, 150 lbs ... "	.06¾
" " less quantity ... "	.07½
Ralston Hominy Grits, 36 2-lb. pkgs ... case	2.70
Purina Cream Graham ... per bbl.	5.00
Ralston Barley Food, 24 2's ... per case,	3.15
Purina Health Flour, 20 5's, Cartons "	3.60
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour	5.00
Packed in 12's, 24's and 48's.	
No. 1, assorted case containing 15 2-lb. packages Wheatlet and 10 5-lb. packages Franklin Flour	4.00

MALTA-VITA, 36 packages ... 2.85

Egg-O-See, 36 packages	2.85
Egg-O-See Corn Flakes, 36 packages	2.85
Cook's Malto Rice, 36 2-lb. packages	4.25
Force Food, 36 packages	4.25
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.75
Flaked Rice, Cook's, 24 packages	2.75
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.40
Pettijohn's Food, 24 packages	2.35
Quaker Puffed Rice, 36 packages	2.80
Vigor, 36 packages	2.65
Ralston Kornkins, 18 25-lb. sacks ... per bale	3.75
" Health Crisps, 36 10c. packages	2.80
Ralston's Breakfast Food, 36 2-lb. pkgs. pr. case	4.50
Ralston Health Food, 24 1s ... per case	
Triscuit, 30 packages	2.50
Toasted Corn Flakes, 36 packages	2.85
Zest, 36 packages, 10 cent size	2.15
Zest, 36 packages, 15 cent size	3.80
Zest, 20 packages, 25 cent size	3.65

—31—

HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs.	4.75
Cases, 3 doz. pkgs.	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling	per doz	1.07½
" Acidulated	"	1.07½
Cox's, large	"	1.57½
" small	"	.95
Plymouth Rock, Pink or White	"	1.20
Nelson's	per doz.	1.35
" small	"	.95
Bromangelon, assorted 3 doz	"	.87½
Fruit Pudding. 2 doz., asst. flavors	"	.80
Jell-O, assorted flavors, 2 doz	"	.87½
Jell-O Ice Cream Powder, 2 doz	"	.97½
Chalmer's	"	.90
Peter Cooper		.90
Tryphosa	per doz.	.92½
Imperial Wine Jelly	per doz.	.95
" "	per gross	11.00
Gelatine, McKinley's	per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs	per case	2.70
Kusto, 60 5-cent packs	per case	2.00
Puddine, assorted, 2 doz	per case	1.60
D-Zerta Jelly, assorted, 2 doz	per doz.	.90

—32—

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05½
" Elbows, " "	.05½
" Marcaroni, long, "	.05½
" " square "	.06¼
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05¾
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.91
Spice Drops, in baskets, 20 lbs	1.64
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle ... per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2 ... per doz.	9.00
" " " 3 ... "	6.50
" " " 4 ... "	4.50

Remember—Hooton's Cocoa, Newark, N. J.

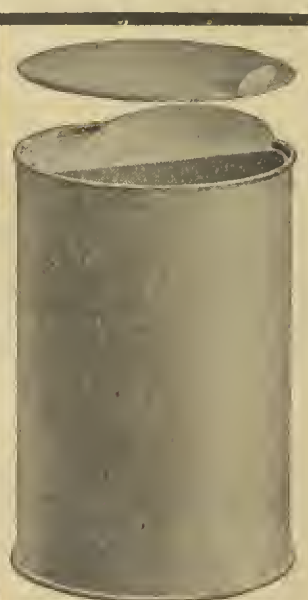
Order a box of your jobber, or if your jobber does not carry it in stock, send direct to

Hooton Cocoa & Chocolate Co.
351 North Fifth Street
NEWARK, N. J.

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.
Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY



The First Step Toward
A BIG BUSINESS

Instead of buying Coffee, Tea, Baking Powder, etc. in packages, which means building up a trade on somebody else's goods—buy in bulk and use this ideal carton—which we will label as you wish, and deliver ready to pack your goods in. This means "Boosting YOUR OWN business."

PAPER CANISTER MFG. CO.
221-23 North Twenty-third St., Philadelphia, Pa.

Read the Point In Large Type

Here's the proposition of James T. Shinn's **Liquid Rennet** in a nutshell :—

1. It is the cleanest rennet made.
2. It coagulates milk in 2 to 5 minutes.
3. It will not spoil.
4. Every bottle is guaranteed.
5. Jobbers everywhere indorse it.

And last, but not least—this is in large type because it's a large point—it pays 100 per cent. profit. Costs $1.50, sells for $3.00.

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

—33—

Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1¼ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5 "	12.00
" 6 "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3 "	2.60
" 4 "	3.00
" 5 "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins. 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case "	.90

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...					
Ex. Norway, No. 3...	27.00	14.00	7.15	1.60	1.33
Ex. Norway, No. 4...					
Ex. Bloaters, xxx	40.00	20.50	10.40	2.25	1.95
Ex. Shore, No. 1	29.00	15.00	7.65	1.70	1.41
Shore, No. 1	26.00	13.50	6.90	1.55	1.29
Large, No. 1	24.00	12.50	6.40	1.45	1.21
Large Irish, No. 2	21.00	11.00	5.65	1.30	1.09
Extra Irish, No. 2	20.00	10.50	5.40	1.25	1.05
Medium Irish, No. 2..	19.00	10.00	5.15	1.20	1.01
Small Irish, No. 3	17.00	9.00	4.65	1.10	.93
Irish, No. 3					
Large, No. 3	19.00	10.00	5.40	1.25	1.05
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.25			
Lab. Split, Lg. No. 2.	6.50	3.75			
Shore, Round, Large.	6.00	3.50			
Shore, Round, Med...	5.50	3.25			
Ocean Whitefish	6.00	3.50			
Salmon, Halifax					
Shad, No. 1, Mess	14.00	7.50	3.90	.95	.81
Shad, No. 2, Mess					
Haddock, Pickled	7.00	4.00	2.25		

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.07½
Our Choice, Haddock, 40 lbs	.07
Gilt Edge, Hake, 40 lbs	

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

—35—

LOOSE CODFISH.

Extra Large Georges Cod	.08
Large Bank	.07½
Medium Bank	.07
Pollock	
Hake	

In original cases, 450 lbs., ½c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.15
Small Extra Scaled Herring...per box	.15
Boneless Herring, fancy 10 lb. boxes, per lb.	.13
Smoked Salmon, whole fish...per lb.	.25
New Cromarty Bloaters, 50s...per box	
" " 100s... "	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Extra fancy, 25 lbs.	.09½
Fancy N. Y. State, 48 1 lb	.09
Fancy N. Y. State, 50-lb. boxes	.08½
Apricots—	
Fancy Moorparks, 25 lbs	
Extra choice Royals, 25 lbs.	.19
Choice Royals, 50 lbs	.17½
Cherries—	
California, Royal Ann, unpitted, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.08⅝
Gold Medal, loose, 25 lbs	.08⅜
Admiral. 40 1-lb. packs	.08½
Private Growth, extra, cleaned, 36 lbs	.08¾
" cleaned, 30 lbs. bulk	.08½
Nectarines—	
White, 25 lbs...per lb.	
Peaches—	
Fancy yellows, 25 lbs	.14½
Extra choice Muir's, 50 lbs	.13
Fancy Muirs, 25 lbs.	.14½
Choice yellows, 50 lbs	.11¾
Pears—	
Fancy California, Bartlett, 25 lb	.11½

—36—

PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs				
30– 40, 25 "	.10½	.10		
40– 50, 25 "	.09	.08¾		
40– 50, 50 "				
50– 60, 25 "	.07¾	.07½		
50– 60, 50 "				
60– 70, 25 "	.07	.06½		
60– 70, 50 "				
70– 80, 25 "				
70– 80, 50 "	.06	.05¾		
80– 90, 50 "	.05½			
90–100, 25 "	.05			
90–100, 50 "	.04¾			
100–120, 50 "	.04	.03⅞		

Raisins—	
Muscatels, 4 crown, 50 lb	
" 3 " 50 lb	.10
" 2 " 50 lb	.09
Cal. Thompson Seedless, 50 lbs	.10
Cal. Cleaned Sultanas, 50 lbs	.10
Cal. Sultanas, 50 lbs	.09½
Seedless Muscatels, 50 lbs	.09½
Raisins, Seeded—	
G. & S., fancy, 36 1s	
Butterfly, extra fancy, 36 1s	.12½
Citron, 10 lbs	.17½
" 25 lbs	
Lemon Peel, 10 lbs	.11
" 25 lbs	
Orange Peel, 10 lb	.12
" 25 lb	

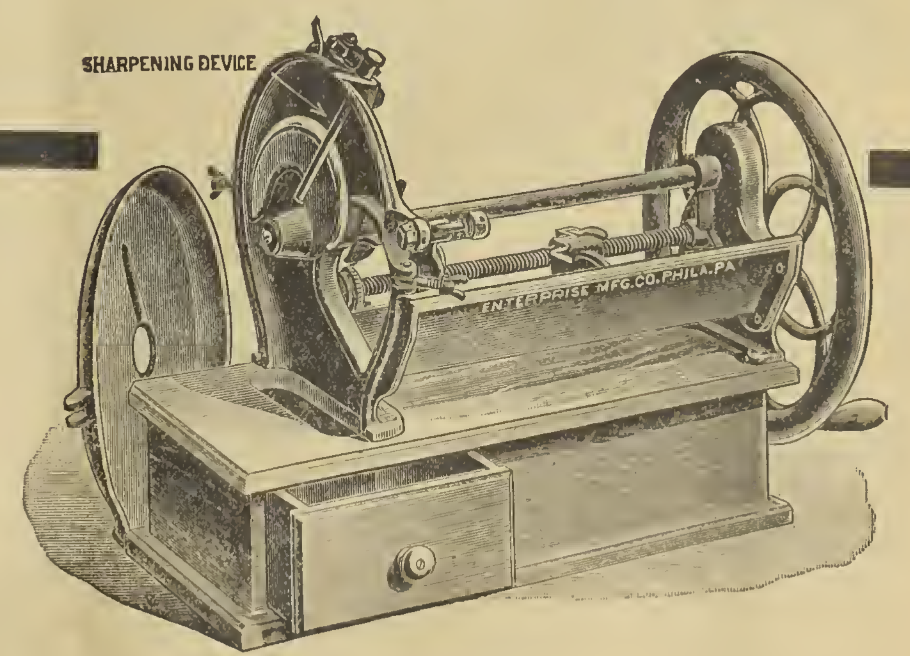
CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case...per case	2.30
Case No. 5, 1 doz. 25-cent size " "	2.05
Case No. 6, 2 doz. 15-cent size " "	2.47½
2 doz. 15-cent size, 1 lb...per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case...per doz.	2.15
24-12 oz. package, packed 2 oz. in case " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.
Tumblers, 5-c. size, 4 doz... "
Tumblers, 10-c., Lord's Prayer, 2 doz. "

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—
"ENTERPRISE"



The experience of all users proves that the

"Enterprise" Rotary Smoked Beef Shaver

greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED
SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.
Philadelphia, U. S. A.

No. 125 (with 2 Blades) $22.50
No. 129 (with 1 Blade) 22.50

—37—

INK.

Arnold's, black, quarts	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, quarts	per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.84	4.60	5.30
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		4½ doz.	3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain, per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz.	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.	per lb.	.05¾
" " 25 lb. boxes, ½ lb.	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.60
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.85
Red Seal, 2 doz	"	1.95
" 4 doz	"	3.85
Popular, 4 doz	"	1.55

MATCHES.

	Per gro.
Goose, 200's	.87½
Swift & Courtney's, 200's, 1-gross case	1.75-1.90
" 400's, 1 "	3.50-3.70
" 500's, 1 "	3.75-4.00
Blue Hen, 200's, 1 "	1.50-1.60
" 500's, 1 "	4.00-4.25

—38—

	Per Gross.
Vulcan Parlor, 65's	.48
" 100's, 5-gross in case	.92½
" 500's	3.95
Vulcan Safety, 65s, No. 1	.55
" 65s, No. 2	.50
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50-3.75
Searchlight, 500's	4.25-4.50
Press, 200's	1.80-1.90
" 500's	4.50-4.75
America, 200's	1.30-1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue bead, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5.00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1.00
Blue Ribbon, 165s, 1 gross to case	1.05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kkns, 6 to crate	per doz.	9.80
" 5-lb. " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25

—39—

National, 30-lb. Kits, bbls., ½ bbls	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.40
No. 3, glass jars	per case 6 jars	3.10
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.65
No. 10, wooden pails	per box 6 pails	6.25
Celebrated—Seedless.		
Barrels, Halves, Quarters and kits	per lb.	.08¼
Wooden Pails, 18, 37 and 68 lbs	"	.09
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters and kits	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs	"	.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150test	"	.12½

OLIVES.

H. Kellogg & Sons, Agents:—	Per Doz.
Theodore Marquet, Mammoth, 64 oz	15.50
" Extra, 64 oz	13.50
" Mammoth, quarts	7.25
" Extra, quarts	6.75
" Extra, pints	4.50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz.	2.40
Farcies	3.75
Queen, 6 oz.	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50
Seville Packing Co., **Original Pim-Olas.**	
10-oz bottle, 2 dozen in case	3.50
18-oz. " 2 " "	6.00
28-oz. " 1 " "	9.85
6-oz. Baby, 2 " "	1.50
10-oz. " Pim-Olas, per doz.	2.40

—40—

Seville Packing Co., "White Label."

Size of bottle. Oz.	C	D	F	H	J	Manzanillas.
6	—	—	—	1.55	1.55	1.30
10	2.70	2.55	2.40	2.20	2.05	1.75
18	4.50	4.35	4.20	3.80	3.50	2.90
32	9.15	8.60	7.60	6.85	6.30	—
64	16.20	15.25	14.30	12.85	11.90	—

The 6, 10 and 18-ounce bottles are packed 2 dozen in a case. The 28 and 32-ounce, 1 dozen, and the 64-ounce, ½ dozen in a case.

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.90
" " pts., 2 doz	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz	6.50
" " pts., 2 doz	7.50
" " ½-pts., 2 doz	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz	9.00
" Sublime, 8-oz. flasks, 2½ doz	6.50
" " 12-oz. " 2½ doz	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

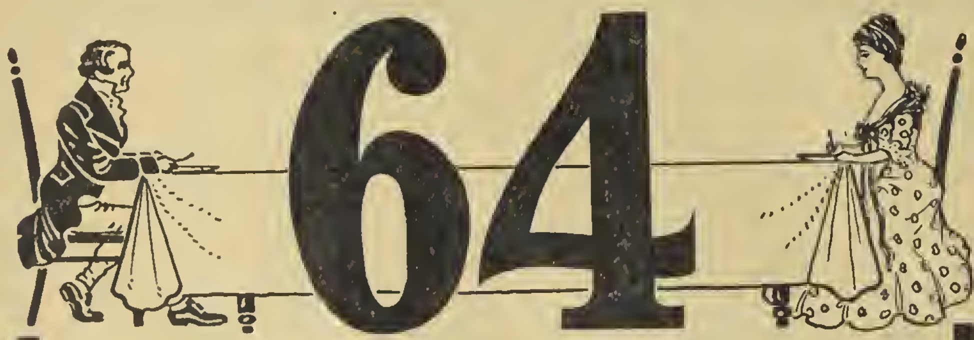
Seville Packing Co., "Nicelle." Made and bottled in Nice, France.

Half-pint bottle, 4 dozen in case		8.50
" " 2 " "		4.50
Pint " 2 " "		7.75
Quart " 1 " "		7.25
22-oz. " 1 " "		8.50
Gallon tins, 4 tins in case	per gal	2.75
5- " 2 "	"	2.65
½- " 8 "	per ½ gal.	1.50
Quart tins, 32 oz., 25 to case	per case	22.00
Jas. Hill & Sons Co.		
Quarts, Cal. style, 1 doz. in case	per case,	8.50
Pints, " 2 " "	"	9.00
½ Pints. " 2 " "	"	4.75
Oliver's Olive Oil—		
1 dozen quarts		6.00
2 dozen pints		6.75
2 dozen half-pints		4.25
6 1-gallon tins	per gal.	2.00

Special prices for quantities, on application.

AMERICAN OIL.

Lubon's No. 8, 2 doz.	per doz.	.48
Lubon's, No. 16, 2 doz.	per doz.	.90
Lubon's No. 32, 1 doz	per doz.	1.75
Table Oil, No. 16, fancy bottles, 2 doz.,	per doz.	.95



YEARS AGO

We Used NO Adulterants or Chemical Preservatives in Making

ATMORE'S MINCE MEAT

We Make it Just the Same To-day.

Remember "It IS Pure"

ATMORE & SON - Philadelphia

It Will Heal a Cut or Bruise Almost Instantly

Sulpho-Napthol is not only the most effective disinfectant ever invented, but its healing properties have caused it to be widely praised by many physicians. It is as indispensable in the household as soap.

Tell a customer about it once and you have made a friend for it forever.

The Sulpho-Napthol Company

BOSTON, MASSACHUSETTS

—41—

PAPER.

WRAPPING.

Straw, Milo, 7 lb., 15 x 20................per ream .24
Manila, 15 x 20, full .... " .36
" 24 x 36, full, 20 lbs............... " .70
" 18 x 24, full, 10 lbs............... " .37½
" Special, 15 x 20, 6 lbs.......... " .18½
Manilla, Bakers', 15 x 20, 10 reams in bundle ....per ream .11
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide........per lb. .03
Roll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide................. " .03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide.......................... " 03⅛
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide.......... " .03½
White Tea Paper, 12 x 16, reg.....per package .14
" " 15 x 20, reg..... " .19
Wax Butter Paper......................per package .11
Parchment Butter Paper 9 x 12... " .40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼......	.48	.29		.31	.35	.45
⅜......	.53	.35		.37	.43	.55
1......	.71	.45	.78	.49	.55	.73
2......	.89	.53	.97	.61	.71	.93
3......	1.09	.65	1.25	.75	.89	1.15
4......	1.25	.77	1.39	.87	1.05	1.33
5......	1.45	.91		1.07	1.21	1.55
6......	1.73	1.03	1.95	1.23	1.41	1.81
8......	2.09	1.19	2.29	1.49	1.68	2.19
10......	2.27	1.37	2.55	1.65	1.83	2.41
12......	2.69	......	3.11	......	......	2.89
14......	3.37	......	3.97	......	......	3.75
16......	3.87	......	4.41	......	......	4.01
20......	4.39	......	4.79	......	......	4.55
25......	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.
12½-lb. Plain Flour Sacks....................per M 3.75
25-lb. " " .... " 5.75
50-lb. " " .... " 10.75

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints........per doz. 4.75
" " quarts ..... " 5.75
" 10-oz. jars............... " 2.50
" 10-lb. pails...............per pail 2.50
Tripe, 10-lb. pails..............................per pail .90
" 5-gal. kegs...............................per keg 2.00
Pig's Feet, 10-lb. pails..........................per pail 1.00
" 5-gal. kegs ....per keg 2.25
Pickled Beef Salad, in glass..............per doz. 1.10
" Tripe, " .... " 1.10
" Ox Heart, " .... " 1.10
" Pig's Feet, " .... " 1.10

—42—

Russian Sardines ....per keg .75
" 5-lb. pails ....per pail .50
" 10-lb. " .... " 1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs...................... .18½
Loose, barrels, 30 lbs.. .18

PEANUT BUTTER.

MacLaren's— Per doz.
Small, 2 doz.. .90
Medium, 2 doz.. 1.45
Large, 1 doz.. 2.75
Peanutene, No. 2 jars, 2 doz........................ 1.85
Peanutene, No. 4 jars, 3 doz........................ .92½

PICKLES.

Barrels, 30 gal., 1200s.................................... 7.50
10-gallon kegs, pine, 600s, full count.............. 2.75
10-gallon kegs, 300s 2.50
Sweet Pickles, 500s to 600s, 5 gal......per keg, 2.65
Sweet Pickles, 700s, 5 gal...... .... " 3.00
Sweet Pickles, 1,000s, 5 gal............... " 3.65
Sweet Pickles, 2,000s, 5 gal............... " 4.50
Chow-Chow, No. 1, 5 gal. kegs..................... 1.95
Chow Chow, No. 2, 5 gallons 1.75
Chow and Mixed Pickles, 2 gal., per pail 1.00
Williams Bros.— Per Doz.
English Spiced Pickles, 8 oz., octagon (any assortment except onions....................... .85
English Spiced Onions, 8 oz., octagon .... .90
English Spiced Pickles, 10 oz., octagon...... .90
English Spiced Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart............... 3.00
Sweet Gherkins or Sweet Mixed, 32 oz., octagon 3.10
Highland Brand Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart... 2.35
Sweet Gherkins or Sweet Mixed, 32 oz., octagon 2.35
Crosse & Blackwell's:—

Chow-Chow ... Gherkins........ Mixed Pickles Canliflowers ... Piccalilli .... Walnuts......... Onions..........	Octagonal Style. Qts. Casks.	Pts. Casks.	Pts. Casks.	½-Pts. Casks.
	4 doz.	5 doz.	4 doz.	6 doz.
	5.75	3.25	3.50	2.10
Smaller Quantities.				
	5.90	3.35	3.60	2.25

Chow-Chow, quarts, stone.......................... 5.50
Pin-Money Pickles—
Gherkin, Bur-Gherkin, Caulifiower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

—43—

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:— Per gal.
Pure Apple Vinegar, Extra old, bbls.......... .16
" " " 40 grain, bbls.......... .15
Pure Cider, 40 grain .... .12
Pure Cider, 45 grain .... .15
Corson's Gold Seal Cider Vinegar, Pure Apple .14
White Wine, 90 degrees...................................... .20
Crown Brand Pure Cider Vinegar, qts., p. doz. .90
White Vinegar, Distilled, 40 grain................. .08
" " 45 " .... .09
" " Extra Strength...... .15
Crosse & Blackwell's........................per doz. 2.00

PROVISIONS.

Hams, Skinback, 18-20 lbs.......................... .14½
" 14-16 lbs... .13¾
" 10-12 lbs.. .13½
Picnics, 6-8 lbs.. .09¾
N. Y. Shoulders, 10-12 lbs............................. .10
Dried Beef, sets (city smoked)....................... .13
" Tenders and Knucks.................. .15
" Flats.. .11
" Air Dried, sets.............................. .18
" " Tenders and Knucks.. .20
Jersey Pork, Butt.............................per bbl. 18.50
" Family .... " 19.50
Breakfast Bacon, rib in.................................. .13½
" boneless .... .15
S. P. Bellies, 14-15 lbs.................................. .11½
Bologna, 25-lb. boxes...................................... .07
Boiled Boneless Ham....................................... .22
Beef Tongues, smoked, 5-6 lbs..........per doz. 10.00
Cooked Compressed Ham, 25-lb. boxes.......... .10½
Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra
John Bower & Co.—
Superior Honey-cured Hams, skinback....... .16½
" " " large .... .15½
" " " medium........ .15½
" " " small .... .15½
" " Breakfast Bacon ...... .15
" " " boneless .17
Beef, air-dried, regular sets.......................... .18
" " insides and knuckles............ .20
Ham Bologna.. .10
Beef " .... .10
Boiled Hams.. .25
Beef Tongues .... per doz. 11.00-12.00
Swift & Co.—
Premium brand Hams, 10 lb.......................... .15
Premium brand Hams, 12 lb .... .14¾
Premium brand Hams, 14 lb.......................... .14½

—44—

Premium brand Hams, 16 lb.......................... .14½
Premium brand Hams, 18 lb.......................... .15
Premium brand skinned Hams, 18-20 lb...... .15¾
Premium brand boiled Hams,skinned,fatless .25
Premium brand Bacon.................................... .20
Premium brand Dried Beef, insides .... .20
Premium brand Beef Tongues, short cut...... .17
Winchester brand skinned Hams, all aver.... .15
Winchester brand Picnics.............................. .09¾

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, abont 340 lbs..................................	10	9
Plain Tubs, 50 and 60 lb. cans......................	10	9⅛
10-lb. Tin Pails, 60 lbs................................	10	9¾
5 " "	11⅛	9⅞
3 " "	11¼	10

John Bower & Co.—
Pure Kettle Rendered, tierces.................... .10¼
" " tubs .... .11½
" " 3, 5 and 10-lb. cans, .12½
Swift & Co.—
Premium brand, tierces.................................. .11⅞
Silver Leaf brand, tierces... .... .09⅝
Jewel, compound, tierces .... .09⅛
Cotosuet tierces... .09⅜

DRESSED MEATS.

City Dressed Beef— Per lb
Choice, native...09 -.10
Common to fair, native...................................07 -.08½
Western Dressed Beef—
Choice, native cattle.................................08½-.11
Common to fair " .... -.08
City Dressed Veal—
Prime .... -.12
Good to choice... -.11
Dressed Hogs—
Pigs .... -.09½
Hogs, heavy.. -.09½
" 180 lbs... -.09½
" 160 lbs... -.09½
" 140 lbs... -.09½
Dressed Sheep and Lambs—
Lamb, Western, good.................................. .12
Lamb, Western, culls................................... .10
Sheep, choice .... .09
" medium.. .08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues.................................. .90-1.00
Cow Tongues... .75-1.00
Calf Heads, scalded .... .50-.75
Sweetbreads, veal.........................per pair .60-.90
" beef.........................per doz. 1.00
Calf Livers ....per lb. .20-.25

ABSOLUTELY PURE FOOD
Guaranteed; Serial No. 8447

MARMALADES—Made from the best California oranges and grapefruit and granulated sugar. No preservative or adulterant. This is a pure, straight Marmalade and a fine seller.

FRUIT JAMS—Only the variety of fruit named on the label and granulated sugar. No filler here, and no chemicals or glucose.

LEMON JUICE—The pure juice of the real lemon, pressed, filtered and bottled. Contains no preservative or artificial coloring. Straight goods and good goods.

For Samples and Prices, Write to Me

H. P. D. KINGSBURY
REDLANDS - CALIFORNIA

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia

CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc.
HAMS
Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
SUPERIOR AND FAIRMOUNT MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

The Holland Rusk Co.
Have protected the buying public against substitution by U. S. Government register of their trademarked package which bears a picture of a WINDMILL.

It is absolutely pure, with quality of the very Highest degree, conforming to the U. S. Pure Food Laws under Serial No. 5953.

The WINDMILL on a package of
Holland Rusk
insures you of getting the
ORIGINAL AND ONLY GENUINE
When ordering insist on the Red Package with the Windmill.
Order from any wholesale grocer.
Holland Rusk Co.
HOLLAND, MICH.
Eastern Office:—46 HUDSON ST., NEW YORK

—45—

Beef Kidneys .... per doz.	1.00
Beef Livers	.05
Ox Tails .... per doz.	.50–.65
Hearts, beef .... per lb.	.03–.05
Rolls, beef	.10
Tenderloin, beef, western	.18
Fresh Pork, loins, city	.11
" " western	.11

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H.	.14 –.15
" Y. T.	.14 –.15
Old hens and toms	.14 –.15
Common to Good	.10 –.12
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.30 –.32
Philadelphia, fresh killed, 3½ to 4 lbs. to pair	.30 –.32
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.30 –.32
Western, 4 to 4½ lbs. to pair, fancy	.25 –.27
" 3 to 3½ lbs. to pair, fancy	.22 –.24
" fair to good	.16 –.20
Fowls—	
Western, fancy	.14 –.14½
Heavy Roasters, 4 to 5 lbs.	.17 –.18
Fair to good	–.16
Old cocks	.10 –.11
Western capons, fancy, frozen	.19 –.20
" " small, frozen	.16 –.19
	Per doz.
Squabs—	
Prime, large, ancy	3.50
Mixed	2.00–3.00
Dark	1.25–1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.20 –.22
Large Springers	.21 –.23
Fowls	.13 –.13½
Roosters	–.11
Ducks	.11 –.12

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small or No. 1, 2 doz. in case .... per doz.	85
" 1 " .... "	.85
Large or No. 2, 1 " .... "	1.40
1-lb. cans, 1 doz. in case .... per case	4.00
2-lb. " ½ " .... "	3.75
3-lb. " ½ " .... "	5.40
5-lb. " ½ " .... "	8.70

SAUER KRAUT.

Extra Quality Long cut, 50-gal. tierces	
Extra Quality Long Cut, 15 gals., kegs	3.00
Compass, No. 3, cans, 2 doz	.82½

—46—

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb. per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ½ " "	8.50
P. P. Sauce, 2 doz., No. 1 .... "	1.50
Atmore's Genuine English Plum Pudding—Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ½ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz.
Assorted, No. 2, stone crocks	1.12½
Assorted, No. 32, jars	.90
Assorted, No. 5, toy pails	2.25
American, pure apple, tumblers, assorted slices	.87½
American, assorted, uncolored, No. 10, tumblers	.87½
Schimmel's, assorted, No. 10, tumblers	.77½
National, assorted, No. 10, tumblers	.67½
National, assorted, No. 6, tumblers	.45
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.11
National, 30-lb. pails	.07¼
Southwark, 30-lb. pails	.05¼
Vineyard, 30-lb. pails	.05⅜
Southwark, 5-lb. toy pails, ½ doz	3.60
Fruit Butters—	Per doz.
Apple, No. 2, stone crocks	1.12½
Apple, No. 32, jars	.90
Apple, Southwark, No. 3, tins	.95
Apple, No. 5, toy pails	2.25
Apple, 30-lb. pails .... per pail	.88
Apple, 20-lb. crocks .... per lb.	.06⅞
Apple, Schimmel's, 30-lb. pails .... per lb.	.05½
Peach, Plum, National, 30-lb. pails ... per lb.	.06¼
Prune, 30-lb. pails .... per lb.	.06¾
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.10
Vineyard, assorted, No. 16, jars	.88
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.65
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

—47—

	Per Doz
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, "	4.60
Raspberries, "	4.60
Apricots, " peeled	4.85
Pineapple, "	4.60

DRUGS.

Alum .... per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2.60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk .... per lb.	.09
" Lump, bulk .... "	.09
Butter Color, W. & R. .... per doz.	2.00
Bluestone, bulk .... per lb.	.09
Copperas .... per lb	.01¾
Camphor, gum, 1-oz. blocks .... "	1 40
" Flakes, bbls .... "	.02¼
" " less quantity .... "	.02¾
" Tar Balls, bbls., 250 lbs. .... "	.02½
Castoria, Fletcher's .... per doz.	2.80
" Pitcher's .... "	.85
Carbonate of Ammonia .... "	.11
Chill Tonic .... per doz	3.60
Epsom Salts .... per lb.	.01½
" Bee Brand, ¼-lb. carton, per doz.	.30
" " ½-lb. " "	.40

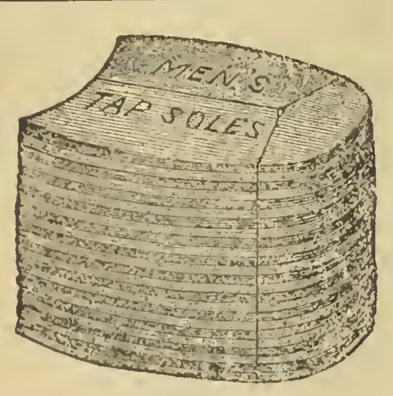
—48—

Glauber Salts .... per lb.		.01¾
Glue .... "		.11
Goff's Cough Syrup, 25c. size .... per doz.		1.75
Goff's Herb Bitters, 25c. size .... "		1.75
Goff's Oil Liniment, 25c. size .... "		1.75
Goff's Sarsaparilla, 50c. size .... per doz.		3.50
Goff's Worm Syrup, 15c. size .... "		1.20
Goff's Horse and Cattle Pwd., 15c. size "		1.20
Goff's Dyspepsia Tablets, 10c. size ... "		.75
Gum Arabic .... per lb.		.55
Haarlem Oil .... per doz.		.35
Licorice, P. & S., 5c. stick, Imported .. "		.36
" M. & R., 5-lb. boxes .... per lb.		.23
" " Lozenges, 5-lb. boxes, "		.27
" Y. & S., " 5-lb. glass front, "		
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's, "		.24
" Root .... "		.11
Putty, 25-lb. cans .... per 100 lbs.		1.60
" 50-lb. cans .... "		1.55
Petroleum Jelly, screw top, 5-c. size ... "		.35
" " 10.c. " ... "		.75
Paris Green, 100-125-lb. kegs .... per lb.		28½
" ¼-lb. packages .... "		.32
" ½-lb. " .... "		.32
" 1-lb. " .... "		.30
Jamaica Ginger, Hires', flasks .... per doz.		.90
Sewing Machine Oil, 3 oz .... "		.35
Rosin .... per lb.		.04
Saltpetre, crystal, barrels, about 350 lbs. "		.05⅜
" granulated, kegs, " 200 " "		.05¾
Sulphur, Flour, 175-lb. barrels ... per 100 lbs.		2.45
" 100-lb. bags		2.25
" less quantity		.03½
Squills, Syrup, 1 oz .... per doz.		.34
Syrup of Figs .... per doz.		2.00
Venetian Red .... per lb.		.02½
Whiting .... "		.02
	1 oz.	2 oz.
Glycerine .... per doz.	.37	.65
Laudanum .... "	.45	.85
Paregoric .... "	.35	.65
Peppermint .... per doz.	.40	.58
Sweet Spirits Nitre .... "	.40	.70
Sweet Oil .... per doz.	.30	.40
Turpentine .... "	.36	.45
Husband's Magnesia .... per doz.		2.85
Bull's Cough Syrup .... "		1.90
Roach Powder, Omega, 4-oz. cans		.80
" " .... per gross		9.00

	Per Doz.	Per Gross
Roachsault, large	4.00	45.00
" medium	2.00	22.50
" small	.80	9.00

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.40
McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

A Special Offer on Men's Hemlock and Oak Half Soles



Men's Half Soles, 3½ inches high .... $0.90 per dozen
Men's Half Soles, 4 inches high .... 1.00 per dozen
Men's Half Soles, 4½ inches high .... 1.10 per dozen
Men's Half Soles, 5 inches high .... 1.15 per dozen
Men's Half Soles, 5½ inches high .... 1.25 per dozen
Men's Half Soles, 6 inches high .... 1.40 per dozen

TERMS: 2/10—N/30 for Orders in Barrel Lots

We also have a large variety of Oak, Hemlock, Scoured Oak, Union, Strips; also sole leather in the side, back and bend; Harness Leather. We shall be pleased to give prices on application

G. B. WEISS & SON, 229 East Forty-second St., New York City

How to Answer Their Questions

Put a box of **I-V Washing Tablets** on your counter. They will be such a novelty that every woman who comes in will ask what they are and what they will do. Tell them this:—

1—They contain no acid of any sort.
2—They wash clothes without rubbing.
3—They make clothes beautifully white;
4—They can be used in hard water;
5—They take stains from table linen without any rubbing whatever.

Any one of these points would sell a package—just see the women's eyes glisten when you name them all.

I-V WASHING TABLET COMPANY, Inc.
251 North Front Street, Philadelphia, Pa.

—49—

Reliable Brand—	10c. size.	25c. size.
Castoria, Dr. Pitcher		2.00
Castor Oil, tasteless	.80	2.00
Death-to-Pain	.80	2.00
Diarrhœa Cure	.80	2.00
Vermifuge	.80	2.00
Cough Cure	.80	2.00

W. F. Young's Veterinary Remedies, wholesale prices— Per doz.

	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00

McCormick & Co.—

Jockey Animal Food, 3 doz. 1-lb. packages and premiums per case	3.75
U. S. Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Wondercure Headache Powders, 10c. size	.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand— Per doz.

Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00

Szuer's Flavoring Extracts:—

No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Gingor, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Poach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen,	No. 25,	per doz.	2.00
" " " "	No. 2X,	"	.80
" " " "	No. X,	"	.45
" Lemon, " "	No. 25,	"	1.75
" " " "	No. 2X,	"	.80
" " " "	No. X,	"	.45

Ingersoll's Flavoring Extracts:—

High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Soloct Vanilla	"	.75
" Lemon	"	.75
" assorted	"	.75
" small size	"	.45
Vanilla	per gal.	11.00
Lemon, 2 oz.	per doz.	.80
" 2 oz.	"	1.50
" 4 oz.	"	3.00
"	per gal.	7.00

Orange, Almond, Peppermint, Wintergreen and Jamaica Ginger same price as Lemon.

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

Draught Cider— Per gal.

Corson's Champagne	.18
" Dry Hard	.18

Bottled Cider— Per case

Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " " 3-lb. "	.06⅞
Coronot, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅝
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07¼
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.05
Prime, 100-lb. bags	.03⅞
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.
WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " 56 "	.65
" " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS TABLE SALT PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

P. J. Ritter Conserve Co., ½ pts., 3 doz. cases
" " pints, 2 "
" " quarts, 1 "

Campbell's ½ pints, 2 doz to case, per doz.		.87½
Durkee's, large, 1 doz	per doz.	4.00
" small, 2 doz	"	2.40
Schimmel's, small, 2 doz	per doz.	.87½
My Wife's, pints, 1 doz		2.30
" half-pints, 2 doz		1.35
Snider's Salad Dressing:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Luncheon, 3 doz	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.65
Kegs, 150 lbs	per 100	85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Chili Sauce, Campbell's, ½-pints	"	.87½
Worcester Sauce, Campbell, ½pts., 2 dz.	per doz.	.77½
" " " pints,	"	1.40
North of England Sauce, ½ pints	per doz.	.77½
Chef Sauce, ½ pints, 2 doz	per doz.	.80
Snider's Chili Sauce:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

REFERENCES
Goldberg, Bowen & Co. San Francisco, Cal.
H. Jevene Co. Los Angeles, Cal.
Lutey Bros. Butte, Mont.
Colorado Supply Co. Pueblo, Col.
F. Dresser & Co. Portland, Ore.
Hennessy Mercantile Co. Butte, Mont.
Lion Grocery Co. El Paso, Texas

J. A. FLESCH & SON
Architects and Designers
Of Store Fixtures for Modern Grocery Stores
1010 and 1012 Chicago Opera House Block
112 CLARK STREET CHICAGO
CORRESPONDENCE FOR PARTIAL OR COMPLETE OUTFITS SOLICITED
FLESCH'S PATENT COOLERS and COUNTERS
HENRY TROEMNER'S SCALES, BINS, CANS, etc.

REFERENCES
S. P. Nissen Co. Oak Park, Ill.
Simpson, Crawford Co. New York City
Henry Siegel Co. Boston, Mass.
Greenough Bros. Co. Spokane, Wash.
Chris Keller Lancaster, Ohio
Louis Kunkel San Antonio, Texas
John B. Watson El Paso, Texas

—53—

SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown	.06
Caraway	.08	Mustard, Yellow	.05½
Celery	.10	Rape, per lb	.05½
Coriander, bleached	.06½	Poppy, per lb	.09
Flax	.03⅜	Sunflower, per lb	.05½
Hemp, bush. 40lbs.	1.60		

SODA.

Bi-Carb., kegs	per keg	1.80
" bulk, 25-lb. boxes	per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxez	"	.04⅝
Arm & Hammer bd., ¼'s, 36 lbs	per lb.	.05⅝
" " " lbs., 36 "	"	.04⅞
" " " ¼, ½, 36 lbs	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04⅞

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz	1.50
Hires' Root Beer, Carbonated, 2 doz	.73
Hires' Ginger Ale, Carbonated, 2 doz	.73
Welchs Grape Juice, case quarts, 1 doz	4.50
" " " pints, 2 doz	4.75
" " " ½-pints, 3 doz	4.25
" " " 3-ounce, 8 doz	6.00
" " " ½-gallons, 1 doz	8.00
" " " gallons, 6 gal	7.50

5 per cent. discount on 5 case lots.

POLISHING AND CLEANING COMPOUNDS.

Bon Ami, 10-cent size	per gross	2.50
Electro Silicon, 1 doz	per doz.	.72
Putz Liquid, large, 3 doz	per gross,	16.50
Putz Liquid, large, 3 doz	per doz.	1.45
Pntz Liqnid, small	per gross,	7.00
Putz Liquid, small	per doz.	.60
Pntz Paste, large	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint canz	per gross	9.00
No. 1, half-pint cans	"	18.00
No 2, pint cans	"	32.00
No. 3, quart cans	per doz.	4.50
No. 4, half-gallon cans	"	7.50
No. 5, gallon cans	"	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs ....per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3 40
Acorn	120	2.45
Ark	100	1.75
American	72	2.80
Bee	100	3.90
Best, Babbitt	100	3.70
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	100	4.10
Brown	60	2.40
Borax, Dreydopple	40	2.60
" Pearl, Yonng & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " zmall	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	4.00
" Swift's	100	4.00
Circus	100	3.40
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.60
Chain	60	.04⅜
Cygnet	100	4 00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.75
Glycerine Tar	100	3.75
Gloss	100	3.40
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.40
Life Buoy	50	2.00
"	100	4.00
Magic Cleaner	100	3.00
Marseilles, laundry size	100	6.00
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	3.85
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

—55—

Oleine, Conway's	60	2.90
" Golden	60	2.55
" Eavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	6c	2.30
" Philadelphia, 1 lb.	60	2.60
" " 14 oz.	60	2.45
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2 80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubz	150	4.50
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.40
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.20
Buttermilk Cosmo	doz.	.57
Buttermilk, Swift's	gross	4.05
Castile, imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 eakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.70
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes	per box	2.70
" 6 oz., 100 packages	"	2.65
" 8-oz. packs	"	2.70

—56—

Soapine, 7 oz., 100 packs	2.37½
" 12 " "	3.90
" 17 " 36 packs ....per box	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.20
Finola, 100 packages	3.60
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.20
Young's Pearl Borax. 60 1-lb. packages	3.60
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4 00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz ....per doz.	43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85

SPECIALTIES.

Anker's Bouillion Capsules 3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—Black, High Grade	.17	.18	.20
" Low Grade	.14	.15	.17
White, High Grade		.29	.31
" Low Grade		.23	.25
Cayenne, High Grade		.21	.23
" Low Grade		.16	.18
Cinnamon—High Grade	.19	.20	.22
Low Grade	.13	.14	.16
Cloves—High Grade	.29	.30	.31
Low Grade	.24	.25	.26
Allspice—High Grade	.12½	.13½	.15½
Ginger—High Grade	.22	.23	.24
Low Grade	.10	.11	.13
Mace—High Grade		.50	.52
Nutmegs—High Grade		.30	.32
Mustard—Yellow, High Grade	.19	.20	.21
" Low Grade	.12	.13	.15
Brown, High Grade	.12	.13	.15

		Per doz.
McCormick & Co., Bee Brand—		
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice	⅛ lb.	.40
	¼ lb.	.75
Banquet Brand—		
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice	⅛ lb.	.40
	¼ lb.	.75

DO YOU HAVE { A Delivery Wagon? A Telephone? A Cash Register?

These are secondary considerations nowadays. The essential thing is MODERN FIXTURES—to **display** and **sell goods.** You cannot have this without

Walker Bins

A catalog telling all about them will be mailed on request.

WALKER PATENT PIVOTED BIN CO.
24 South Seventh Street, Philadelphia, Pa.

Positively The Best Wagon Ever Built For the Grocery Trade

Strong, Easy-Running, Finest Steel Tires, Wheels Second-Growth Hickory

This wagon is exceedingly handsome and almost everlasting. There are more "J. M." wagons in use in Philadelphia than all other makes combined. We have a number of them ready for your name and colors.

Tell us your ideas of a wagon, we will send you a catalogue in which you will find something very much like it. If it isn't there, we will build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

Colburn's Philadelphia Mustard, D. S. F. :—	
5 cent tins, 2 and 4 doz......per doz.	.45
Dime size, 2 and 4 doz...... "	.85
¼ lb. net, tins, 2 and 4 doz...... "	1.00
½ " 2 doz...... "	1.90
1 " 1 doz...... "	3.70
6 lb. cans, full weight......per lb.	.23
10 " " ...... "	.22
Colman's Mustard, D. S. F. :—	
1-lb. tins......per doz.	5.40
½-lb. tins...... "	2.70
¼-lb. tins...... "	1.45
⅛-lb. tins...... "	.90
18-lb. kegs......	.43

MUSTARD—Prepared.

	Per doz.
Campbell's, jar, 2 doz......	.87½
Gulden's, No. 6, with spoon, 2 doz......	.95
Gulden's, No. 20, with spoon, 2 doz......	.88
Gulden's Mustard and Horseradish, 2 doz......	.85
Beer Mug, fancy, large size, 2 doz......	.65
Lemonade Glass, tall, 2 doz......	.67½
Horseradish and Mustard, 8 oz., with spoon, 2 doz......	.90
Milk Jar, glass top, 2 doz......	.85
Water Tumblers, glass, 10 oz., 4 doz......	.37½

WHOLE SPICES.

	Per lb.
Pepper, Black......	.10¼
" White......	.20
Allspice......	.07
Cloves......	.19
Mace......	.48
Nutmegs, 80's......	.29
" 110's......	.19
Cinnamon Bark, China......	.13
" Canton......	.12
" Java Thin Quills, 5-lb. rolls..	.30
" Saigon......	.75
Green Ginger Root......	
Whole Mixed Spices, bulk, 6-lb. boxes......	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages......per case	1.80
Davis, 48 10-cent packages......per case	2.70
Duryea's, 40-lb., 1-lb. packages......	.06½
Niagara, 40-lb., 1-lb.	.04⅝
Cream, 48-lb., 1-lb. "	3.45
Kingsford's, 40-lb., 1-lb, "	.06⅝
Royal, 40-lb., 1-lb. "	.03½
Mother's, 40 1-lb. packages......	.05

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes......	.03½
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05½
" Linen Gloss, 3-lb. cartons......	.04⅜
Kingsford's, Pure, 3-lb. cartons......	.06¼
" Pure Gloss, lb. packages......	.06¼
" Silver Gloss, 12 6-lb. wd. bxs....	.07⅝
Duryea's, Superior, 3-lb. cartons......	.06¼
" Satin Gloss, lb. packages......	.07¼
" Superior B, bulk......	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes......	.07⅝
Niagara, laundry, 50-lb. bulk......	.03½
" 1 lb. packages, 48 lbs......	.04¾
" 3-lb. cartons, 48 lbs......	04⅜
" 6-lb. boxes......	.05½
Celluloid, 64 10-cent packages......	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages......	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages......per package	.08
Starch Polish. 20 cakes......per box	.50

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross......	4.00
Enameline Paste, large, ¼ gross......	7.00
Enameline, Liquid, large, ¼ gross......	6.65
Enameline, Liquid, small, ¼ gross......	4.90
Electric Paste, ½ gross boxes......	4.20
Magic Paste, ¼ gross boxes......	4.75
Parlor Pride, large size......per doz.	.87½
" " ......per gross	10.25
" small size......per doz.	.70
Climax Enamel ¼ gro......per gross	9.40
Black Jack, ¼ gross, per gross......	6.60
Rising Sun......per gro.	5.75
Sun Paste, 5-cent size...... "	4.50
" 10-cent size...... "	7.20

—59—

X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross......	1.25
Per box of ½ gross......	2.50
14 dozen to gross......	5.00
10-cent size, No. 10, per box of ¼ gross......	2.25
Per box of ½ gross......	4.50
Per gross......	9.00

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round......per pkge.	.04¾
Excelsior, 24 packs...... "	.05¾
McAllister, 36 packs...... "	.05⅜
Rosensteins, 1lb. pkgs., 2 doz......per lb.	.05½
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz....per doz.	.35
Red, quarts, 3 doz...... "	.70
Silver, pints, 3 doz...... "	.35
" quarts, 2 doz...... "	.70
Bath Brick, 25 bricks......per box	.60
Toothpicks, Eureka, 100 boxes......case	1.85
Toothpicks, Perfection, 2 doz. ......per doz.	.42½
Royal Glue, 1 doz......per doz.	.80
Paist's " 1 " ...... "	.40
Carpet Tacks, Wooden Keg, ¼ gross case, assorted, 6. 8. 10's......per case	.90
Carpet Tacks, Silver Steel, 4 oz......per doz.	.06½
6 oz...... "	.07
8 oz...... "	.07½
10 oz...... "	.08½
12 oz...... "	.09½
Matting Tacks—	
No. 10, steel......per doz.	.09
No. 11, steel......per doz.	.09½
No. 12, steel......per doz.	.12
G. B. Weiss & Son—	
Sole Leather, No. 1, .25; No. 2, .23; No. 3,	.21
Cut Sole Leather. cut into taps, 6 inches high	1.50
5½ inches high......	1.48
5 inches high......	1.42
4½ inches high......	1.25
4 inches high......	1.18
3½ inches high......	1.05
3 inches high......	.90
Fly Paper, Tanglefoot......per case	
Fly Paper, Sticky, 10 cartons......	2.20
Sticktite Fly Paper, 100......per case	3.00
Sticktite Fly Paper, 10 cartons......per case	2.35
Wax, White and Yellow......per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb......per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.	.80
Cleveland, extra fine cotton twine......per lb.	.21
Orange Brand, fine cotton twine...... "	.20
Texas Medium, cotton twine...... "	.16
Cotton Candle Wick...... "	.20
Colored Twine, 8 balls to bx., lb. to bx. "	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches...... "	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches......per lb.	.16
Best Jute Rope, 16 yds. to lb...... "	.09
Best Jute Plow Line, 8 yds. to lb...... "	.09
Jute Clotheslines, 90 ft. to hank......per doz.	1.60
Jute Clotheslines, 108 ft to hank...... "	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 610......	.52
Fancy, No. 626......	.50
Strictly Prime, No. 627......	.38
Good, No. 635......	.29
Black Strap......	.11
Foundry Molasses......	.11
B. H. F., Horse Food Molasses......	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid......	.35
Gold Mine, in bbls......	.30
Fancy, No 621......	.34
Choice, No. 576......	.29
Prime, No. 638......	.26

PORTO RICO MOLASSES

Extra Fancy Ponce, No. 637, new crop......	38
West India, choice, No. 634, compound......	.29
West India, choice, No. 510, compound......	.25
Porto Rico, No. 551......	.15

GLUCOSE.

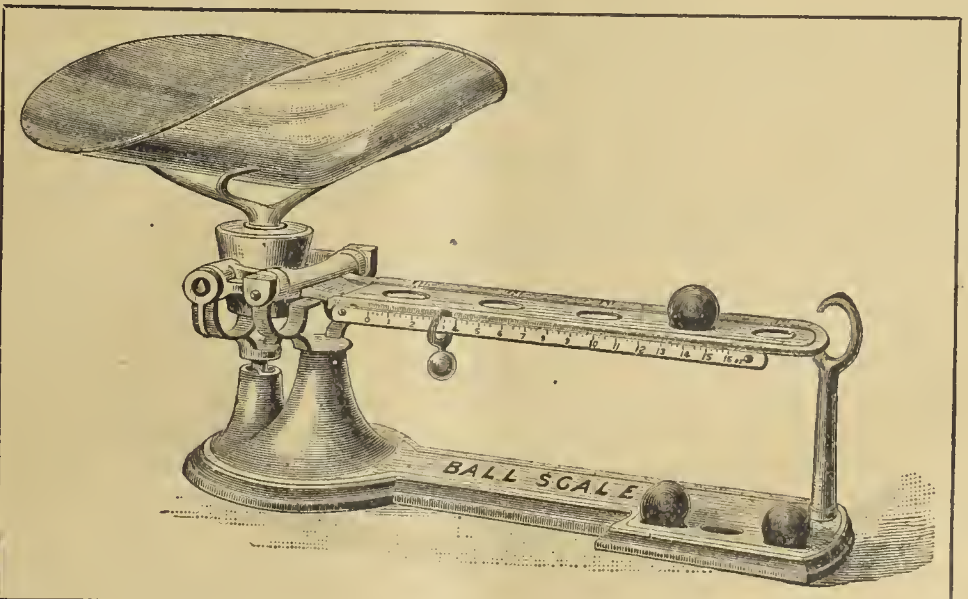
Three Star A, for confectionery......	2.50
Five A, for confectionery......	2.60

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars :—	
4 doz. in barrel......per doz.	.90
1 " case...... "	.92½
Karo, 2-lb. cans. 2 doz...... "	.82½
Karo, 25 cent size, 1 doz......	2.35

Losing Your Weights?

Get a Troemner No. 24 Ball Scale



Greatest Improvement in Rapid Weighing

Does away with weights absolutely. The balls are placed in the holes, thus weighing from one to fifteen pounds, with the sixteen ounces in fractions on the side beam, giving a total weighing capacity of sixteen pounds.

HENRY TROEMNER, 911 Arch St., Philadelphia, Pa., U. S. A.

—61—

Banner, in jars, compound	per doz.	.97½
White Clover, in jars, compound	"	.92½
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00
Maplecane, 2 doz. 2½-lb. cans	per case	3.80

MAPLE SUGAR AND SYRUP.

Maple Sugar, 1-lb. bricks	per lb.	.15
Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Perfection, fancy parlor, 2 string	2.50
N U, No. 6, 3 string, split handles	2.35
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.40
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118, Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.65
O. G., 3 electric hoops	1.80
Clear, 2 hoop	1.60
Clear, 3 hoop	1.70
Electric Cedar, 2 hoop	2.15
Electric Cedar, 3 hoop	2.35
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.20
2, Solid oval	1.40
3, Solid oval	1.60
5, Solid oval	2.00
1, Wire ends	1.20
2, Wire ends	1.40
3, Wire ends	1.60
5, Wire ends	
Picnic Plates, 8 inch	2.40
Picnic Plates, 9 inch	2 65

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.46

EGG CRATES.

Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.15
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.

	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.

	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3⅓ oz	.33
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39
Brown-Holland Pipe Tobacco, 2½-lb. cartons, 2½-oz. packages	1.10

YEAST CAKES.

Compressed, per doz.	.18
Magic, 1½ doz. packages, per box,	.58
Yeast Foam, 1½ doz, per box	.58

HOW TO BE HAPPY Though a Grocer

Happy is the grocer who can get his advertising done for him without cost, and who can have a demand for worthy, profitable goods brought ready-made to his door!

That is exactly your condition, Mr. Grocer, if you sell **Ralston Health Food** and **Purina Whole Wheat Flour.** We spend thousands of dollars every month persuading consumers to go to you—with other grocers—for these products. And the steady increase in our sales shows that they are going.

Both these brands are superfine in quality and both pay you a handsome profit. **Ralston Health Food** is prepared from the hearts of selected wheat, and **Purina Whole Wheat Flour** is made from whole and very fine wheat. Both observe that scrupulously high quality and perfect purity which have made the name of **Ralston Purina** famous.

RALSTON PURINA MILLS, ST. LOUIS, MO.
PORTLAND, ORE. TILSONBURG, ONT.

If 1000 Retailers in Philadelphia Recommended Us, Would YOU Believe in Us?

One of the hardest propositions which confront the retailer is to turn their bad debts into cash. Lots of them have tried different collection agencies, paid retaining or subscription fees and got no results; so it is hard to convince them that **any one** can help to bring the beats to book.

We show you how to **collect your own** accounts; nobody handles your money but **you.** We can give you the names of a thousand merchants in Philadelphia whom we have shown how to get money due them which had been charged off long before they heard of us.

It costs you nothing to find out what our plan is—can you afford **not to?**

The Consolidated Law Association, Inc.
1325 SOUTH FIFTY-EIGHTH ST., PHILADELPHIA, PA.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

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Contents.

PAGE

Graft in the Retail Sale of Groceries 8
The New York Letter 9
Says Free Soap Deals Kill Profits..... 10
Burned Thousands of Mail Order Catalogues 11
Editorial 12
- Where Is Philadelphia?
- Mean Criminals.
- The Unspeakable Pie Filler.
- More Gimbelisms.
- A Man's Right to His Customers.
- The Millbourne Collapse.

Retailers Condemn Pennsylvania Governor..... 13
One More "New" Thing Proved Old.... 14
Will Our Meat Markets Come to Horse and Dog Meat?..... 14
Some Pure Food Regulations in North Carolina..... 15
The Grocery Markets 16
Market Notes..... 18
Window Dressing for Grocers..... 18
The Science of Advertising..... 19
The Stroller's Column (Contributed)..... 20
- A Fashion Article.

Food Law Restrictions Advance Java Coffee..... 20
Useful Facts About Groceries..... 27
Among the Trade 28
Correspondence 28
The "Record" Was Wrong..... 30
Meat Must Be Kept Covered..... 30
Want Department..... 31
Baltimore Prices-Current..... 33
New York Price-List..... 34
"Grocery World" Prices-Current..... 35

Index to Advertisements.

PAGE

"Advertising World"..... 29
American Second-Hand Cash Register Exchange..... 39
Anker's Boulllon Capsules..... 32
Arbuckle Bros..... 4
Atmore & Son..... 44
Babbitt, B. T..... 29
Baker Co., The Franklin.....Cover 1
Baltimore Manufacturers' Advertising Association..... 6
Beardsley's Sons, J. W.....Cover 4
Bellevue Chemical Co..... 29
Bell & Sons, Samuel..... 41
Bishop, R. W. 29
Bower & Co., John..... 45
Bown Bros. 36
Bradstreet System, The 32
Buckley, Elton J. 8
Central Egg Carrier Company.....Cover 2
Clicquot Club Co. 17
Cowan & Sons, H..... 36
Crescent Mfg. Co..... 16
Croft & Allen Co..... 38
Cuneo's Son, Joseph..... 40
Daetwyler & Co., R..... 31
Dilliard Remedy Co..... 32
Dixon Crucible Co., Jos..... 28
Enterprise Mfg. Co. of Pa., The..... 43
Esterbrook Steel Pen Co., The.....Cover 4
Exton & Co., A..... 5
Fell Manufacturing Co., E. C. .....Cover 2
Fels & Co..... 17
Fischer & Co., B. 11

PAGE

Fleischmann's Yeast..... 27
Floto's Sons, George..... 50
Forbes, J. P. 16
Franklin Sugar Refining Co..... 3
Freihofer Vienna Baking Company..... 3
Fulton & Walker Co..... 48
German-American Coffee Co. 41
Gold Medal Flour..... 41
Grocers' Printing Co..... 32
Hagan & Co., Arthur..... 40
Harding & Co., E. E. 16
Hicks, Frank B.... 29
Hires Condensed Milk Co.....Cover 4
Hooton Cocoa and Chocolate Co..... 27
Indexed Coupon Books. 16
Kellogg & Sons, H..... 42
Knight Cooking Extract Co..... 19
Lamson Consolidated Store Service Co., 37
Lautz Bros. & Co.....Cover 3
Levering Coffee Co., The 32
Loughery & Co., Jas. J. 5
Lowney Co., The Walter M..... 50
Lutz & Schramm Co..... 39
Maher's Veterinary Hospital, Dr...Cover 1
Manufacturers' Trade-Mark Association, 4
Martindale & Co., Thos..... 36
Mentor Cigarette Co. 40
McCahan Sugar Refining Co., The W. J., Cover 3
McCaskey Register Co., The..... 38
McCormick & Co..... 13
McCray Refrigerator Co..... 45
Miller & England 42
Mince Meat 44

PAGE

Morgan & Cornell..... 46
Paper Canister Mfg. Co..... 42
Philadelphia Electric Co., The..... 15
Phillips & Co., F. H. 3
Potter & Wrightington.....Cover 2
Quaker City Preserve Co..... 32
Rae's Lucca Oil..... 42
Ralston Purina Mills. 47
Rapid Motor Vehicle Co..... 4
Righter, W. H..... 27
Ritter Conserve Co., Philip J..... 37
Royal Milling Co..... 41
Royal Specialty Co..... 32
Sauer Co., C. F.....Cover 4
Scott & Co., Inc., John .....Cover 1 and 9
Shane Bros. Co..... 16
Snider Preserve Co., The T. A..... 4
Stickney & Poor Spice Co..... 5
Strasbaugh, Silver & Co. 3
Sulpho-Napthol Co., The..... 44
Swift & Co. 10
Tongue & Bros., R. E..... 27
Troemner, Henry..... 49
Wagner Co., Martin..... 32
Walker Patent Pivoted Bin Co..... 48
Washburn-Crosby Co..... 41
Whittemore, Bros. & Co.....Cover 3
Wilde, Carl 16
Wilde's Sons Co., Samuel.....Cover 2
Williams Bros. Co., The..... 47
Wrigley Mfg. Co..... 15
Young, P. D. F., W. F..... 32
Young & Co., Chas. W..... 5
Zimmerman Co., M. 40

Graft in the Retail Sale of Groceries

New York Trade Honeycombed with It. Regular Thing for Servants to Demand Rake-off from Grocers on Employer's Monthly Bill. Only One New York House with Courage Enough to Stand Out. Cases Where This House Lost Business Through Their Attitude.

The grocer who does business outside of the large cities has no conception of the extent to which graft enters into the buying and selling of groceries in the larger cities, particularly New York. By graft is meant that form of extortion which comprehends demands made upon grocers and meat dealers by servants of rich families and hotels for commissions upon the monthly bills. The New York trade is honeycombed with this sort of thing, and only one of the larger dealers, so far as the writer knows, has had the courage to refuse commissions to servants in any form. Many a New York dealer in meats, poultry, game, etc., regularly hands over part of his profits to chefs, butlers and housekeepers rather than run the risk of having his sales diminished. Some dealers even try to secure patronage on this basis.

Speaking again of New York, in some cases chefs and their associates have carried the game further than some grocers are willing to play it. Consequently tradesmen are showing a disposition to follow the lead of an uptown firm dealing in market supplies which for many years has enforced a hard and fast rule against giving commissions, no matter what the size of a customer's bill may be. This firm has instituted a system which not only prevents graft in the shop, but also acquaints employers with the grafting practices of their servants.

In opening a new account the grocer in question invariably sends the customer the following letter:—

> We believe you know that our method of transacting business does not permit of paying commissions to any servant in order to retain the custom of our patrons. This tends to prevent waste and dishonesty in the household of every customer we serve. Should you agree with us in this matter and care to express your approval we would esteem it a favor to hear from you.

This firm reports that hundreds of letters commending this stand have been received, but that in many cases the householder is so dependent on his servants that he has still been compelled to uphold their refusal to buy of the store giving no commissions.

The demands for commissions to servants on groceries purchased by employers are said to be of the most barefaced character. On one occasion the chef of a customer whose bill averages $800 a month the year around demanded of the grocery concern which gives no commissions a 10 per cent. commission, and went off vowing vengeance when they refused it. Another demanded $10 a month. A third said 5 per cent. commission had been paid him by every butcher his master had ever dealt with, and when he was turned down he tried to compromise on a handsome present at Christmas. One man said he would expect the dealer to send a joint of beef to his own house for his family's consumption once a week.

One of the best customers of this house stopped buying all of a sudden. As is their custom, they wrote a letter asking for his reasons and for any complaint he might have to make. The family was occupying just then a house at Tuxedo.

Back came a letter from the head of the house referring them to his housekeeper and giving her name. They wrote to the housekeeper in the same strain and got no reply. They hardly expected to get an answer when they found that the housekeeper's name was the same as that of a cook who a year or more ago asked for a 10 per cent. commission on purchases made for her employer and who went into a rage when refused and managed to get her employer to stop trading there.

During the interval the cook evidently had changed her occupation to that of a housekeeper, and finding that her employer was buying his meats and poultry at a place which would allow her no commission she put a stop to it. They wrote this to her employer and got a letter back asking advice.

He did not want to annoy his wife, who was an invalid; neither did he want tough meat served on his table and tough meat was the reason given by the housekeeper for asking him to buy elsewhere. He realized that probably the meats had purposely been spoiled in the cooking and that the chef and the housekeeper were in league, but he didn't want to discharge either and what could he do?

He could do nothing, under the circumstances, but continue to order from the new butcher. The tenderest meat and poultry wouldn't be first-class when it reached his table.

A hotel which this grocer had served faithfully for several years recently got a new chef who demanded a 10 per cent. commission, saying his predecessor told him that was allowed him. Within a week they had lost the custom of that hotel. When they wrote to the proprietor for an explanation he sent back word: "One of your steaks served to me was so tough I couldn't get my teeth through it."

The chef probably seared a fine steak and plunged it in a pail of cold water before broiling to a finish and then served it to the proprietor. Such a treatment would make the choicest of meat as tough as shoe leather.

Perhaps one of the most curious cases was in connection with a woman cook. Her mistress was one of the most fashionable women in New York and a lady every inch of her. This same grocer had been serving this patron satisfactorily for several years; therefore he was astonished to have her account closed without a word of explanation. Instead of writing he personally called to see her and was received with the greatest cordiality.

"I did not know until yesterday," she began apologetically, "what a mistake I had made, and I might never have found it out but for an old employee, in whom I place the greatest confidence."

This employee, it seems, had distrusted the new cook ever since her arrival three months before, about which time her mistress had begun to complain of the meat and poultry served on the table, and she noticed that the cook had a long call more than once from a butcher in the neighborhood. One day a spoiled chicken was served on the dinner table and that ended it. Orders were given not to buy another ounce of meat at the old place.

It was the trusted employee who got at the secret of the chicken. It had been sent by the rival butcher together with a $5 bill and the request to serve the chicken in place of a chicken from the usual place.

In a similar case a cook was asked to substitute two old fowls for two fine young roasting chickens, and she was promised a big commission if she diverted her employer's trade away.

Broom Trust Collapses.

The Union Broom Supply Co. has finally been buried. Notice has been filed in the Indiana Secretary of State's office of the voluntary dissolution of the Union Broom Supply Co., of Evansville. The Union Broom Supply Co. was incorporated with a capital stock of $40,000 in 1899 by G. S. Tarbox, Thomas Lyons, W. L. Roseboom, Oscar I. Merkle, A. J. Kline, F. F. Myer, William F. Lang, August Rosenberger, Geo. L. Mesker and Francis J. Reitz. Its members had been buying up as much of the broom corn crop of 1899 as possible, and when the company was incorporated it was reported to control from 75 to 90 per cent. of the broom corn raised that year. Broom corn in the Central District of Illinois was selling at about $60 in September, 1899, but under the stimulus of the buying by those who were about to form the Union Broom Supply Co. in the first weeks of October prices rapidly advanced from $65 to $90. By October 20th good crops were selling at $110, and some farmers were holding their corn for $120 to $150. In November the incorporation of the Union Broom Supply Co. was announced, and for a time it controlled the market. Not long after that competition came and the Trust's hold weakened.

ELTON J. BUCKLEY
Editor "Grocery World"
Attorney and Counsellor at Law
730-731 Drexel Building, Philadelphia, Pa.
Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

The New York Letter

Summer Resort Business Picking Up. Cause of High Food Prices. Small Items of New York Trade News.

Special correspondence of "Grocery World."

New York, July 5, 1907.

Jobbers and retailers who have a summer resort business quite generally say that they are now making up for some of the trade lost or delayed by the backward season. Several prominent members of the West Side wholesale grocery district say that in a number of respects trade is much more satisfactory than it had been. They said that the buying just before the holiday was in as heavy a volume as they have ever known for this period. While these men say that at no time was there anything to worry about in trade conditions, yet now there is improvement, due perhaps to crop conditions as well as to other causes.

* * *

Two pages were devoted Monday by a commercial paper to the wholesale grocery houses of New York, with illustrations of the buildings of principal jobbers and manufacturers and some sketches of careers. The article made emphatic the point to which attention has been called before—the growing importance of the manufacturing side of the business of leading jobbers.

The companies to which most attention was paid were F. H. Leggett & Co., Austin, Nichols & Co., R. C. Williams & Co., E. C. Hazard & Co., Seeman Bros., Koenig & Schuster, William A. Burton & Co.

It was said that the volume of business of the jobbers in a year is not less than $100,000,000, and that 125,000 retailers buy from these houses. Another assertion was that there are individual houses which have a gross business in a year of $30,000,000, but it is evident that if $100,000,000 is a correct estimate for all of the houses not many can separately have a business equal to the former amount.

Two views are expressed as to the high level of prices, with the possibilities of scarcity of supplies in some lines. One class of observers suggest that there must be a limit to the prices which the consuming public can pay and that this limit has been reached, as a result of which natural causes will bring about something of a decline. The contrary opinion is that production has not yet caught up with the increased consumption due to the higher standard of living and to the steady increase in population. Those who think this predict that the high level of prices will be maintained until production catches up with consumption.

* * *

The T. A. Snider Preserve Co. last Saturday caused the arrest of a salesman, accused of forging orders in order to get commissions on sales. The complaint was made by the company's manager, J. T. Austin. It is said that because of the possibility of getting forged orders, this and other companies have adopted regulations that are sometimes inconvenient for the honest salesmen. Mr. Austin has said that for this reason and to make a lesson of the salesman now accused, he proposes to prosecute the case with the utmost vigor.

* * *

A plea of not guilty was entered Monday in the United States Circuit Court by the Great Northern Railway Co., accused of rebating on sugar and coffee. This was one of the railroads indicted last winter. It put in a demurrer which was overruled, and it now pleads not guilty and will await trial in October. Some of the other companies have pleaded guilty and paid fines.

* * *

Retailers have been bothered for a week or more by strikes of drivers employed on ice wagons and of garbage collectors. Today it looks as if the backbone of both strikes has been broken.

* * *

Lert & Bizgayer, retail grocers at 382 Manhattan avenue, Brooklyn, were named this week in involuntary bankruptcy proceedings brought by creditors.

* * *

Process butter is to succeed renovated butter, it is said, as a result of a decision recently made by officials at Washington and

What the "Scott" Label Means

PURITY
DELICACY
STRENGTH

We have become interested in ***Ceylon Tea,*** whose supremacy is fully acknowledged by everyone who knows the subject. We believe in these teas so thoroughly that from now on we will make a specialty of them.

We will put up under our own label Ceylon Teas, both black and green (uncolored), in their purest state and in their highest grade.

The fact that they will be under the "Scott" label sufficiently assures that the teas will be of the finest flavor, having both delicacy and strength.

Within the last few years much effort has been expended in educating the tea dealer and the tea user to the use of high-grade Ceylon Teas. This rapidly-increasing class will find something to exactly suit them in our brands.

We want to impress upon the trade the fact that once a customer tries Ceylon Teas no other will suit.

When ordering tea consult

JOHN SCOTT & COMPANY

INCORPORATED

Wholesale Grocers

N. E. Cor. American and Diamond Sts.

PHILADELPHIA, PA.

communicated to the wholesale dealers in this city. The manufacturers of this kind of butter have for several years been trying to get permission for a change in the name placed on the labels, and now they have it.

* * *

The Berger Bros' Tea Co. was incorporated several days ago to treat and sell teas and coffees. The incorporators are Bernhard H. and Samuel Berger, of 2230 Valentine avenue, and Jonas Gittelson.

* * *

L. J. Callanan, 41 Vesey street, has won all kinds of honors of late with his yacht "Eclipse" in the regattas held in the waters hereabouts. Mr. Callanan is trying hard to visit his grocery once or twice a week for a few hours each time, but the maritime demands upon his time press him closely. However, as it is only in the yachting season that he allows himself to wander very far from Vesey street in business hours, he may well be said to have earned his vacation.

FRED A. MCGILL.

"As Good As I Bought Last Time"

You ought to sell Swift's PREMIUM Hams for your own protection. Can you satisfy your trade unless your hams are uniform? And can they be uniform unless bought from a packer who can keep his raw material uniform?

Few packers have our facilities for keeping hams up to a given standard year after year. Swift's PREMIUM Hams scarcely vary a hair's breadth from one year's end to another. That does us a whole lot of good, as it will do you.

The woman who can always depend on getting good ham—"as good as I bought last time"—is going to buy lots of ham.

Swift & Company, U. S. A.

Says Free Soap Deals Kill Profits

Western Jobber Believes They Have Greatly Demoralized Trade. Still All Efforts Fail to Induce Manufacturers to Stop Them. Believes Soap Manufacturers Should Be Compelled to Choose Between Jobbers and Retailers as Distributing Mediums.

The subject of "soaps and free deals" opens up a wide range for discussion and embodies principles applying to general business as well as particularly to soaps. The older men in the grocery business will remember when there were not only no free deals, but no drop shipments on soaps or other commodities handled by the wholesale grocer. The drop-shipment scheme was devised to equalize trade conditions among the various jobbing centres, with the idea of securing a profit to the jobber, regardless of his geographical position toward the place where the business was solicited.

Instead of securing a profit on selling lists promulgated by the various manufacturers, experience has shown that the attempt has been an entire failure and we are confronted with the fact that today only an insignificant fraction of the soap business of the country is paying the jobber any profit commensurate with the cost of doing business. This condition is, in my opinion, caused by the indiscriminate competition which the drop-shipment practice permits.

Further evolution in business methods produced the so-called free deal. This, like the drop-shipment scheme, is an expedient in business of more than doubtful commercial morality. The free deal is resorted to by the soap manufacturer to cut the price of his product in one section, where he conceives that he has a rival to punish or a weak competitor to destroy. The logic of the practice is that the jobber and consumer in one section of the country, by paying full prices, are compelled to pay the expense of the war carried on in another section to destroy the very competition that would give them cheaper products. It is this very practice that is condemned at the bar of public opinion in a great industrial corporation of the country, and which has resulted in numerous suits against it by the Government. The principle is identical in both cases and if the Government has grounds for attacking the one for this practice it seems to me it has the same grounds for attacking the other.

The committee appointed by the National Wholesale Grocers' Association on the soap question last October has met a stubborn resistance on the part of the soap manufacturers to the elimination of the free deals. Arguments, based solely on the proposition stated above, failed in convincing a single manufacturer of the justice and propriety of abandoning free deals.

The next great question connected with the distribution of soap is that of the position of the manufacturer in the distribution of his product. I take it to be a maxim in business that no jobber or middleman can distribute products to the same patrons in competition with the manufacturer of such product. This is a self-evident proposition. The tendency of buyers to get as near the source of production as possible gives the manufacturer a moral advantage even at identical prices. What position does the jobber or middleman occupy between the manufacturer and the retailer? The jobber's locality and equipment enable him to accomplish a more economical distribution of manufactured products than can possibly be accomplished from only one centre of a large manufacturing plant. But it is only possible for the jobber or middleman to distribute the product of manufacturers who chosse him as the channel for the distribution of their product. It is suicidal for the jobber to attempt to handle the product of any manufacturer who retains the right to go past him to the retail trade, and thus secure the gilt-edge business of the retail trade, leaving the jobber the moiety, to whom the manufacturer refuses to extend credit.

To my mind the time has arrived when the jobbing grocers must demand of the manufacturer to elect whether he will distribute his product through the jobbing grocer, or go direct to the retail trade; there is no middle ground. I believe that this convention should address itself to this question, which so vitally interests and, in fact, affects the very existence of the business of its membership. We have two instances of the successful operation of this plan. The Southern Association has adopted it in the handling of soaps, and the Iowa-Nebraska Association for the past ten years has carried out this plan in a number of lines. It only requires fidelity and honesty on the part of the individual membership of the National Association to make it an instant success.

In the distribution of manufactured products we encounter the ubiquitous specialty man employed and paid by the manufacturers to maintain and push his product, turning, of course, all orders through the jobber chosen by the retailer.

SAMUEL MAHON.

Ottumwa, Iowa, July 1, 1907.

Chinese Still Remember Our Meat Scandal.

Meat products now used in China are now supplied by English firms, as the Chinese people have discontinued the use of American canned goods since the "packing house scandals" were published. At present nothing is being done by American firms, and this trade will remain closed to America until a determined effort is made to regain it. The American Consuls advise the sending of competent men to investigate the field and to remain there long enough to overcome the prejudice against American canned goods, which cannot be done within a brief period, but only by slow and steady work. Such a man should be familiar with the American packing house industry and products, and one who understands the Chinese character and is willing to do hard work against great odds.

Jersey strawberries are about done. The price runs 5 to 9 cents and the quality is poor. Better berries are coming from Pennsylvania and New York State and are ranging from 15 to 20 cents.

Burned Thousands of Mail Order Catalogues

Western Retailers' Association Behind Scheme Which Leads Big Chicago Mail Order House to Issue Threatening Letter. No Longer Sends Dollar Catalogue Free.

The warfare waged by retail merchants' associations against the mail-order houses of Chicago seems to be drawing some blood, judging by a letter which Montgomery Ward & Co., the Chicago mail-order people, are now sending everybody who writes for their enormous catalogue, which is supposed to cost $1 per copy.

The plan of warfare which has moved the mail-order house to draft the letter in question is one which the "Grocery World" condemned several months ago. It comprehends sending for mail-order catalogues and destroying them, this being depended on to harm the concern financially. Certain associations of Western retailers, aided by some lumbermen's associations—where the lumbermen come in isn't clear—took the idea up, and have for several weeks been working it systematically. It is said that through bogus inquiries Montgomery Ward & Co. have sent out thousands of copies of their catalogue, every one of which was burned unopened.

So that now every person who writes for a Montgomery Ward catalogue first receives the following letter:—

Dear Sir:—We have your request for catalogue and under ordinary circumstanees would be very glad to forward a copy at once, but just now a word.

As a result of the most extraordinary plot ever hatched by a presumably reputable business men we eonsider it advisable to deviate from our usual poliey.

Please read the attached newspaper clipping. Read it from beginning to end and stiek to it until you understand the real significance of the plan. Then if you don't get hot you are not the honest person we hope you are.

With fifty million independent eitizens in this eountry, entitled by every right of law, custom and common sense to be their own masters, this conspiraey, sanctioned by the Lumbermen's Assoeiation and indorsed by retailers' associations, becomes one of the surprising blunders of the day.

Our mails are heavy with indignant protests from self-respeeting citizens rebellious at this blow at their privileges.

Now we haven't the slightest doubt that the lumbermen as a whole are honest and honorable gentlemen who will never sanetion anything off color. It is evident that a few foolish misguided persons are responsible for the ridiculous position of the Lumbermen's Association as a whole. The same may be said of merchants in general. As a rule they are honest, reputable men. The percentage of black sheep in their association is the same as in any other body of business men, so we are not at all worried about the plan to steal our property and destroy it. Only a small number of misguided merchants will heed the ill adviee.

An examination of our mail shows that the conspiracy is to a certain extent working. We don't know how far this eonspiracy will go. We do know, however, that we are perfectly able to proteet our interests, and until this agitation blows over, whieh will be as soon as the better class of merchants come to their senses and realize the criminal features of their plan, we are going to put catalogue applicants to the test of honor.

If you are a former or prospective customer, desiring our catalogue for business purposes, we want you to have our catalogue, but as the conditions require some evidenee of good faith, we are going to ask you to send us 25 eents as a positive proof that you are not a conspirator and a violator of the United States laws. Then as a proof that we are trying to play fair with you, we agree to give you credit for double the amount (50 eents) on your first order for $5 worth of goods or over. In other words, send us 25 eents with your application for a eatalogue, and we will give you a credit slip good for 50 cents on your first order of $5 or over. The 25 cents we ask does not begin to pay the eost of the eatalogue nor the postage, but it is evidenee that you mean business and are aeting in good faith.

The eonspiraey of the dealers is a slap at your intelligence. Join us in showing them that highway methods no longer go in business. Your money is your own. It's as good as anybody's else. It goes further at Ward's than most places and that's what is eausing the trouble.

What do you think about the dealers' plot? Won't you be good enough to write us a letter and give us your ideas? We already have thousands of them, but the more the merrier. Our customers are our best friends and the way they have rallied to our defense in this lumbermen case is very gratifying indeed.

If you are reputable and mean business we shall like very mueh for you to have our catalogue. If not, no further correspondenee is neeessary.

Respectfully,

MONTGOMERY WARD & Co.

P. S. 1.—Put 25 cents in the eoin holder we inclose. The 25 eents proves that you mean business and are not a law-breaking conspirator. Remember you get it back full measure—50 eents.

P. S. 2.—Don't forget to tell us what you think of a set of men who fight competition by illegal means. A few lines will be appreeiated.

P. S. 3.—We have sorted out and are carefully guarding a big bateh of fraudulent catalogue applieations that may perhaps be used later to forward some of the conspirators into jail.

Sold by Progressive Dealers Everywhere

HOTEL ASTOR COFFEE

You can sell it to people you never sold Coffee to before —and it's a sure repeater.

We have a way of telling the trade who come the way of your store all about it.

May we tell you more about it?

Drop us a postal.

B. FISCHER & CO.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

Grocery World

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Where Is Philadelphia?

For the purpose of making a remark the "Grocery World" publishes the roster of officers-elect of the National Wholesale Grocers' Association:—

President, William Judson, Judson Grocery Co., Grand Rapids, Mich.

First Vice-President, P. W. Hannahs, Wilkinson, Gaddis & Co., Newark, N. J.

Second Vice-President, W. T. Chandler, Franklin MacVeagh & Co., Chicago, Ill.

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The remark which is on the "Grocery World's" mind is that although the very much smaller city of Easton, Pa., is represented in this list, the Philadelphia wholesale grocery trade is not represented at all.

Can an organization be truly "national" which takes no heed of one of the four largest markets in the whole country?

Mean Criminals.

The "Grocery World" has not the smallest use for the big Chicago mail-order houses, which through deceptive catalogues worm their way into every town and city in the United States, luring away the legitimate dealer's trade with their false cry of "wholesale prices."

Nevertheless, we declare deliberately that he who sends for a mail-order catalogue with the intent to burn it, and who when he receives it does burn it, is no better than the incendiary who burns his neighbor's house, or the thief who steals his watch. In fact, he is both thief and incendiary, for he has literally stolen and destroyed another's property.

Thousands of persons have done this in the West, all with the justification that "all's fair in war." These workers in what they consider the retailers' cause are wrong—they have not only made peculiarly mean criminals of themselves, but they have immeasurably hurt instead of helped the retailers' cause!

The Unspeakable Pie Filler.

The Department of Agriculture's recent pronunciamento that "pie fillers" were to be carefully examined attracts attention to the extent to which another cherished American institution has departed from its original conception.

In the beginnings of our national history no morsel more completely satisfied our forefathers' palates than pie. From it they absorbed the inspiration to do great deeds, for in the old days pie was pie.

To-day the pie of commerce is a bastard product. Only the crust remains. The filler, no longer straight fruit, spiced or seasoned, is "pie filler," a hopelessly disappointing mess composed mostly of glucose. Pie *filler* is surely a good name for it—it does fill the pie and also fills the eater, but not with delight.

For once Dr. Wiley is on the right track. Fight the pie filler to the death, Doctor!

More Gimbellsms.

At the end of a half-page advertising screed heavy with bouquets for their grocery and wine departments, Gimbel Bros., the Philadelphia department storekeepers, speak as follows:—

> In anything said or done at Gimbels there is absolute avoidance of anything approaching censure of other businesses.

This is a lie. Repeatedly the Gimbels have stated in words that could only be interpreted one way, that their's was the only good grocery store in Philadelphia, and that before they came there was no good store.

Another thing they say in the same advertisement is this:—

> And we ask no credit or bouquets. We simply do not think it fair to substitute—and we won't do it.

You do substitute. You substitute sophistry for truth whenever you write an advertisement.

A Man's Right to His Customers.

A Western trade paper syndicate which makes a business of supplying matter to trade journals for a consideration sends the "Grocery World" an item which we have bought with the intention of hanging upon it an inquiry regarding the ethics of one phase of the hunt for business. Here is the item:—

> In the course of a conversation with a traveling man the other day he said: "Whenever I go into a town and find a man there who has been a customer of one of our competitors for years, I at once lay plans to land him as a customer of my house, because I know he is a good customer for any house. He will, in nearly every instance, tell me that there is no use talking to him, as he has been buying all his goods of that particular house and has no reason for changing. I generally tell him that he is exactly the kind of a customer I want, for, if I can show him it is to his advantage to give me his business, instead of to the customary house, he will then be as loyal to my house as he now is to a competitor.
>
> "I may not get my man for a year or so, but I eventually get him, and when I do, I know he will be with us for years, and we will get all his business, either by mail or when I go to his town, for he is a sticker."

> Too many good business men are overlooking this point to-day. This traveler strikes right at the centre of big business building when he goes after the customer who is an old customer of a good competitor, for his trade is well worth much effort to land; while the dealer who is easily persuaded to give you an order on short acquaintance is just as easily persuaded to give the next man an order, and as a result you never feel that you can depend upon his regular business.
>
> This idea should be just as valuable to the retailer as to the manufacturer or jobber, for the retailer will also find that the "sticker" is a good customer.

In other words, the gospel preached by this writer is: "Seek out your competitor's best customers and use every honest means you can to get them for yourself."

The query is—is this decent, is it fair, is it right? Has a man who has attracted customers to himself any vested right in them? Must he wage each day a fight to hold them? Is he never to consider them his own? Can a man never expect from his competitors that form of honorable treatment which refuses to deliberately go after his trade? In the professions, notably law and medicine, it is considered an ethical crime to move a hair's breadth after another's clients or patients. Is there any reason why this fine feeling should not equally obtain in the grocery business?

This is a vitally interesting question. Is everything not actually dishonest to be considered fair in competition?

The Millbourne Collapse.

The lamentable collapse of the Millbourne Mills Co., of Philadelphia, shows that age does not always give impregnability. Since about 1750 the Millbourne Co. has been a notable local enterprise. The very day before its failure it would have been pronounced by those not on the inside to be at the very zenith of its prosperity. Yet at that very moment it was actually only an empty shell.

There is apparently no reason other than bad management to which to ascribe this remarkable failure. It is known that last spring in order to raise a large sum quickly the concern sold over 40,000 barrels of flour short, so to speak. Shortly after that the wheat market advanced, and before they could escape the Millbourne people were choked to

Meet Us at Jamestown=Food Products Building

"Goods Well Bought Are Half Sold"

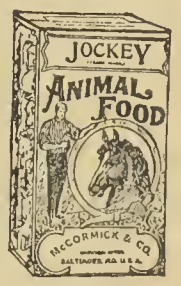
(An old saying, but true.)

OF WHOM, WHAT, WHEN AND HOW MUCH TO BUY

All these go to make success.

WHEN YOU THINK OF THESE QUESTIONS, THINK ALSO OF

McCormick & Co., Baltimore



All our goods comply with State and National Laws, and are manufactured for those who want THE BEST. We try to sell you only salable goods, but exchange any you cannot sell for our other goods. We want your trade, confidence and good will. When you order insist on our goods.

SEND FOR OUR CATALOG

McCORMICK & CO.

Extracts,
Spices,
Teas and
Drugs.

Baltimore,
Md.

death with their future contracts, all taken at a point far below what the market reached very shortly afterward.

The conclusion is forced upon one that it must have been an extraordinary form of bad management indeed that could so completely undermine and destroy the solid stone foundation of a century and a half.

Retailers Condemn Pennsylvania Governor.

Adopt Strong Resolutions of Protest Against Him for Vetoing the Garnishment Bill. Various Associations Elect Convention Delegates.

Special correspondence of "Grocery World."

Erie, Pa., July 5, 1907.

All over the State retail merchants' associations are adopting the following resolutions of condemnation against Governor Stuart for vetoing the garnishment bill passed by the last Legislature after strenuous work. The resolutions are being forwarded to the Governor as fast as adopted:—

RESOLUTIONS OF PROTEST.

Whereas, Hon. Edwin S. Stuart, Governor of Pennsylvania, vetoed the Irwin Garnishee Bill, House Bill No. 480, on June 11th, 1907, and later declined to reconsider his action, therefore a special meeting of the Erie Business Men's Exchange was held in their rooms June 24, 1907, when it was unanimously agreed that the action of the Governor be condemned and that the Executive Council of the Exchange, representing nearly 500 business and professional firms of the city of Erie, be directed to communicate the following resolutions:—

Resolved, That the statement of the Governor, "It has long been the policy of this Commonwealth to secure to the laborer by profession and occupation the fruits of his own work for the sustenance of himself and family," is inconsistent for the reason that there exists among the statutes of Pennsylvania a law for the protection of hotels and boarding-house keepers which permits the attachment of all of a debtor's wages to satisfy claims to the extent of four weeks' board with imprisonment where delinquent attempts to leave the locality, while the conservative measure desired by the Retail Merchants' Association of Pennsylvania permitted but one attachment of 10 per cent. of the debtor's earnings for necessaries in thirty days, after thirty days' notice to the delinquent of intended garnishee.

Resolved, That the alleged "difficulties in determining what are necessaries" indicate either intentional deception, hurried consideration or gross ignorance, because the courts of eight or ten States have passed upon the subject of necessaries repeatedly, and have laid down a well-defined method of reasoning which admits of but little difficulty in reaching a decision.

Resolved, That the statement, "This bill places a premium upon incurring indebtedness in excess of $25" is not a fact. If merchants were unable to garnishee claims in excess of $25 the limitation would be an inducement to the retailer not to extend credit for large amounts.

Resolved, We must regretfully conclude that the Governor has been influenced to his hurried decision by railway and labor interests known to have opposed the measure in the House and Senate.

Resolved, That we will support a 10 per cent. garnishment law at the next session of the Legislature, and we request the Governor in the interval to investigate the garnishee laws of Ohio, New York, Delaware and Missouri, believing that after careful investigation he will acknowledge his error and agree with us that a reasonable garnishment law is a business necessity and not to the detriment of any honest wage-earner.

* * *

The eleventh convention is being handled by the Merchants' Association of York, Pa., which has selected the following Convention Committee: W. H. McClellan, Smith Heighes, Aug. Sonneman, John F. Kissinger, Martin Lehmayer, J. C. Strayer, H. E. Dusman, Max Grumbacher, C. A. Geesey and M. E. Gipe. Present indications are that it will be the largest and most successful meeting the State organization has ever held. York delegates are C. A. Geesey, W. A. Bosserman and R. A. Shorb. The Business Men's Association of Carbondale will be represented at York by Secretary C. A. Stuart. The Warren Business Men's Association will be represented at York by I. H. Mott, president, and W. H. Murphy, secretary. The Shamokin Business Men's Association will be represented at York by E. W. Deibler and I. W. Ranck, secretary. The Merchants' Association of Harrisburg will be represented at York by R. F. Cook, secretary, and Wilmer Crow. The Greensburg Business Men's Association will be represented at York by G. C. Stevenson and H. C. Painter. The Allentown Merchants' Association will be represented at York by F. F. Smith, secretary. The Merchants' Association of Waynesboro will be represented at York by G. M. Spangler, secretary. The Retail Grocers' Association of Philadelphia will be represented at York by Wm. Smedley, secretary; Walter S. Brown, O. A. Patterson and H. W. Fisher.

A. M. Howes,
State Secretary.

One More "New" Thing Proved Old

The "New" French Process of Using Burning Sulphur to Preserve Meats, Etc., Proves to Have Been Known Twenty-five Years Ago. Father of a "Grocery World" Subscriber Bought "Secret" Over Quarter Century Ago.

The "Grocery World" herewith presents another piece of evidence that there is nothing new under the sun. Read the following letter:—

Easton, Pa., June 28, 1907.
Editor "Grocery World."

Dear Sir:—I see in your "Grocery World" of June 17th, page 28, an article, "New Clever Scheme of Preserving Food." Do not let anything like this go abroad. Inclosed find a receipt which my father bought from a man, at least twenty-five years ago, from Philadelphia.

And yet they say Philadelphia is slow! Yours,

ED. E. NAGLE,
Of W. H. Nagle's Sons, Grocers.

Here are two photographs which show that Mr. Nagle has hopelessly punctured another "new" thing. The first photograph shows the "Grocery World's" article of June 17th, and the other the receipt which Mr. Nagle's father bought over a quarter of a century ago:

The distinguished French chemist's discovery, therefore, turns out to be a lemon, so to speak.

The "Grocery World" feels sure that the readers of the "Grocery World" would be immensely interested in hearing what luck Mr. Nagle, Sr., had with the sulphur scheme. Will Mr. Nagle, Jr., oblige?

New Clever Scheme of Preserving Food.

French Chemist Finds That Sulphur Burned in a Tight Box Will Impregnate Meat So That It Will Not Decay. Apparently Within the Law.

Special correspondence of "Grocery World."
Washington, D. C.,
June 14, 1907.

In view of the widespread agitation regarding the use of preservatives in food, some information filed at the State Department during the past week will be of great interest. The information comes from Consul-General Richard Guenther, who writes from Frankfort, Germany, to report a new plan just devised by a French chemist to preserve food products, particularly meat. The chemist whose work the plan is is notable and commands respect.

Under the new plan meat to be preserved, for example, is hung up in a tight box, and then a few sulphur threads are placed in it and ignited, after which the box is closed. The meat will be preserved for a longer time than is necessary in housekeeping, and its taste is not at all affected. If it is intended to preserve meat for several months, it should be treated with sulphur fumes as soon as possible after the slaughter; the meat should not contain any sawed bones, as decomposition proceeds from them; the boxes in which the meat is kept ought to be airtight and be filled for from twenty-four to forty-eight hours with carbonic acid.

By analyses the chemist proves that meat which in this manner has been preserved for three months contained no free sulphuric acid, and after being boiled contained only three to four ounces of sulphuric acid salts in 220 pounds, a perfectly harmless quantity.

HOLT.

Will Our Meat Markets Come to Horse and Dog Meat?

Horse Meat Freely Advertised for Sale in German Newspapers. Dog Meat Also Eaten. Advances in Imported Food Stuffs in the Last Ten Years. A Nearly Seedless Tomato.

Special correspondence of "Grocery World."
Washington, D. C.,
July 5, 1907.

Horse flesh is very generally advertised in the German newspapers, especially in those of the large industrial centres, and most German cities have at least one market which makes it a specialty, claiming for it a higher percentage of nourishment than that of either beef, veal, mutton or pork. Neither is it unusual to find advertisements of dog meat or for the purchase of dogs for slaughter. Nor is it possible to read the German newspapers for any length of time without coming to the conclusion that a great many dogs are killed and eaten that do not give up their lives under official inspection. News items detailing the arrest, trial, conviction and punishment by fine or imprisonment of men charged with killing and eating dogs that belonged to others, sometimes valuable animals or cherished household pets, are not infrequent. Quite recently such an item told how the police at Cassel, a city of Hesse-Nassau, while searching for a lost dog, for whose recovery a reward was offered, located a private dog slaughterhouse and arrested four men who were apparently making a regular business of stealing and killing dogs. Several live dogs, several freshly slaughtered carcasses, and evidences of the slaughter of dozens of other dogs were found on the premises.

* * *

Swiss cheese sales in the United States continue to expand. The value in 1887 was $691,330; the million-dollar mark was passed in 1902; the shipments for 1905 were worth $1,437,808, while in 1906 the aggregate was $1,833,588. Dyestuffs were exported to America in 1887 to the amount of $146,154, in 1895 to $384,677, and last year to $798,009.

* * *

In foodstuffs imported recently the more important articles show in some cases a decline and in others but a slight advance. The importation of food includes a much smaller number of articles than the imports for manufacturing, the principal articles imported for food purposes being, in the order of their value, sugar, coffee, tea, cacao, fruits, wines, liquors, spices, etc. Taking the average price for the ten months ending with April, 1907, and comparing with that for the corresponding period of 1897, sugar shows an advance of slightly less than 1 per cent., coffee shows a decline of over 29 per cent., tea an advance of 100 per cent., cacao an advance of 48 per cent., distilled spirits an advance of 15 per cent., and champagne and other sparkling wines an advance of 2 per cent. While the figures above quoted show merely the percentge of advance or decline in each case, the actual advance or falling off in price per unit of quantity is equally interesting. Comparing the figures for the ten months of 1907 with those of the same months of 1897, tea shows an advance from a little over 12 cents per pound in 1897 to a fraction above 24 cents in 1907; cacao, from 9½ cents per pound in 1897 to 14 cents in 1907, while sugar is in each case valued at practically 2 cents per pound, the advance being slightly less than 1 per cent., and coffee shows a fall from 11 cents per pound in 1897 to 8 cents in 1907. Thus coffee and sugar, which form by far the largest items in the importation of foodstuffs, show in one case a decline and in the other no advance, while tea and cacao, of which the value of the imports is less than one-fourth that of coffee and sugar, show an advance.

* * *

The production of any vegetable novelty always arouses interest among seed growers and gardeners. More or less of this work has been done by the experiment stations. For a number of years breeding experiments with vegetables have been carried on by Professor Halsted and his associates at the New Jersey stations. Among the distinct and valuable productions secured in

SHROUDS' NEW PROCESS
—FOR—
Preserving all kinds of Perishable Articles.

This Indenture Witnesseth, That for and in consideration of the sum of $ 1.00 the receipt whereof is hereby acknowledged, I have sold and hereby sell and set over unto H. H. Nagle the Sh process, for His family only to use Dr. E. H. SHROUDS' NEW PROCESS.
and Manufacturing Purposes

Dr. E. H. SHROUDS, Inventor,
1615 N. 11th St., Philadelphia, Pa.

DIRECTIONS:

Put the fruit into jars and water in other jars, then set them in a tight wooden box and put five cents' worth of Sulphur in a dish and set on fire; let it be in the box for two hours, then cover the fruit or vegetable with the processed water. Process Meats, Poultry, Eggs and Fish dry without water and keep in a dry place. Process the empty barrel, then put in the sweet cider and cork up the barrel. In using fruit or vegetable, prepare as usual.

this work is a nearly seedless tomato. As is well known, each fruit of the ordinary tomato contains hundreds of seeds, while the form which Professor Halsted has developed seldom contains more than fifty seeds and frequently there are not more than five or six and often none. This variety has become pretty well established now and has been called the Giant because of the very large size that the plant attains.

HOLT.

Some Pure Food Revelations in North Carolina

[The following matter concerning the investigations of the North Carolina Dairy and Food Department into the purity of the food products sold in that State, together with some other data, which will appear in future issues, has been sent to the "Grocery World" by the Dairy and Food Commissioner of the State named.]

Fraud is practiced by selling one vinegar for another, or by adding a cheaper variety to a more expensive or desirable one, and selling it as the more desirable article. The great demand for apple cider vinegar causes the manufacturers of other vinegars to label their products "Apple Vinegar," "Cider Vinegar," "Fruit Vinegar," or "Family Vinegar," which is a fraud to the consumer and an unjust competition to the fruit industry.

SAMPLES EXAMINED.

Number of samples examined	21
Number of samples sent to the department by dealers and others	6
Number of samples collected by the department	15
Number of samples found as represented	8
Number of samples not found as represented	7

More than 46 per cent. of the official samples examined were not as branded or represented. It is not known what claim was made for the samples sent to the department by dealers for analysis.

Five of the official samples were sold under brand names as "Monogram" and "Blue Grass Belle," etc. One sample of the "Monogram" was represented by the dealer to be an apple cider vinegar, claiming that it had been sold to him for that product. The branding on the barrel was indistinct and could not be read. The samples branded Blue Grass Belle proved to be cider vinegar; the samples branded Monogram (blend) proved to be compound vinegar. Samples No. 4435 and No. 4440 were branded on the barrel "Our Own Apple Cider Vinegar," but proved to be compound products.

When vinegar is sold without naming the class to which it belongs, according to the standards adopted by the Secretary of Agriculture of the United States, it means a product made from apples. Therefore, when a vinegar is sold under a brand name it should state the class to which it belongs; otherwise, it will be, according to the standards, presumed to be an apple cider vinegar; then in case it is not an apple vinegar, it will be classed as misbranded.

* * *

Since the sale of intoxicating liquors is prohibited in North Carolina, outside of incorporated towns, and many of the towns have passed local option laws, and therefore license to sell intoxicants cannot be had in those places, there is a tendency to evade the law by selling beverages that are supposed to be, and even in some cases are labeled non-alcoholic or temperance drinks, many of which contain alcohol. They are sold under various names, the phosphates and ciders often naming the fruit from which they are supposed to be made. Most of them, however, are artificial products and contain no fruit juice at all.

Within the past year 91 samples of this class of beverages have been sent to the department by local dealers, city officials and others, for the determination of alcohol and adulterants.

Of these samples 32 were adulterated with either a chemical preservative or a coal-tar dye, and 65 of them contained alcohol varying in amounts from 0.3 per cent. to 12 per cent.

California cherries are quoted at $2.50 to $2.75, which is about $1 higher than they should be. The supply is low and the demand good.

Watch This Space

It is to be used regularly hereafter to educate grocers in the use of . . .

ELECTRICITY

as it applies to their business . . .

The Philadelphia Electric Co.
TENTH and CHESTNUT STREETS

KLEENATUB

THE NAME TELLS THE STORY WITHOUT ANY TALKING

A display carton of 12 packages of KLEENATUB on your counter will bring you a steady income.

KLEENATUB is being extensively advertised
KLEENATUB pays a handsome profit

ORDER THROUGH YOUR JOBBER

The Wrigley Mfg. Company, Philadelphia

MAPLEINE

THE TIME TO ORDER

Mapleine

is **NOW** when the housewife is calling for it all over the country. Each case contains attractive display cards and a few "telling" words to a customer makes a sale and each sale means repeaters.

E. E. HARDING & CO., Agents
200 South Front Street, Philadelphia, Pa.
Manufactured only by
CRESCENT MFG. CO., Seattle, Wash., U. S. A.

USE THEM! WHY?

BECAUSE

The first man to whom we sold coupon books still uses them. BECAUSE:—Many of our customers have been using them regularly for fourteen years. BECAUSE:—We are making and selling more books this year than ever. BECAUSE:—Some of our customers who left us to try other systems have come back to

FORBES' INDEXED COUPON BOOKS

BECAUSE:—They are recognized more each year as the best, simplest, safest and most satisfactory short way of keeping accounts. BECAUSE:—A week's bookkeeping can be done in an hour. No losses from forgotten charges. Prevents disputes. Cash buyers like them. Made in all sizes. Sent to you carriage charges paid.

Let us send you samples at once.

J. P. FORBES, Forbes Building, Coshocton, Ohio

Buy Your Cheese and Delicatessen Here

You should buy your cheese, your delicatessen and your fancy groceries from me because I not only have made a specialty of these goods but because I carry full lines of all of them and can in most cases sell you cheaper than you can buy elsewhere.

All my goods are strictly high grade and from the best manufacturers in the world.

Let me quote you prices.

CARL WILDE, 357 N. Second Street, Philadelphia

There is only one flour that is made as good as all flour should be, that's

KING MIDAS

The highest-priced flour in America and worth all it costs.

SHANE BROTHERS CO.
670 Bourse Philadelphia

THE GROCERY MARKETS

Tea.

The tea market has shown little or no change during the past week. There has been a fair demand, partly accountable by the fact that the supply of new teas is increasing. The first new-crop English Breakfasts arrived during the week, the market having opened on the other side 15 to 20 per cent. above last year. The demand for all new teas is good, and old teas are sharing to some extent. Prices show no change for the week.

Coffee.

The market for Rio and Santos coffee was stupid early in the week, but the interests representing the syndicate entered and managed to advance the option market 10 to 15 points. Actual Brazil coffee is unchanged. This fine work was largely accomplished through the syndicate's press bureau, which exploited a letter from a Brazil coffee house speaking gloomily of the coming crop. The whole campaign, however, together with its results, was wholly artificial. The monumental Brazil coffee crop of 1906-7 has now been totalled, and reaches the stupendous aggregate of 19,654,000 bags, against 10,227,000 bags in 1905-6 and 9,668,000 bags in 1904-5. Naturally these figures create a very bearish feeling, but the syndicate's power seems not yet to be gone, and it will probably be able to hold the market steady. The actual coffee distributers can checkmate every move, however, by continuing a hand to mouth buying and refusing to carry any of the present burden beyond their every-day stocks. Mild coffees are steady and unchanged. Mocha is steady, Java firm and advancing. The consumptive demand for coffee is fair.

Sugar.

The raw sugar market, which has been firm, has weakened slightly during the week, possibly owing to American refiners' efforts to bear the market. There has been no change in refined sugar as yet, but the refiners are credited with the intention of advancing prices within the next few days. The demand for refined sugar is good.

Syrup and Molasses.

Glucose remains unchanged for the week. Compound syrup is selling in a very small way, due to the season, and prices are unchanged. Sugar syrup is wanted to some extent, at ruling prices. Molasses is steady and dull.

Fish.

Mackerel is wanted to some extent, mainly new shores, which are very scarce. Prices are about unchanged. Norway mackerel are still scarce and high. Irish mackerel are dull at ruling prices. Cod, hake and haddock are dull and unchanged in price. Domestic sardines are fairly active at ruling prices. Imported sardines are firm and in fair demand. No prices on any other grade of future salmon have been made as yet, though they are expected within a short time.

Canned Goods.

The canned goods market has been dull during the past week. Tomatoes are unchanged, both spot and futures. Some holders are endeavoring to get $1 for spot goods, f. o. b., but have not succeeded yet so far as can be learned. The outlook is for a fair pack if present weather conditions hold. Corn is quiet and unchanged in price. The prospect is for a pack much smaller than last year. In New York State, for instance, the acreage is little more than half of last year. Peas are unchanged. Country-packed brands, by reason of their greater supply, are ruling from 5 to 7½ cents below prices on Baltimore brands of equal quality. The pack in Baltimore up to date has been small, while the country pack has been fairly large. Peaches are slow, except pies, which are wanted. Apples are unchanged, firm and in fair demand. The Baltimore small line is unchanged. The strawberry pack is about over, being much shorter than usual. Gooseberries are now being packed at a price about $1 per dozen gallons above a year ago. California canned goods are unchanged, the most important packers not having named price as yet.

Dried Fruits.

Prunes are unchanged, both spot and future, and in quiet demand. Peaches are still scarce, high and dull. Apricots are unchanged and almost prohibitively priced. Raisins are firm and scarce. On spot the supply of choice seeded has been cornered and the price advanced ¼ cent in

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

consequence. Future currants are in good demand at firm price. Spot currants are in fair demand at ruling values. Apples are firm at a considerable advance within the last few weeks.

Beans and Peas.

Pea beans show a decline from previous prices, not only in secondary markets, but at primary points also. The present price ranges from $1.75 to $1.78. Marrows are unchanged. California limas are very strong, and in spite of the large crop prospects many shippers are unwilling to sell futures at present prices. All beans are in fairly good demand. Yellow split peas are unchanged, firm and in moderate demand. Green splits are firm and high, ruling around $2.65, against a normal price of $2. Green and Scotch whole peas are firm and high.

Butter.

The butter market is unchanged, but very firm. The quality is running very fancy, and the speculative and consumptive demand together absorb all of the receipts. The outlook is for high prices all summer. Stocks in storage are only about half what they were a year ago, and the outlook is firm, though the controlling element is the weather. Warm weather means shorter make and high prices, while cool and rainy weather means more butter and lower prices. All grades are equally firm.

Eggs.

The egg market shows little change from last week. Fancy fresh eggs are getting scarcer all the time, and the bulk of the receipts are showing up poor and heated and have to be sold at lower prices. The outlook is for a little firmer market in the near future, with possibly an advance of 1 cent per dozen within a short time. Under grades of eggs will probably not share in the advance, as the price is already nominal.

Cheese.

The cheese market is very firm at the recent advance of ½ cent per pound, which was caused by a sharp speculative demand. The make is about normal and it is believed that prices are about high enough, and that the next change will be a slight decline. Cheese is running very good for the season, and there is a good consumptive demand.

Provisions.

The market for all lines of smoked meats remains unchanged. Although there is no change in prices, there is a somewhat firmer feeling, due to increased demand. The price, however, is already above normal, so that no further upward change is expected during the next few months. The supply is about normal. Both pure and compound lard are firm at unchanged prices, with a good trade for both grades. Canned meats and barrel pork are steady and unchanged, with a better demand as the season advances. Dried beef shows an advance of 1 cent and an increased demand.

Produce.

New potatoes, $2 to $2.50 per barrel, demand fair; old potatoes, 35 cents per bushel, demand fair; cabbage, $1.25 to $1.50 per barrel, demand fair to good; Egyptian onions, $3.25 per bag, demand good; Texas onions, $2.25 to $2.50 per crate, demand good; Bermudas, $1.60 to $2 per crate,

Everything

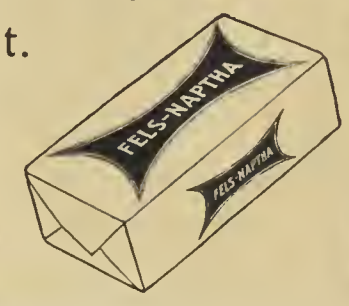
about FELS-NAPTHA will show you that it's the "wash-day-wonder" soap.

Examine and try a bar yourself, Mr. Dealer.

Note the packing, the makeup, the quick work, yet harmless combination of ingredients; the immediate results if directions are followed.

These are the reasons for its popularity. Prove them to your own content.

Better yet, have your folks test it!



HERE'S HOW WE BRING YOU TRADE

One of the reasons we give why grocers should handle **Clicquot Club** Ginger Ale is that we are continually working to get them trade for it. Here's a sample postal card we send out to a grocer's customers:

DEAR FRIEND:—I never worry about what kind of refreshments to have these hot summer evenings when we have company drop in on us unawares. I got the idea from Mrs. Watkins. You know we both deal at **James Johnson & Sons, 7119-21 Germantown Avenue,** and always through the summer we have on hand a case of Clicquot Club soft drinks which they recommend so highly. The case holds two dozen and you can get it assorted, Ginger Ale, Sarsaparilla and Blood Orange. Order some at once and save yourself a lot of future anxiety. Johnson's Phone numbers are **C. H. 1041 D. and C. H. 1003 A.**

FLOSSIE.

P. S.—They also have all makes of **Grape Juice, Imported Ginger Ale, Lemon Soda and Root Beer.**

This sort of thing gets business—for you. Beside this kind of advertising we are constantly doing other kinds—in papers and magazines that go all over the country.

So that every case of **Clicquot Club Ginger Ale** you put in is half sold.

Made from chemically pure and sparkling water and bottled by experts in a spotless plant.

Clicquot Club Co., Millis, Mass.

Philadelphia Agent: R. S. WILLIAMS, 123 South Front Street

demand good; Jersey onions, 75 cents per basket, demand good; carrots, old, $4 per barrel; new, 3 to 3½ cents per bunch, demand fair; cauliflower, 6 to 12 cents per head, demand fair; spinach, 60 cents to $1 per barrel, demand fair; salad, 75 cents to $1.25 per bag, demand poor; scullions, $1 to $1.50 per 100, demand good; white and red radishes, 50 cents to $1 per 100, demand poor; peas, 15 to 35 cents per basket, demand poor; turnips, white, 50 to 60 cents per basket; gallon, 75 to 85 cents, demand slow.

Green Fruit.

Bananas, firsts, $1.50 to $2 per bunch; 8-hands, $1.15 to $1.40; 7-hands, 75 cents to $1; 6-hands, 50 to 65 cents, demand poor; lemons, $3.50 to $5.50 per box, demand fair to good; limes, $1 per 100, demand fair to good; pineapples, $2.50 to $5 per box, demand good; California oranges, $4 to $5 per box, demand fair to good.

Nuts.

Peanuts, green, choice, 5½ cents per pound; fancy, 7 cents; jumbo, large, 8 cents; roasted, choice, $1.25 per bushel; fancy, $1.50; jumbo, large, $1.65, demand fair; Brazil nuts, 8½ cents per pound; filberts, 10½ cents; pecans, 16 cents; walnuts, marbots, 12½ cents; mixed nuts, 11½ cents, demand poor.

MARKET NOTES.

Near-by pie cherries are very scarce and the price ranges from 10 to 11 cents per pound, which is about three times what it should be. The demand is good.

—

Blackberries are coming from Delaware, Maryland and North Carolina, and range from 10 to 13 cents.

—

New Jersey huckleberries are in and average 16 cents. The demand is good.

—

North Carolina corn is coming North and averages $3. The quality is fair and the demand fair.

—

Raspberries are now coming from New Jersey and range from 10 to 11 cents per pint. The demand is good and the supply light.

—

California cantaloupes can now be bought for $4 per crate. The demand is good and the quality of the fruit excellent.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Summer Window Display for Meat Market.

By Charles M. Steele,
Assistant Advertising Manager National Cash Register Co.

To arrange this inexpensive window display, secure some old box lumber and make a picket fence. Borrow one dozen cheap split baskets; fill with excelsior and cover the top with white napkins. Place these in the corner, as shown above.

On the floor in the centre place a basket with a few buns made up into sandwiches. In this basket you can also put some tinned meats. On the fence put sign offering suggestions for outings and hot weather lunches. You can make the grass by dipping the excelsior in green Diamond dye. Get trees from any near-by woods.

If you want the display to last a good while, it will be better to put artificial leaves on the trees, as natural ones wither and fall.

The only expense is for the Diamond dye, can of water color to paint the fence, cost of having a sign made, and the price of wooden plates and paper napkins.

Florida is shipping all the watermelons now on the market. The range is 20 to 40 cents and the quality fair.

—

String beans are now from near-by points and average 75 cents per basket. Southern beans average $1 per half-barrel.

—

No limas to speak of have as yet made their appearance.

—

Georgia is contributing all the peaches on the market, at a price ranging from $2.50 to $3.50. Georgia peaches will be comparatively scarce and high all the season.

—

Peas are the only line that shows anything like a glut. They are coming from near-by points and range from 20 to 40 cents. The quality seems good.

Renovated Butter Will Henceforth Be Called "Process" Butter.

Secretary Cortelyou, of the Treasury Department, and Secretary Wilson, of the Agricultural Department, have reached an agreement in regard to the protest made some time ago by the renovated butter combination, as the result of which the so-called trust may in the future label its product "process butter" instead of "renovated butter." The trust has long contended for this privilege as one accorded by the act of May 9, 1902. By the same order the two departments changed the classification, so that in the future much of the product, which has been taxed one-fourth of 1 per cent. as "process butter," will in the future pay 10 cents a pound as an adulterated article.

—

The food inspector's wife was looking over her husband's notebook. "George," she said, "how do you pronounce the last syllable of this word, 'butterine'?" "The last syllable," the inspector answered, "is always silent."

Demonstrated at Jamestown.

Messrs. McCormick & Co., Baltimore, advise us that they have been agreeably surprised at the interest taken in their exhibit at Jamestown by the consumers. In nearly every instance the consumer has expressed surprise that such high-grade goods as Bee and Banquet brand extracts, spices and teas were manufactured, and have invariably asked McCormick & Co.'s demonstrators what grocer in their town handled these goods. What does this mean? Does it not look like the merchant who handles these goods will be benefited by the advertising McCormick & Co. are doing?

They intend to follow up the consumers who have tested their goods and see that they get what they want. Have you the goods in stock? Bee and Banquet brands extracts, spices and teas are strictly high-grade, handsomely labeled and cartoned, pay the retailer a good profit and please the consumer.

Write McCormick & Co. and ask them for a sample of their goods and try them yourselves. They will be glad to send them so that you also can test the goods in question.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Philadelphia, June 29, 1907.
Editor "Science of Advertising."

Dear Sir:—I have purchased a store in the suburb of Philadelphia. I find it in a very badly run-down condition.

There seems to be a good field to work on, but the trade have lost all confidence in the place, as it seems my predecessor had no stock when they wanted it, and as a result they have slipped away.

How, in your opinion, is the best way to come in contact with them again? My idea was to get up a good, catchy advertisement and instead of monthly payments make them weekly and then cut some of the prices. I feel that the competition is strong and some inducement must be offered. However, my competition is all high priced.

Kindly publish your idea of the best course to pursue. The trade is here if it can be got.

Kindly treat the matter confidentially. Thanking you in advance,

Yours truly, F.

My advice to this correspondent is not to depend on advertising at all—he should see each prospective customer personally. This grocer is up against one of the hardest propositions a merchant can face. Through no fault of his own he is saddled with a store which has acquired a bad or at least a loose reputation. If he is to succeed he must overcome this reputation, which is a monumental job. Still, it can be done.

* * *

I assume that the above correspondent has been long enough in his new place to be able to make up some sort of a list of the people he has a right to expect will become customers. I should do this and then plan to see so many a day until the whole list have been seen. You can do more in five minutes' straight talk than you can in a year of advertising. There is nothing like personal solicitation.

* * *

In seeing people I should frankly admit, if it is the fact, that the store has not been run properly. I should explain that I was trying to overcome this bad reputation and expected to give everybody the squarest deal I could. This sort of talk can't fail to make an impression—an impression far deeper than the best-written advertising can make.

* * *

As I went through the list with my calls I should keep a careful account to see who bought goods. Those who did not within a reasonable time I should see again, and again and again—not obtrusively, but perseveringly—until they are either brought back or make it so plain that they can't be gotten, that they can safely be dropped as hopeless.

* * *

All this time I should be doing steady advertising, of course. If you are in a suburb of Philadelphia, newspaper advertising is probably out of the question, so for a while at least, I should issue circulars or folders and mail or deliver them direct to the list you have prepared. Don't make them cheap, or flashy or sensational. Employ a good printer and don't be afraid to spend a little money to get good work—it will pay you many fold in the end. Remember, you are now at the most critical point in your career—the point where you are forming your own reputation in a new neighborhood. As for the matter for this advertising, I should pick out a line of seasonable things and push them. A good plan would be to make one good big drive a week. Get hold of a special somewhere and sell it just as close as you can. Remember you are fishing for fish who don't want to be caught and your bait must be rather unusual.

* * *

If this correspondent will carry out this plan carefully and persistently, even for a year, if necessary, I am just as sure that he will get the old trade back as I am that I am writing these words.

Another Result of the Chicago Meat Scandal. Meat Trade in China.

Prior to the Chicago beef scandal of two years ago large supplies of American packing-house products were imported for use by the German troops stationed in China, but the purchase of such goods is now prohibited, and supplies are either procured from Germany direct or from Australia. American tinned meats can be found on the local Chinese markets, and from the large and continually new stock on hand in the shops it would appear that there was excellent trade for these goods. English goods are also found on the market and seem to be as much in demand as American. They include Frankfort, smoked pork and Bologna sausages, breakfast bacon and smoked bacon, smoked hams and pigs' tongues, while pigs' feet and other pork products are imported in barrels. There is a model slaughterhouse in Tsingtau, which has been built within the last three years, and is modern in every particular. All animals are medically inspected and held for twenty-four hours before being butchered, and twenty samples of the meat from each animal are microscopically examined before being placed on the market. All diseased animals and meats are cremated and all refuse disposed of in the same cleanly manner. With the excellent cold-storage facilities attached to the plant there is not the necessity for tinned or salted meats that is found in other China ports. The slaughterhouse is entirely under government control.

Two Extremes.

There are two extremes in nearly all lines of business. The one extreme in the grocery business is the progressive grocer with up-to-date ideas and who has gained the confidence of his customers and can sell them any article of merit whether advertised extensively or not. The other extreme is the grocer who cannot sell his customer anything unless they ask for it. Opportunity knocks at the door of both merchants; one hears the knock and opens the door to admit progress; the other keeps it closed and sends opportunity to seek shelter elsewhere.

The same extremes are found in the policies of the various manufacturers. One manufacturer will look upon the grocer as a matter of convenience and appreciate him only to the very smallest extent. This manufacturer will pack his product, advertise it extensively to the consumers and use the retailer, with a small margin of profit, to supply the trade he has created. The other extreme is the manufacturer who looks upon the retailer as a partner in the selling of his products and believes he should receive real consideration and compensation for his efforts.

Manufacturers have various ways of showing their appreciation of the retailers' efforts. Some of them will put on a deal from time to time wherein the retailer can get an extra profit on the product. The retailer who realizes his opportunity and can sell an article of merit will look out for these deals from time to time and confine his efforts as largely as possible to the goods made by the manufacturer who in this way appreciates his co-operation. The free goods given away on these deals are not considered as a reduction in the price, but instead are an extra compensation for effort put forth on the part of the retailer to assist the manufacturer in selling their products to the consumer.

The retailer that can take an article of merit and sell it is entitled to more consideration than the one that cannot sell goods and instead forces the manufacturer to sell them for him. The T. A. Snider Preserve Co. give a good illustration of this policy with their free catsup deal exploited elsewhere in our columns, and live grocers don't want to miss it.

This Tells the Tale

A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. "**Knight's Cooking Extracts**" is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT'S
Cooking Extract Co.

No. 211 ARCH STREET
PHILADELPHIA, PA.

A Fashion Article.

I had occasion to go into the store of an old customer last Wednesday—a fellow I've known for years—and when I didn't see him I asked one of the clerks where he was.

"He's back in the yard," said the clerk. "He's got a lovely grouch on, too."

I went back after him. It was a hot day and he was piling up a lot of boxes—sweaty, red and sniffy. After he'd thrown a couple of snappy answers at me I said:—

"Say, what's the matter with you, anyway? Your temper seems feeverish."

"Oh, I'm sick of this whole —— business!" he snapped out. "People only look on a grocer as a sort of second-class servant! They think you're beneath 'em—only fit to buy lard and butter from!"

"My boy," I said, "something's hit you. What it is?"

He told we what it was. To make a long story short, he had gone to the house of a customer about an order, and had gone up the front way as he thought he had a right to do. The customer had a lot of swell people sitting on the porch, and she asked him to go around to the back door.

That's what had started him off. "Treated like a common servant!" "Hustled around to the back door like the swill man!" "Didn't think I was good enough to stand a minute on her front lawn!" These were a few of the sore knocks that he relieved himself of to me.

"And the worst of it is," he said, with malicious satisfaction, "I can buy and sell her husband twice over!"

"How long ago did this happen?" I asked.

"Just this morning," he answered.

"Did you wear the same duds you've got on?" I asked.

"Why, sure!" he said, "think I change my clothes every hour?"

"Well, then," I said, "I don't wonder that woman booted you to the back door."

He looked at me as mad as could be.

"Now, hold on, old man," I said, "don't get mad. I've known you ten years and I'm going to talk straight, for you need it. You say you can buy and sell that fellow, and you probably know. I don't doubt it if you say so. But to judge from your personal appearance you're worth about 2 cents."

"What in thunder are you talking about!" he demanded. "Tryin' to get me mad? Whose business is it how I look?"

"Mine," I said, "when you unload on my valuable time something that wouldn't have happened if you had looked decent.

"You ought to size yourself up," I said. "To begin with, that suit never cost over $10 and the pants have long ago forgot they ever had a shape. Why don't you press 'em? You can't get a decent suit for $10 (he didn't deny that it cost under that). Your shirt ain't clean, either. Look at the sweat marks around the collar. Why in thunder do you wear a rubber collar? No man looks well-dressed with a rubber collar—think what would happen if somebody hit it with a lighted match.

"Don't you suppose the woman could size you up just as I do?" I asked him. "*You* created in her mind the impression she had of you. Look at your shoes—and a shine only 5 cents."

All through this he stood hot and red, not liking it at all.

"I know you don't like it, old man," I said, "and I'm sorry if I hurt your feelings, but, by gad, it was coming to you. You've got a right to be well dressed and look like a gentleman. You can afford the best, and you know it. But, by gad, you don't look it. I'll bet a dollar that if you'd gone up to that house in a decent made-to-order suit, with clean shoes and a good shirt on, the woman wouldn't have dreamed of sending you around back. Instead, she'd probably have introduced you to her friends."

Well, I stopped then, and he stood looking at me in a funny way that I couldn't understand. The mad had gone, but I knew there was something behind it.

Finally I got suspicious.

"Well, what is it?" I demanded. "Go ahead and say it!"

"Well, by George, I've seen some great nerve in my time," began the grocer when he got ready, "but I'll be ——— if I ever saw such a magnificent exhibition of it as I have just now. You're a hen of a man to talk to me about lookin' like a sport! *You* to roast me about my clothes and my shoes! Why, look at yourself, you old rip! Look at *your* suit and *your* shoes! You ain't got on any rubber collar—if you had it wouldn't be all sweated down and yellow in front! What's that I see all over the front of *your* shirt? Not sweat—oh, don't tell me that's sweat!"

Well, the fool ran on like this for some time, and between you and me, everything he said was right. I'm no dude—d'ye ever see a fat man who could be a dude on a hot day?

Finally after he'd let out a 10-horse power bleat of silly laughter that seemed to do him good I said:—

"Old man, I'll admit I'm no better than you are. I know how a man ought to dress, but I've always been too lazy to do it. And I haven't the least doubt it's cost me a heap of money. I've seen men not as good as I was look at me with a sneer in their eyes simply because I was sloppy. I admit it, so after all I'm the best man to call you down—I've seen the bad effects of what you're doing in myself."

Judging by the effect what he said has had on me, I don't believe what I said'll have much effect on him. But we sloppy devils lose a lot! Everybody judges us by our appearance. If we let ourselves get cheap and sloppy, that's the kind of hairpins we are to them—cheap and sloppy. They size us up that way, and they treat us that way.

You let a genius in a dirty shirt and a lunkhead in good clothes go into a man's office together, both unknown, and one hundred times out of one hundred the lunkhead will get the most consideration. From everybody, office boy up!

The genius may make good afterward, but he lacks the good opening.

When I get in Congress I'm going to do some stunts in the way of legislation that'll cure all this.

I'm going to pass a law forbidding the sale of rubber collars.

A law compelling every man to wear a suit that costs at least $15.

A law compelling him to get his shoes shined every day and to change his shirt and his collar every day.

The minute those laws go into effect a whole lot of sloppy weathers that are now just shuffling along will begin to make money.

If laws like these had been passed twenty-five years ago I'd been further ahead to-day, you can take it from me.

THE STROLLER.

Food Law Restrictions Advance Java Coffee.

June Sale Goes Off at Two Cents Above Price in June, 1906. Increased Demand Due to Federal Food Law Requirements as to Labeling the Cause.

Early in the present year the "Grocery World" predicted that the market for Java coffee would probably show some sharp advances during 1907, by reason of the increased demand necessitated by the fact that inferior coffees could not under the Federal food law be labeled "Java." This journal reasoned that this meant either a change of label, or the use of real Java in many cases where no Java had been used.

The June sale of Padang Java, which controls the Java market as No. 7 Rio controls the Rio market, was made at a large way price of 16¼ cents, which shows an advance of 2 cents per pound above the price ruling in June of 1906. This advance was fully warranted by the supply and demand basis. The crops of Java coffee are small and the consumption greatly increased since the Federal food law became operative.

It is the judgment of many conservatives that Padang Java will reach 20 cents per pound before the current year ends, which would mean a further advance of between 3 and 4 cents.

Other grades of Java show relatively the same advance.

No Jersey tomatoes are in as yet, but a few may come in any day. It will be two weeks, however, before the real receipts begin. All of the tomatoes now on the market are from Mississippi, and the market is firm at $1.25. Very likely it may advance still further, as the demand is good.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Congou.

A generic name for the teas exported from Hankow, in China.

The word Congou itself is a corruption of the Chinese term Kung-fu (labor), referring to the labor or work required in manipulating this sort. The tea is a common quality of black, but a grade above Bohea, with larger leaf, not so dusty. The Congous grown in the north of Amoy are of superior quality, and probably the best come from Ningchow, although also furnished by Hu-Kuang and Ho-Nan. The best black teas of Fukien are also designated by the generic terms of Congou and Souchong. These come from the districts of Tenmon, Kaisu, Seng-Cheng, Cheng-Lock, Pan-Yang, You-Kai, Pack-Long, Pack-Ling, etc.

Moning Congou is a sort of the same tea produced at Wuning, a district and city, the name of which means "military rest."

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Foie Gras.

Fatty livers of geese.

Foie Gras au Naturel.

Preserved liver.

Foie Gras Entière.

Whole liver.

Foie Gras, Pâte de.

Goose liver paste.

Foie Gras Saucissons Truffés.

Truffled sausages.

The whole of the above costly and fashionable French delicacies are composed of the fatty and degenerated livers of geese, cruelly and abnormally fed or crammed for the purpose in dark cellars or similar places.

The chief seat of the business is at Strasburg, now under German rule, but some are also prepared at Toulouse.

Foie gras is also made at Nerac, but this make is prepared from the liver of the musk-duck.

Many persons think that foie gras originated with the epicurean Louis XIV, but it dates back to the first French revolution, and was very popular during the Napoleonic wars.

The fattening of geese for these purposes is carried on in Strasburg very extensively. It is chiefly in the hands of women and is almost entirely confined to the winter season. Any working man's wife, with a few shillings to invest, can embark in it, and so tempting is the profit that the city of Strasburg may be said to be honeycombed with cellars stuffed in winter with live geese. These fatteners, or "crammers," buy geese from the farmers late in autumn, either lean or half-fattened. Sometimes the geese are fed first for two or three weeks with broad beans, and then for eight or ten days with maize; others feed with maize from the beginning. The birds are usually confined in very narrow coops or wooden cages in which they may move backward or forward a few inches, but not turn round. The cage has a narrow opening in front through which the bird can put its head to drink water from a vessel in which a lump of charcoal is placed. The cramming of the poor creatures is performed twice or thrice a day; it is dragged forth by the feeder, who places it firmly between her knees, opens the beak with one hand and crams the maize—previously parboiled in water and seasoned with salt—down the gullet with the other. Experts simply push the food down with the finger, but less skillful hands use a funnel with a smooth stick to expedite the descent. Sometimes balls made of potato flour and barley are used instead of or alternately with the maize. The goose is then thrust back into its living tomb to digest this unnatural gorging, and the process is repeated until the poor bird may be said to sweat fat through all the pores of its body; its cellular tissue, its intestines, its blood, nay even its very evacuations are absolutely loaded with fat; and it is asserted to be a very common practice with Strasburg goose-feeders to submit these droppings to a melting process. In the last stage of fattening the crammer has to be very careful in watching the eyes of the bird and in handling it. Cases of apoplexy are by no means rare, even an unlucky blow or a hard squeeze will often kill it, and this is a rather serious loss, for the liver will be found filled with dark-colored blood and almost useless. But even these livers are often minced fine, squeezed through a tammy, and mixed with goose fat to serve as a lining for the "terrine." When, however, the proper time for killing the bird has come, it is done with a knife; and the liver, swelled to an enormous size, will

Every Grocer Likes the Ladies

to patronize his store. Write to-day for my plan, which is a successful, attractive and inexpensive method of securing their custom.

W. H. RIGHTER
150 Nassau St., New York
NO POSTALS PLEASE

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

HOOTON'S COCOA

One Cup will prove its claims better than 1000 arguments

Get a can from your Grocer

Remember—Hooton's Cocoa, Newark, N. J.

Order a box of your jobber, or if your jobber does not carry it in stock, send direct to

Hooton Cocoa & Chocolate Co.
351 North Fifth Street
NEWARK, N. J.

LUSTRE BRAND is a strictly pure flint glass selected lamp chimney, composed of the finest material money can buy, and will not break from heat.

For sale by all leading jobbers

R. E. TONGUE & BROS.
Allegheny Ave. and Amber St.
PHILADELPHIA

weigh one or two and sometimes as much as three pounds. This is very carefully removed so that no scratch or other blemish may appear upon it, and should be of a light salmon or cream color. Livers weighing 1½ to 2 pounds each are frequently taken from quite small geese which only weigh 6 or 7 pounds when drawn, and which may have consumed some twenty quarts of maize in the feeding. The livers are next wrapped in a wet muslin or linen cloth and sold to the packer, manufacturer or pastry cook, who pays for them, according to size and quality, about 3/- per pound for small liver to 6/- and 7/- per pound for livers of over 2 pounds each. The manufacturer peels, seasons and spices the raw liver, after which he places it in the "terrine" (tureen) along with peeled truffles and other ingredients.

The highest priced are "Foie Gras Entière," those consisting of whole livers of large size; while the less expensive "Foie Gras au Natural" may contain two or three small livers. When the contents of a terrine have been duly baked, a layer of fresh hog's lard is poured over the mass to keep it from contact with the air.

Pâtés de foie gras are only a mixture, and usually composed of 10 parts of goose liver, 15 of fresh lean pork, chopped very fine, 10 of fresh lard, 5 of truffles, and 2½ parts of sausage meat, and are often baked in crust to sell at prices from 10/6 to £5 each.

Other specialties of this nature are Saucissons (sausages) de Foies gras truffés, Pain de Foies gras, and Timbales de Foies gras.

Considering that these preparations (many doctors say diseased livers) are sent from Strasburg for the delectation of gourmets in all parts of the world, it is not surprising that this industry—a wicked and cruel one at the best—aggregates yearly some hundreds of thousands of pounds. Nearly 200,000 pounds are exported yearly, value about £36,000, an average of, say, 3/6 per pound.

AMONG THE TRADE.

Edward Grafton Stanger, in his 67th year, manager of the National Biscuit Co., died Sunday morning at his home, 1505 Erie avenue, of Bright's disease, after several weeks' illness. Mr. Sanger was first connected with the F. A. Kennedy Cracker Co. and went to Atlanta, Ga. When that company was merged with the National Biscuit Co. in 1895 he came to this city.

—

The United States District Court, during the week, adjudged the Millbourne Mills Co. an involuntary bankrupt.

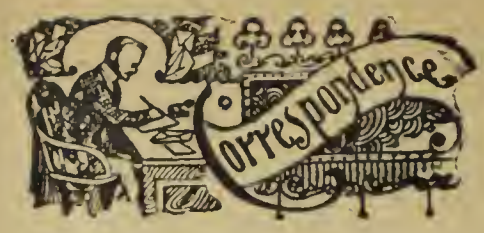
—

Julius Stromeyer, wholesale dealer in syrup and molasses, secured judgment against the Wayne Cider Co. during the week.

"I want a pound of oyster crackers," said Mrs. Medders.

"Sorry, ma'am," replied the country grocer, "but I reckon I'll have to send 'em later. Ike Huskey is a-sleepin' on top o' the bar'l they're in, and he's in a bad humor to-day."

Some of our people who left us to try other short account systems have come back to Forbes Indexed Coupon Books. See adv.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Preserving Eggs.

Editor "Grocery World."

Dear Sir:—In reference to your article on page 13 of last week's issue of the "Grocery World," can you tell me how the water-glass solution is used in preserving eggs, also about the cost of it?

Yours truly,
E. W. ALEXANDER.

The "Grocery World" will endeavor to supply this information in an early issue.

* * *

Bolting Meat and Other Things.

New York, July 2, 1907.

Editor "Grocery World."

Dear Sir:—I was interested and amused to peruse in your esteemed issue of June 17th the article on Dr. Wiley's latest advice in reference to bolting instead of chewing meat. This theory is contrary to the teachings of modern science. There has been more matter written in reference to food products since the embalmed beef controversy than ever before in the history of the world, and it is high time that the public should pay more attention to the food it consumes. The pure food law materially assists the public in protecting itself against adulterated foods. There has been a great deal of matter, however, printed in reference to food that was not authentic. While it is true there are a great many packers who do not know the advantage of hygienic surroundings in their plants, and adulterate food products so as to lessen their food value, the majority of the packers of foodstuffs are desirous of keeping their plants in an hygienic condition and packing the best quality of food. There are many persons who are always endeavoring to obtain bargains in foods and believe it economy to purchase canned goods of an inferior quality, which contain a surplus of water.

The question of dietetics is more thoroughly understood at present than it has ever been before, and if one is desirous of maintaining his system in good order he must know how to balance his rations so that he has proper material for repairing the waste. When scientists learn exactly how to balance our rations so as to repair waste as fast as it occurs we will be eligible candidates for Dr. Wiley's hundred-year club. If we follow Dr. Wiley's advice in reference to bolting meat, however, it might have a tendency to materially shorten our lives. There are a great many sinews in meat that the average person cannot masticate, consequently it must either be bolted or expectorated. All authorities on dietetics advocate thorough mastication of all food products. It seems reasonable to suppose that as man is an omniverous animal he should govern himself accordingly. If he were a carniverous animal, wild and ferocious, as most all carniverous animals are, it might be policy for him to bolt his meat, but as he is not his digestive organs will no doubt appreciate having meat thoroughly masticated.

The public was first shocked in reference to food during the Spanish-American war, when the press of the country declared the beef was embalmed. There was so much written in reference to embalmed beef that the Government appointed Prof. Mendle, of Yale, to analyze samples of the so-called embalmed beef. Prof. Mendle, in making his report,

We Are Going to PAY You to Push OUR Goods

We want grocers everywhere to *push* our stove polish and we are going to make it worth their while, by showing them how they can get almost any article of merchandise they may want, either for their homes or stores, absolutely free—harness, wagons, scales, safes, roll-top desks, any kind of furniture, silverware, and even pianos. Write us for particulars. The quality of these goods is guaranteed by the

JOSEPH DIXON CRUCIBLE COMPANY, JERSEY CITY, N. J.

stated that there was not a trace of preservative found in the so-called embalmed beef. The press, however, claimed the report was whitewashed. The report of the meat being embalmed was caused by some meat spoiling. The fact that the meat spoiled proved conclusively that it was not embalmed. Ever since that time there have been quite a number of exaggerated reports in reference to our food products. There is no question but what there was a great deal of adulterated food on the market, but the articles of food which were adulterated were the condiments, spices, syrups, etc. Large quantities of our food products, however, such as fresh meat, potatoes, cabbages, all fresh vegetables, oranges, grapefruit, bananas and such articles were not adulterated. Our cereals, such as oatmeal, cornmeal, etc., were not adulterated. There is no evidence, however, of the ordinary preservatives ever having caused harm to any person who has partaken of foods preserved with such substances. There has been a great deal of sickness, and many deaths, since the pure food law was enforced, however, on account of the lack of preservatives. According to the press, there have been over 3,000 cases of ptomaine poisoning since the pure food law went into effect.

Yours truly,
H. H. Langdon.

* * *

Two Reports of the Baltimore Canned Goods Market.

No. 1.

Baltimore, Md., July 5, 1907.
Editor "Grocery World."

Dear Sir:—Fine weather for growing tomatoes continues to prevail in this section and the good effect of it is very apparent. Much of the lost time will be regained, provided, of course, there is no further setback to the crop. It begins to look like we are now past the principal danger spots, but it would be premature to say, at this time, that a big crop is already assured. Several things can yet happen to the crop if it is true, but having already had their share of trouble the optimists among the growers and canners are feeling greatly relieved and encouraged by the developments of the last two weeks. The question of getting sufficient labor at the canneries this summer seems to be now the most important problem yet to be solved in connection with the canning of tomatoes as well as corn. The latter article is also sharing in the improved weather conditions, greatly to the relief of the canners, who had good reasons to feel blue over the outlook. The early crop of string beans has not been benefited to any large extent, however, and the pack of that item will be much below the usual output. Two-thirds of the season for canning peas has passed, and to the surprise and continued disappointment of everyone the demand for fresh peas has been so large that the high prices for the raw material for canning purposes have prevailed up to this time. The best quality of the crop of Early Junes has been packed, and from now on the canners will have to depend upon larger receipts at a lower cost from which to make their output of seconds. As only about two weeks remain of the usual canning season the chances for lower prices for that grade are not favorable. Perhaps there has never been a previous season when the surrounding conditions were so harassing and disappointing to the grower, canner and jobber alike. There is a good demand for nearly every article in the line of vegetables, and those which have not already advanced in prices are having their innings, even soaked peas steadily advancing from 40 to 52½ cents a dozen.

Our canners will soon make prices on the coming pack of peaches of all grades, and it goes without saying that the demand for them will be very large from the start. No one expects even an ordinary crop of them this season and no one ventures to make any predictions in that direction. The chief demand will be for unpeeled peaches and for seconds and standards and those who get their orders placed early may fare best. The crops of red and white cherries are practically failures in this section. Gooseberries are short, and raspberries and blueberries are reported to be in bad shape, while on the other hand the crop of blackberries, due next week, is said to be excellent. The pack of strawberries is much below the average in quantity, but of good quality, and they are likely to advance in prices. Pineapples are strong and worth attention. The pear crop is reported to be in a bad way, and apples may be short, too. Cove oysters are firmer because of light stocks.

Yours truly,
Thos. J. Meehan & Co.

—

No. 2.

Baltimore, Md., July 5, 1907.
Editor "Grocery World."

Dear Sir:—We are having an excellent demand for spot tomatoes and are selling quite a quantity at $1 per dozen for less than carload lots, and for straight carload lots we are filling our orders at 97½ cents per dozen.

Considering the lateness of the season, it is doubtful if any new goods can be put on the market much before the middle of August, so it looks as though there will be at least six weeks for the sale of spot tomatoes. It

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

PATENTS
obtained on inventions and designs. Trade-marks, prints and labels registered.
R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C

I Knew What I Was About
Most bookkeeping systems gotten up for grocers are invented by people never in the grocery business. The little record book that I am selling, which does all the bookkeeping any grocer needs to do, was invented by me—I am a retail grocer.
That is why it is short, simple and covers the whole storekeeping ground in about one-fourth the time and space of other systems.
Price, $1.00. Send one cent for sample sheet. Book sent on approval.
FRANK B. HICKS, MACEDON CENTER, N. Y.

Preserving Meats Without a Preservative
Carnizone will positively keep sweet, fresh and wholesome all meats, fowl and other foods.
Carnizone reduces ice bills one-half. Preserves where ice cannot. Prevents the carrying of contagion by infected meats and other produce. Improves the appearance of meats, prevents slime and mould, and avoids the immense loss of trimming off dark spots and the unsightly ends of meats.
Carnizone is not an adulteration, and is wholly within the law. It is not to be applied to material to be kept, but should be sprinkled on the floor of the storage box.
Write for circulars and information to
BELLEVUE CHEMICAL CO., 72 Willoughby Street
BROOKLYN, NEW YORK

AN OLD SOAP FRIEND
Not a grocer in business but has heard of **B. T. Babbitt's Best Soap.** For sixty years it has been the best kitchen and laundry soap, holding its own through heavy competition, yet showing larger sales to-day than ever before in its history.
Most grocers sell **Babbitt's Best Soap,** and wouldn't be without it under any circumstances. If the reader hereof does not, let us remind him that in all the history of laundry soap no brand has ever given such absolute and perfect satisfaction as
BABBITT'S BEST
Made by
B. T. BABBITT
New York

looks as though when the trade realize that deliveries of new tomatoes will be late there will be a disposition to take hold of spot goods more freely.

The market on futures nominally continues strong at 70 and 90 cents per dozen for No. 2 and No. 3 standards. Some deals are being made here and there at 67½ and 87½ cents per dozen. In spite of the more favorable weather conditions there are practically no sellers of future tomatoes in the market, and quite a number of packers say they would not be tempted even on orders at 70 and 90 cents per dozen. Sales of futures have unquestionably been heavy, and we believe the majority of the packers in this section are disposed not to take any more business until the packing season has progressed far enough to enable them to see what the packing will actually be. We can offer 500 dozen No. 10 standard tomatoes, future delivery, at $2.65 per dozen, less 1½ per cent., f. o. b. Peninsula.

Packing of peas has been going on rather lively this week, though it looks as though the season for the best grade of peas is over. The stock of good standard peas in Baltimore is not large, as packers have been selling rather freely.

The strawberry season here is about over. We have had an unusually heavy demand for fancy preserved strawberries, and stocks are light.

A few new blackberries are being packed and packers are now busy on gooseberries. The outlook for the blackberry crop is fairly good. Gooseberries are not very plentiful. The report on raspberries is very unfavorable. There are practically no cherries in sight. We are having an excellent demand for gooseberries. If you will want anything in the line of gallon gooseberries, we would suggest your taking prompt action.

Yours truly,
THOS. G. CRANWELL & Co.

* * *

The Spice Market.

Baltimore, Md., July 5, 1907.
Editor "Grocery World."

Dear Sir:—The market is fairly active for the season, with a marked increase in demand for pepper, and in fact, a firmer tone generally for full line of spices.

Pepper.—Increased demand for spot goods, and futures are held at higher prices. This especially applies to foreign markets. There is an indication of a small crop of Lampong. We expect to see prices slowly advance on increased demand.

Cayennes are quiet and practically unchanged, prime Bright Chillies being scarce.

Cloves are firmer and in good demand for spot goods. We do not expect to see lower prices on account of the increasing demand.

Gingers are very steady; demand very good, with an upward tendency in all grades.

Pimento (Allspice) is active and higher. Houses in the island will not offer freely. Crop is reported small and poor, and present indications point to much higher prices.

Mace.—Prime stock is scarce and is in good demand.

Nutmegs.—Large arrivals and full stocks have had the tendency of lowering prices, and future offerings, however, are steady and much higher than present values.

Seeds are practically unchanged during the week, Caraway remaining steady and firm. Poppy very steady and upward tendency; Celery unchanged.

Yours truly,
McCORMICK & Co.

English Consumers Beginning to Overlook Our Meat Scandal.

There have been signs of late in England of a re-establishment of public confidence in American meat products. English newspapers have commented favorably on contracts made by British public authorities with Chicago packers. From time to time, also, paragraphs have appeared about the effective system of Government inspection now established in our packing houses. It is generally allowed throughout England that our meat products meet a "felt want," and 1907 is expected to witness a large increase in consumption.

The "Record" Was Wrong.

Said Twenty-five Federal Food Inspectors Were Working in Philadelphia. Local Office Denies It. No Special Campaign on in Philadelphia.

The Philadelphia "Record" of last Tuesday, July 2d, scattered some consternation among the manufacturing and grocery trade of Philadelphia by an item regarding the operations of the Federal food law, which in part read as follows:—

> Twenty-five pure food inspectors, appointed by Secretary of Agriculture Wilson, have been quietly at work in Philadelphia since early in June, looking up violators of the new Federal pure food and drug law, that became effective on January 1st last, and the rigid enforcement of which began yesterday. The inspectors in this city are under the direct control of Dr. Brinton, who has charge of the food inspection laboratory, No. 134 South Second street.

This is not the case. There have not been twenty-five inspectors working in Philadelphia or anything like that number. The entire number appointed to operate throughout the entire country, as a matter of fact, amounts to very little more than that.

There has been very little work done in Philadelphia under the Federal law up to the present time, although there has been some. No special campaign has been carried on here, however. A "Grocery World" representative called on Dr. Brinton, who is in charge of the local laboratory, during the week, and learned that while some samples have been turned into his office for analysis, but little headway had been made up to date, because of certain upsets that had occurred in the office work. The inspectors at work in Philadelphia, however, are restricted to taking samples from dealers who have purchased goods from manufacturers out of the State. For while they have a legal right to inspect local manufacturing plants, samples taken therefrom, even if found to be adulterated, would not come within the provisions of the Federal law, as there had been no interstate shipment.

Dr. Brinton, in the course of a conversation regarding the operations of the Federal food law, took occasion to say that there had been and was on the part of foreign food manufacturers a very marked effort to comply with the law. This, he said, was shown by his examination of samples of imported products.

The name *Snider* on a bottle of catsup means the standard of excellence and purity. Insist on your grocer supplying you with *Snider's* catsup.

The little round cracker with "Exton" stamped on it. It has been on the market over half a century, and no consumer will use any other oyster cracker if she can get the Exton, because no oyster cracker can take its place in the esteem of those who know the difference between fair and good.

Meat Must Be Kept Covered

So Says Food Commissioner in Supplementary Regulations. As to Ice Cream and Lard Adulteration. Teaching Farmers to Make Vinegar.

During the week Pennsylvania Food Commissioner Foust has issued a number of supplementary regulations for the enforcement of the new State food law. These are as follows:—

SUPPLEMENT NO. 1 to

Rules and regulations prepared by the Dairy and Food Commissioner of Pennsylvania in pursuance of Section 3, of the Act of June 1, 1907.

Rule 8, lard. Rule 9, fruit or nut ice cream. Rule 10, meats and fish.

Rule 8. Lard must contain no ingredient but the pure fat of swine. Any foreign substance will constitute an adulteration and will be treated accordingly.

Rule 9. Fruit or nut ice cream must be true to name and must not contain less than 10 per cent. of butter fat, together with sugar, eggs and a small amount of gelatine, not exceeding three (3) ounces to ten gallons of cream.

The foregoing rule applies where fruit (fresh or canned) or nuts are used for flavoring.

Rule 10. Meats and fish must at all times be kept in a pure, clean and healthful condition.

In the summer season they must be covered or protected from flies and insects by screens or other device, and must be kept at such temperature as will absolutely prevent any decomposition.

Refrigerators and ice boxes for the storage of meats and fish must be kept well iced and clean.

Stores, market houses and all rooms used for the storage or sale of meats and fish must be clean, properly ventilated and kept in a sanitary condition.

Any meat or fish not so cared for will be considered in violation and treated accordingly.

The Commissioner also issued a statement which is destined to offer an incentive for the home production of vinegar. The salient parts of this are as follows:—

> The provisions of the vinegar law are plain. Under it the farmer can safely prepare and sell vinegar made from apple juice in which neither water, or other foreign substances, drugs or acids of any kind have been introduced. The law does not require any percentage of acetic acid in vinegar thus made; it only prohibits the use of water, or other foreign substances, drugs or acids, and requires that the same when sold shall be branded "fermented vinegar made from pure apple juice." If made and labeled in this way, the farmer has a perfect right to sell it to the trade, and the jobber or merchant offering such product for sale, as referred to above, can do so with safety.
>
> This statement is made for the information and benefit of farmers desiring to manufacture vinegar from the fruit raised upon their farms, and it is hoped that the liberal character of the statute will be beneficial.

FOREIGN AND DOMESTIC FRUITS,

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, July 8th. Terms, net 10 days.

First orders must be accompanied by references.

JAMAICA BANANAS.

Jumbo bunches, 10 hands, extra fancy	$2.25	per bunch
Selected, 10 hands,	1.85	per bunch
Selected, 9 hands, packed 2 in crate	1.75	per bunch
Selected, 9 hands, packed in barrels	1.65	per bunch
Selected, 8 hands, packed 1 in crate	1.35	per bunch
Selected, 8 hands, packed 2 in crate	1.25	per bunch
Selected, 8 hands, packed 3 in crate	1.20	per bunch
Selected, 7 hands, packed 1 in crate	1.00	per bunch
Selected, 7 hands, packed 2 in crate	.90	per bunch
Selected, 7 hands, packed 3 in crate	.85	per bunch
Shipped loose in bags, 25 bunches and upwards.		
Selected, 9 hands	1.50	per bunch
Selected, 8 hands	1.15	per bunch
Selected, 7 hands	.80	per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

CALIFORNIA NAVEL ORANGES.

Fancy, 80 size, per box	3.25
Fancy, 96 size, per box	3.50
Fancy, 112 size, per box	4.00
Fancy, 126 size, per box	4.50
Fancy, 150 size, per box	5.00
Fancy, 176-200-216	4.25
Fancy, 250-288	2.50
Extra Choice, 80 size, per box	3.00
Extra Choice, 96 size, per box	3.25
Extra Choice, 112 size, per box	3.85
Extra Choice, 126 size, per box	4.25
Extra Choice, 150 size, per box	4.50
Extra Choice, 176-200-216, per box	4.00
Extra Choice, 250-288, per box	2.50
Budded Seedling, 96-112 size, per box	2.75
Budded Seedling, 126 size, per box	3.50 3.75
Budded Seedling, 150 size, per box	3.50 4.00
Budded Seedling, 176-200-216 size, per box	3.75
Budded Seedling, 250-285 size, per box	

Both oranges and lemons continue scarce and high. Our quotations, however, are for the very best brands, which are bound to please you.

FANCY CALIFORNIA AND MESSINA LEMONS.

Fancy California, 240 size, per box	$4.50
Fancy California, 270 size, per box	5.00
Fancy California, 300-360 size, per box	5.50
Fancy Messina, 300 size, per box	5.00
Fancy Messina, 360 size, per box	5.00
Choice Messina, 300 size, per box	4.50
Choice Messina, 360 size, per box	4.50

INDIAN RIVER FANCY PINEAPPLES.

Havana, Fancy Ripe, 18 size, per crate	4.75
Havana, Fancy Ripe, 24 size, per crate	4.50
Havana, Fancy Ripe, 30 size, per crate	4.00
Havana, Fancy Ripe, 36 size, per crate	3.00
Havana, Fancy Ripe, 42 size, per crate	

COCOANUTS.

Cocoanuts, Best Quality Jamaica, 100 to sack	3.75
Cocoanuts (easy shelling), 80 to sack	
Cocoanuts, Barracon (easy shelling), 1	

FLORIDA GRAPEFRUIT.

Fancy Quality Florida, 36 size, per box	
Fancy Quality Florida, 46 size, per box	
Fancy Quality Florida, 54 size, per box	
Fancy Quality Florida, 64-80 size, per box	

FIGS AND DATES.

Fancy Smyrna, Large Fig, 10-lb. boxes, per box	
Fancy California, 1-lb. packages, per box	
Fancy Fard Dates, 14-lb boxes, per lb	
Fancy Persian Dates, Hallowees, 70-lb. boxes, per lb.	
Fancy Persian Dates, Khadrawee, 70-lb. boxes, per lb.	
Fancy Persian Dates, Sair, 70-lb. boxes, per lb.	

FANCY JERSEY SWEET POTATOES.

Fancy Prime Sweets, barrels	
Choice Prime Sweets, barrels	
Fancy Medium Sweets, barrels	
Fancy Prime Sweets, hampers	

ONIONS.

REGULAR BUSHEL CRATES.

Texas, Strictly Fancy White, per crate	$2.50
Texas, Strictly Fancy Yellow, per crate	2.40
Bermuda, Prime, per crate	2.40

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—The best grocery in a thriving city of 9,000 inhabitants, the most prosperous in Ohio. Owner has cleared $15,000 in the business and wishes to go into timber business in Oregon. Business $2,000 per month, all cash. Amount needed $4,000. An unusual opportunity to pick up fine business. Address Box 416, Jackson, Ohio. 2

FOR SALE—A grocery store in good locality, principally German neighborhood. Stock not large, but fresh and well selected. Will sell at a bargain. Address D. 22, care "Grocery World," Philadelphia. 2

FOR SALE—Cheap, No. 218 Enterprise coffee mill, in good condition. Same as the cut on page 43 of the "Grocery World," issue of June 24, 1907. J. C. Leaman, Lancaster, Pa. 2

FOR SALE—A six-spring delivery wagon in good condition. Will sell cheap. Bauer & Harrison, 620 N. Second street, Philadelphia. 2

FOR SALE—General store in the beautiful town of Myerstown, Lebanon County, Pa. Population 2,500 to 3,000. Stock $10,000. Sales $25,000. Could be increased by live party. Dwelling attached. Reason for selling will be given to anyone meaning business. Corl & Manderback, Myerstown, Pa. 2

BUSINESS OPPORTUNITIES.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

MONEY-MAKING SUBURBAN STORE.

We offer store in clean Philadelphia suburb. Groceries, meats and provisions. Only one other store in place. Size 30 x 60 feet. Does $40,000 per year, half cash. Stock about $1,500. Uses three teams. Everything sold at good profits and clean net profits are 10 per cent. Owner going into other business and will sell at inventory.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

EVERY ONE A GOOD CHANCE.

No. 227.—In West Philadelphia. Does about $12,000 yearly, half cash. Stock, $500. Nets 15 per cent. clear of everything.

Would You Like to Make More Money on Foreign and Domestic FRUIT?

If you would write us, we will tell you what to buy, when to buy and where to buy. We know this business like you do yours, and we expect to make you a customer by showing you how to increase your profits.

If you want to keep posted on the Foreign and Domestic Fruit and Produce Market, write

R. DAETWYLER & CO.

New Market and Callowhill Streets

PHILADELPHIA

Good small house connected. Uses one team. Ill health cause of selling. Cost about $1,300, including team, or inventory.

No. 236.—In best residential district of Norristown, Pa., one of the busiest towns in Eastern Pennsylvania. Store established for twenty years. Does $22,000 to $25,000 yearly on stock of $2,000. Uses one team, but horse not for sale. Nets 10 per cent. Owner going into other business and will sell at inventory. Take about $2,500. Can be greatly increased.

No. 243.—In good residence part of North Philadelphia. Store 16 x 42 feet. Does $14,000 yearly. Stock, $1,200. Good house connected for sale or for rent to good man. Uses one team. Actual net profits range from 8 to 10 per cent. Owner retiring from business and will sell stock at inventory, fixtures, including team, for about $750.

No. 253.—Northeast Philadelphia. Canned goods, butter, eggs and meats. Store 18 x 30 feet. Averages over $300 per week, all cash. Stock about $300 at present, but varies considerably. Uses one team. Good small house connected. This business clears from $25 to $30 per week from one year's end to another. Thoroughly established and profitable. Reason for selling, going into other business.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price inventory.

No. 256.—In Tioga. Store 18 x 30 feet. Does $375 to $400 weekly, half cash, balance weekly payments. Stock about $500. Uses one team. Good house connected. Actual net profits 15 per cent. Owner going in other business and will sell at inventory.

No. 258.—On North Tenth street, Philadelphia. Store 18 x 45. Does $350 per week, two-thirds cash. Stock about $1,000. Net profits 15 per cent. Uses one team. Good dwelling connected. Owner is in other business and cannot give time. Store established for thirty years and is making money. Good chance to handle meats. Price inventory.

No. 262.—In Germantown, Philadelphia. Store 17 x 23 feet, house and stable connected. Does $12,000 yearly, 75 per cent. cash. Net profits 15 per cent. Stock about $800. Real estate for sale or rent as desired. Is retiring from business and will sell at inventory.

No. 263.—In near Philadelphia suburb. Groceries and provisions. Store 40 x 40 feet. Yearly business, $25,000, half cash. Stock carried, $1,500. Net profits 15 per cent. Good dwelling connected. Uses two teams. Business established and prosperous. Good reason for selling. Price, inventory.

No. 266.—In Montgomery County, Pa., just outside Philadelphia. Only store in suburb. Store 30 x 60, with two back rooms, stable and large yard. Does $22,000 yearly, half cash. Stock $4,500. Uses three teams. Post-office in store, paid last year $332. Actual net profits, outside post-office, 8 per cent. Lack of capital cause of selling. Or will take good partner. Price inventory. Fixtures can be rented with store.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 269.—In Chestnut Hill, Philadelphia. Store 15 x 30 feet. Weekly business, $350, two-thirds cash. Stock about $800. Uses one team. Dwelling connected for rent, if wanted. This business nets 15 per cent. clear. Death of partner compels sale. Price inventory.

No. 273.—In West Philadelphia. Groceries and provisions. Does $325 weekly, half cash. Stock carried $1,500. Profits 20 per cent. Uses one team. Dwelling connected. Low expenses make this an unusually profitable business. Family reasons cause of selling. Price inventory.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town.

No. 280.—In Northeast Philadelphia. Does $325 weekly, all cash. Stock only $250. No team used. Actual net profits 10 per cent. Owner is about to go to England and will sell at inventory. Take about $500—for the money we have nothing like it.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 282.—In West Philadelphia. Store 16 x 33 feet. Does $250 weekly, two-thirds cash. Stock about $1,100. Uses one team. Net profits 15 per cent. Bad health necessitates selling. Price, inventory.

No. 283.—In North Philadelphia. Size 36 x 45 feet (double store). Does $450 weekly, two-thirds cash. Stock runs about $1,000. Uses one team. Actual net profits 15 per cent. Good nine-room dwelling. Death in family necessitates selling. Price inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 288.—In West Philadelphia. Store 15 x 27 feet. Does $400 to $425 weekly, all cash. Clears $40 cash every week. Uses one team. Good house connected for sale or rent. Owner has a saloon license and must sell store. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 292.—In Philadelphia suburb. Grocery, ice cream, confectionery, bakery. Store 20 x 35 feet. Does $450 weekly, mostly cash. Stock $600 to $700. Uses one team. Business in splendid shape, but owner cannot give time himself and is unable to get satisfactory manager. Clears $50 weekly and can clear $75. Price inventory, which means about $1,500.

No. 293.—In West Philadelphia. Store 20 x 35 feet. Did $23.000 last year, three-quarters cash. Stock about $1,500. Net profits 14 per cent. Good dwelling connected. Owner going in other business and will sell at inventory.

No. 295.—Near Tioga. Store 20 x 30 feet. Business $425 weekly. Stock $1,200; one team. Nets clear 15 per cent. above everything. Expenses low. Real estate for sale or rent. Owner holds Government position and cannot attend to store. Price inventory. Established by present owner twenty-one years ago.

No. 296.—In best northern residential Philadelphia suburb. General provision store. Opened April 1, 1907, and did $175 the first week. Last week in June, 1907, did $376. Stock about $1,000. Business thoroughly profitable, paying clear above everything $70 per week. Owner has other business and cannot attend. Splendid chance for increasing. Price inventory.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

HELP WANTED.

SALESMAN WANTED—Scotch herring firm, opening branch in New York, requires first-class salesman for Aberdeen canned fish, Scotch and Holland cured herring, Irish and Norway mackerel and some knowledge of German herring trade; only those who have been in the trade need apply. Address Herring, care "Grocery World," Philadelphia. tf

WANTED—Salesman to handle the best jar ever put on the market. Salesmen for manufacturers' agents preferred. Address Kerr Glass Mfg. Co., Portland, Oregon. tf

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

AGENTS WANTED

To Solicit Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as a side line.

A profit of $22.50 on

a gross

That is what you can make by handling

German Fir

the cough cure that is guaranteed. A 25c. bottle free upon request. Write for our advertising offer.

Dilliard Remedy Company
EAST BANGOR, PA.

Here Is a Good Scheme!

Grocers sometimes demonstrate these with fine results. The demonstration shows two things—first, the ease with which beef tea, bouillon or soup is made from these capsules, one of which has simply to be dropped in a cup of hot water; then it shows the delicious, spicy flavor.

You can sell hundreds of boxes, and every one at a profit.

Anker's Bouillon Capsules

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. *NEW YORK*

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

Quaker City Preserve Co.
Philadelphia, Pa.

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.

this
is
"Club Cocktail"
Pineapple
time

Club Cocktail Pineapple is one of the most vigorous sellers Martin Wagner Co. has ever put on the market. Surely you **want** a case.

Tourist Almoco Golden Drip

These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.

Levering Coffee Co.
Baltimore, Md.
Established 1842

"Make a Front"

Good advice though a little slangy

Our printed posters are cheaper than painting them yourself, only 2c. apiece, extra price included, and make the front of your store up-to-date and very greatly increase your trade. Samples for postal.

GROCERS' PRINTING CO.
66 N. Fourth St. Philadelphia

A BAD HITTER

His Bunches and Bruises can be removed quickly without stopping work with

ABSORBINE

This remedy cures Lameness, kills Pain, removes any Soft Bunch without blistering or removing the hair, and pleasant to use. $2.00 per bottle, delivered, or at dealers. **Absorbine, Jr.,** for mankind, $1.00 bottle. Allays inflammation rapidly. Cures strains.

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.

	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.13
No. 1 Rio	.12
No 2 Rio	.10
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ⅛ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb., plain, 2 doz	1 45
Wagner's, 1 lb., tall, 4 doz	.48
Wagner's, 3 lb., plain, 2 doz	.92½
Wagner's, 3 lb., sauce, 2 doz	1.00
Excursion, 3 lb., sauce, 2 doz	85
Saratoga, 2 lb., 2 doz	.50
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.85
Standard Shoepeg, 2 lb., 2 doz	.75
Standard, 2 lb., 2 doz	.70
Belmont Cream, 2 lb., 2 doz	85
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Rowe & Co., extra sifted, 2 doz.	
Johnson Brand, soaked, 2 doz	.60
Little Fellow, 2 lb., 2 doz	1.40
Barnes, 2 lb., 2 doz	1.00
Pin Money, petits pois, 2 doz	1.50
Pin Money, standard early June, 2 doz.	1.10
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.95
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1.00
Little Darling, 2 doz	1.30
Pumpkins—	
3 lb., 2 doz	.85
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.05
1 lb. Pulp, for soup	.45
Succotash—	
2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	1.15
Standard, 3s, 2 doz	1.10
Gallon, ½ doz.	4.00
Fair Quality, 3s.	1.05
2s, 2 doz	.95

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	1.35
Jockey, 1 lb., tall, 4 doz	1.30
Victor, 1 lb., tall, 4 doz	1.00
Argo, 1 lb., tall, 4 doz	1.50
Sockeye, ½ lb, flat, 4 doz	1.25
Crab Meat—	
½ lb., 4 doz	1.00
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	
Beaver, ½ lb., flat, 8 doz	2.80
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz	1.10
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1 00
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Glen Cove, ¼ oil, 100	4 00
¼ Mustard Sardines—	
Gold Label, 100 cans	6 50
Standard, 100 cans	3 50
Ledemey Brand, 100 cans	3.75
¾ Mustard Sardines—	
¾ Crown Mustard, 50 cans	4 00
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 50 cans	3.50
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	15.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
Gilbert, 100 cans	9.00
Le Glitzic, 100 cans	
Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	9 25

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	
Blackberries, 2 lb., 2 doz	.85
Blueberries, 2 lb., 2 doz	1.15
Cherries, 2 lb., 2 doz	.90
Gooseberries, 2 lb., 2 doz	1.00
Pie Peaches, 3 lb., 2 doz	1 15
Pears, 3 lb., 2 doz	1.00
Extra Standard Pineapples, 2 lb., 2 doz	2.15
Grated Pineapples, 2 lb., 2 doz	1.85
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 50
Grated Pie Pineapples, James, 3 lb., 2 doz.	.80
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	.95
Standard Peaches, Rialto, 3 lb., 2 doz	2.25
California Apricots, 2 doz	1 95
California Cherries, 2 doz	
California Peaches, 2½ lb., 2 doz	
Wheeler Peaches, 3 lb., 2 doz	2.00
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	
Evaporated, 1 lb. packages, 4 doz	.10
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.15
Best, 25 lbs	
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.10
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ....per doz.	
Citron—	
American Brand, 10 lb.	.20
American Brand, 25 lb.	
Dates—	
Package, 30 1 lb	.06
Stuffed, 1 lb ....per doz.	
New Prunes—	
40- 50, 25 lbs	.08½
50- 60, 25 lbs	.07¼
60- 70, 25 lbs	06¾
70- 80, 25 lbs	.06¼
80- 90, 25 lbs	.06
90-100, 25 lbs	.05½
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs.	.09
London Layers, clusters, 20 lbs., per box	3.15
London Layers, 20 lbs ....per box	1 85
Seedless Muscatels, 50 lbs	
Seeded, 36 1 lb. packages	13
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	06¾
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.04½
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, 224 lbs	.90
Fine Table, large sack	.85
Kiln Dried	.95
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.58
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2 39
Fine Dairy, 3s, 100 to bbl	2 28
Fine Dairy, 4s, 70 to bbl	2 23
Fine Dairy, 5s, 60 to bbl	2.24
Fine Dairy, 10s, 28 to bbl	1.99
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1 30
Rock Salt ....per cwt.	.90

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	1.85
Lady Washington Beans, about 200 lbs. to bag	1.95
Green Peas, dried, about 165 lbs. to sack	
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¾
Imported Lima Beans, about 90 lbs. to sack	06¾
Split Peas, 210 lbs ....per bbl.	7 00
Less quantity	.03¾
Lentils, about 100 lbs. to sack	.09½

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.43
Kingsland, N. O.	.32
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.29
Gold Medal	.30
King Syrup	.30
No. 12 Syrup	.18
No. 6 Amber Syrup	.27
California Amber Drips, 2 lb cans, 2 doz.	1.75
California Amber Drips, 2½ lb. cans	2.00
California Amber Drips, 3 lb. cans, 2 doz.	2.30
California Amber Drips, ½ gal. cans, 1 doz.	1 95

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5 85
Powdered	5.36
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.75
Fine Granulated, 100 lb. sacks	4.75
Confectioners' A	4.70
No. 1. A	4.65
Light Yellow	4 30
Fine Granulated, 2 lb. bags	5 05
Fine Granulated, 5 lb. bags	4 95

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Item	Price
Porto Rico Molasses—	Per gal.
Fancy, barrels	.40@.45
Choice, barrels	.38
Good, barrels	.26@.30
Fancy, quart jars, per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@.35
Ordinary	.22
Blended, fancy	.34
Blended, choice	.30
Blended, good	.28
2-lb tins, 3 dozen, per case,	2.80
Quarts, 2 dozen, per case,	2.80
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.28@.30
Tins, 2-lb., 2 dozen, per case,	1.95
Tins, 2½-lb., 2 dozen, per case,	2.25
Tins, 3-lb., 2 dozen, per case,	2.50
Tins, 5-lb., 1 dozen, per case,	2.25

SALT FISH.

Item	Price
Mackerel—	Per bbl.
Extra Shore Bloaters, count 100@110	
Extra Shore 1s, couut 110@115	
Medium Irish 2s, count 350@400	18.00
Norway, count 400@450	
Norway, count 300@350	
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	
Bloaters, Cromarty, 100s	

TEAS.

Item	Price
Gnnpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
mperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.12@.18
Superior to fine	.22@.30
xtra fine to finest	.35@.40
noicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	.16@.20
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.20@.25
Basket-fired—Superior to fine	.28@.30
Baskct-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	.08@.10
ng—	
mon to fair	.13@.15
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
ouchong—	
Common to fair	.14@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Item	Price
'ava—Mandheling—Fancy brown	.34
Old Government—Best	.27
Old Government—Choice	.25
Old Government—Prime	.23
Old Government—Good	.21
Imitation	.20
African	.20
Mocha—	
Genuine Arabian	.23
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Item	Price
Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Item	Price
Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia bnds	.30
Cinnamon, Mats	.10½
Cinnamon, Twaio	.17
Cinnamon, Ceylon	.21@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.80
Cloves, Zanzibar	.19@.20
Cloves, Amboyna	.22
Cloves, Penang	.30@.35
Ginger, African	.08
Ginger, Jamaica, bleached	18½@ 20
Ginger Jamaica, unbleacned	.17@.19
Ginger, Calcutta	.08
Nutmegs, 75–80s	.25@ 35
Nutmegs, 105–110s	.18@.20
Nutmegs, 130–140s	.15@.18
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.39½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Item	Price
Asparagus—	Per doz.
Extra white 2½s, unpeeled Calif.	
Standard white 2½s, Calif.	
Tips, green, 1s	
Tips, white, California, 1s	
Beans, Baked—	
Standard, plain 1s	.42½
Standard, plain or sance, 2s	.50@ .60
Standard, plain or sance, 3s	.70@ .85
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.50@1.60
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.60
Extra standard 2s	1.15@1.25
Standard	.90@1.10
Soaked	.60@ .80
Beans, Stringless—	
Fancy 2s	1.90@2.50
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1.00@1 10
Fancy New York 2s	.90@1.00
Staudard New York 2s	.75
Maryland 2s, Maine Style	.65@ .70
Other standard grades 2s	.60
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.40@1.75
Sifted 2s	1.30@1.35

—3—

Item	Price
Telephone 2s	
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.15@1.20
Soaked 2s	.50@ .65
Succotash—	
Extra fancy Maine 2s	1.25
Fancy Maine 2s	1.00@1.10
Extra standard 2s	.75@ .90
Pumpkin—	
Fancy, 3s	.85@1.15
Fancy, gallons	2.75
Squash—	
Fancy 3s	1.15
Tomatoes—	
5½-in. cans, fancy New Jersey	1.50
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.95@1.00
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	3.65
Quarts, glass jars	2.75
Beets—	
Fancy Strawberry 3s	1.50@1.75
Cut 3s	1.00@1.10
Sweet Potatoes 3s	.90@1.00
Sauer Krant 3s	.80@1.10
Spinach—	
Standard Maryland 3s	1.45@1.50
Fancy New Jersey 3s	1.50@1.75
Gallons	4.50

FRUITS.

CALIFORNIA.

Item	Price
Apricots—	Per doz.
Fancy 3s	3.40
Extra 2½s	2 50
Extra standard 2½s	2.10
Standard 2½s	
Gallons	
Cherries—	
Extra White 3s	4.00
Extra White 2½s	3.20
Extra standard White 2½s	
Standard White 2½s	2.40
Standard gallons	9.00
Bartlett Pears—	
Extra 3s	3.25
Extra 2½s	2.65
Extra standard 2½s	2.10
Fancy 3s	2.30@2.40
Standard 2½s	2.10@2.20
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	1.60
Standard 2½s	1.40
Gallons	4.50@5.50
Peaches, L. C.—	
Extra 3s	3.25
Extra standard 2½s	2.65
Peaches, Crawford—	
Fancy 3s	3.10
Extra standard 2½s	1.95

EASTERN.

Item	Price
Pears—	
Choice New York 2s	1.50
Choice New York State 2½s	2.60
Standard 2s	1.25
Pineapples—	
Sliced or grated 2s	2.00@2.20
Sliced or grated 1s	1.00@1.10
Pie, grated, gallons	2.50
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	2.50
Strawberries—	
2s, fancy	2.50
2s, extra	
Raspberries—	
Red, fancy, 2s	1.80
Standard 2s	1.10

FISH.

Item	Price
Lobster—	
Flat 1s	
Flat ½s	
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.00
Medium Red	1.10
Red 1s	1.10@1.15
Columbia River Chinook Salmon—	
Flat ½s	1.20@1.25
Tall 1s	1.75
Flat 1s	2.00
Oval 1s (steaks)	2.75
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Item	Price
Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.13
Smyrna Sult., fancy, 6 cr., 30 lbs	
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	.12

—4—

Item	Price
Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	
California, 4 cr., 50 lbs	
California, 3 cr., 50 lbs	.10
California, 2 cr., 50 lbs	
Figs—	
Baskets, 1 lb. and 2 lb	.15 @.18
Layers, 2¾-in., 10 lbs	.09
2½-in., 12 lbs	
2¼-in., 12 lbs	
2-in., 12 lbs	.08
Currants—	
Fancy, 1-lb. cartons	.10½
Cleaned, 1-lb. cartons, choice	.09¾
Bulk, choice, 50 lbs	.09
Natural, choice	.08
Citron—	
According to quality	.17 @.20
Lemon Peel—	
According to quality	.11 @.12
Orange Peel—	
According to quality	.11½@.12½
Fard Dates—	
60 lbs., bulk	.06 @.07
1-lb. pkgs., 30-lb. case	.09
Persian Dates—	
60 lbs	.03½@.05
Prnnes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.10½
40x50, choice	.09
50x60, choice	.07¾
60x70, choice	.07½
70x80, choice	.06
Choice. 50-lb. box—	
60x70, .06¾; 80x 90	
70x80, .06¼; 90x100	.05½
Prunes in cartons—	
Fancy 40x 50	.11
50x 60	.10
60x 70	.09½
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	
40x50	
Apples—	
Fancy, 50 lbs.	.10½
Fancy, 1-lb cartons	
Prime, 50 lbs.	.09
Choice, 1-lb. cartons	.10¼
Peaches—	
Fancy, peeled, 25 lbs.	.24
Unpeeled, fancy, 25 lbs.	.14
Extra Choice Mnir	
Apricots—	
Royal, extra fancy, 25 lbs	.24
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.22
Royal, choice, 25 lbs	

NUTS.

Item	Price
Almonds—	
Jordan, shelled, large, 28 lbs	@.60
Valencia, 28 lbs	.36 @.43
Flot, shelled	
In shells—	
California P. S., 80 lbs	.25
French Princess	
Tarragona, 120 lbs	.16
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.10
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.16 @.19
Louisiana Paper Shell	
Walnuts—	
California Hard Shell, No. 1	
Grenoble, 220 lbs	
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.17
Extra choice, boxes, 25 lbs	.13½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Item	Price
Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@18.00
French quarters, boneless	
French quarters, with bones	14.50@18.00
High quarters, boneless	24.50
Halves, boneless	15.00@38.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ⅛s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@18.00
String Beans, according to qual	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.	.06@ .09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Column.
Cheese	27
Compound Lard	44
Butter Dishes	62

DECLINES.

Column.

ADDITIONS.

	Column.
Clicquot Club Beverages	53

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Peaze	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammunition	4
Axle Grease	5
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	5
Barley	29
Baskets	62
Bath Brick	59
Beans	29
Blacking, Shoe	6
Bluing	6
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	28
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	15
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Pudding	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	60
Tacks	59
Tapioca	30
Tar	48
Teas	1
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

Confectioners' Lozenge	5.25
" Powdered	5.25
" Crown A	5.45
" Crystal A	5.10
" Coarse Granulated	5.35
Eagle Tablets	6.38½
Crystal Dominoes	7.48½
Cut Loaf	5.88⅛
Patent Cubes	5.35
Powdered	5.20
Extra Fine Granulated	5.20
Coarse Granulated	5.20
Granulated	5.10
Fine Granulated	5.10
" in 50-lb. bags packed 2 in 100-lb. bag	5.15
" in 25-lb. bags packed 4 in 100-lb. bag	5.15
" in 10-lb. bags packed 10 in 100-lb. bag	5.25
" in 5-lb. bags packed in bbls	5.30
" in 5-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. bags packed in bbls	5.40
" in 2-lb. bags packed in 100-lb. bags	5.40
" in 2-lb. cartons in cases	5.30
" in 2-lb. paper packages in cases	5.30
Confectioners' A	4.90
—Keystone A	4.85
—American A	4.80
—Centennial A	4.75
—California A	4.70
—Franklin B	4.65
—Keystone B	4.60
—American B	4.55
—Centennial B	4.50
—California B	4.45
—Franklin Extra C	4.40
—Keystone Extra C	4.35
—American Extra C	4.30
—Centennial Extra C	4.25
—California Extra C	4.25
—Franklin C	4.25
—Keystone C	4.25

TEA.

	Per lb.
Japans—Basket-fired	18 @ 35
Japans—Pan-fired—Common to Fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
Formosa—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
Foochow—Common, cargo	13 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
Gunpowder—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

Moyune—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
Imperial—Superior to fine	15 @ 20
Choice to extra	22 @ 25
Choicest	30 @ 35
Young Hyson—Superior to fine	13 @ 20
Choice to extra	28 @ 30
Choicest	35 @ 40
India—Common to Fine	17 @ 38
Ceylon—Common to Fine	17 @ 40
English Breakfast—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

	In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1	.45	.47
" " " 2	.40	.42
" " " 3	.35	.37
Black and Green, " 1	.45	
" " " 2	.40	
English Breakfast, " 1	.45	
" " " 2	.40	
Formosa Oolong, " 1	.45	
" " " 2	.40	

Counter box, 30 ten cent tins, only packed in No. 1 quality, $2.00

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, " "	.60
Ex. Gold, " "	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), "	.50
Formosa and Oolong, "	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades ... per doz.	.90

Carlcol Blend, Martindale & Co.:— Per lb.

5-lb. Silver Sacks	.22
1-lb. "	.22½
½-lb. "	.23
¼-lb. "	.23½
⅛-lb. "	.25

Spring Garden Tea—

100 lb. barrels ... per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

McCormick & Co's, Banquet Brand— Per doz.

No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

—3—

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz., per doz.	.85
" " " quarts, 1 " "	1.40
" " " " 3 " "	1.40
" " " ½ gals. 1 " per bbl.	2.50
Colburn's, 16 oz., 2 doz. ... per doz.	.75
" quarts, 1 " "	.90
" " 3 " "	.90
" ½ gals. 1 " ... per bbl.	1.80
Violet, pints, 2 doz. ... per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross ... per gross	9.25
Mica, ¼ gross "	8.40
Peerless, ¼ gross "	4.40

BAKING POWDER. Per Doz

Davis' O. K., ¼-lb., 4 doz. ... per doz.	.45
" ½-lb., 3 " "	.90
" 1-lb., 2 " "	1.65
" 5-lb., ½ " "	7.20
Cleveland's, 10-c. size, 4 doz. ... per doz.	.84
" ¼-lb., 4 " "	1.23
" ½-lb., 2 " "	2.28
" 1-lb., 1 "	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
" ½- " 2 doz. cases	.90
" 1- " 1 "	1.65
" 5- " 6 cans in case ... per lb.	.22
Sea Gull, 6 oz., glass, 4 doz.	45
Parrot and Monkey, 4 doz.	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass, 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl. ... per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz. ... per doz.	.45
10c.-can, 4 doz. in box "	.90
½-lb. cans, 2 doz. in case "	1.25
1-lb. cans, 1 doz. in case "	2.50
Royal, 10c. size, 4 doz.	.86
" ¼ lb., 4 doz.	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1 lb. cans, per doz.	2.25
" " " ½ lb. " " "	1.25
Sea Foam Baking Powder—	
¼ lb., 4 doz. in case	.95
½ lb., 2 doz. in case	1.75
1 lb., 1 doz. in case	3.40
5 lb., ½ doz. in case	16.50

—4—

Boston Brand, 5 lb. size, ½ doz. case ... per doz.	12.00
" 1 " 1 " ... "	2.50
" ½ " 2 " ... "	.55
" ¼ " 3 " ... "	.75
Purity Brand 5 " ½ " ... "	6.00
" 1 " 1 " ... "	1.50
" " 3 " ... "	.80
" ¼ " 3 " ... "	.45

BLACKING—Shoe. Per Gross.

Shinola ... per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free ... per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz. ... per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M. ... per ½ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ½ gross	2.25
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.60
" " 5, "	7.65
T. M. French ... per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz.	1.15
Bixby's Royal Polish, 1 doz.	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz.	.82½
Browns, Army and Navy, 1 doz.	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co.—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos, Choice	@.09
" Fancy	.09½@.10
Maracaibo, Strictly Fancy	.11¼@.11½
" Choice	@.11
Washed Caracas, Fancy	.12½@.13
Java, Extra Fancy Old Government	@.18½
" Extra Fancy	@.18
" Fancy	@.16½
Mocha, ½ and ¼ bales, genuine, finest..	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Fancy Golden	@.13
" Prime	@.11½
" Choice	@.10
Santos, Choice	@.12½
" Fancy	@.13
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14
" Fancy	@.14½
" Extra Fancy	@.15
Java, Extra Fancy Old Government	@.23
" Fancy	@.22
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.18½
Eureka	.15½
Leader	.18
Jap	.13
Special, No. 6	.12½
Special Drive	.12

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Arioza	15¼	15 35/100
Lion	13⅛	13¼
B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins,		.26
Saindo, lbs	.20	
" 50-lb. tins	.19	
" barrels	.18	
Viv, lbs	.16	
" 50-lb. tins	.15	
" barrels	.14	

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20
Packed in 30 and 60 pound cases.	
German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18
Tumbala, 60 or 100 1-lb. cartons	.16
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, M. & J. Blend, 40 or 60 1 lb. tins...	.27½
Tourist, M. & J. Blend, 24 or 30 3 lb. tins...	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.15
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box per box	3.90
12 tins in box per carton	.95
2 lb. tins per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04⅜
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Gun Caps, E. B per M	.60
Gun Caps, musket per M	.65
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB. bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz.	5.20
Sawyer's, No. 1, 6 doz.	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz.	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz.	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.26
" First, "	.25
" Second, "	.24
" Third, "	.23
" Imitation, 30–60 lbs	.21–.22
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.27
Ladles, 30–60 lbs., bakers' use	.20
Print Butter:—	
Star or S. D. brands, 1 lb., 20–50-lb. bxs.	.30
B. B., E. D. brands, 20–50-lb. boxes	.29
J. J., C. V., Gilt Edge, Gold Medal, 20–50-lb. boxes	.28
Sheaf ("400") Elgin, 20–50-lb. boxes	.27
Sheaf	.24–.26

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.11½
" 16's, "	.12½
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	09¾
Bright Light, " " per box	2 35
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, 2-lb. cartons, size 6 x 1½, per lb.	
Martha Washington, long 12s per lb.	

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints per gross	4.35
Mason's, quarts per gross	4.60
Mason's, half-gallons per gross	6.50

—8—

Jelly Tumblers—	
Barrels, 22 doz per doz. (No charge for barrels.)	.15½
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.85
Mason's Caps and Rubbers, ½ gro., "	2.10
Jar Rubbers—	
Lip, wide per gross	.95
Acme, wide, 1 doz. cartons per lb.	.45
" medium, 1 doz. cartons "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Autumn brand, Sweet Marjoram per doz.	.25
" Sage "	.25
" Thyme "	.25
" Savory "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory per case	1.00
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—	
½-lb. cartons, 1 doz per doz.	.40
¼-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 doz per doz.	.90
¼-lb. square cans, 2 doz "	.80

CANNED GOODS.

	Per Doz.
Tomatoes—	
Mrs. Lippincott's Frying	1.50
Frying, Good Luck Brand	1.25
DuBois' Frying	1.30
Clover Brand, No. 3, Extra Fancy Jersey...	1.12½
Jersey King, No. 3, Standard Jersey	1.10
Rio Grande, fancy, Jersey	1 12½
Silver Lake, fancy, Jersey	1.25
Lima Beans—	
Tinsley's, extra small	1.35
Turkey, fancy, Jersey	1 10
Silver Lake	1.05
Boyer's, Fancy	
Oxford, Maine packed	.87
Lanfair, 2s	.65
String Beans—	
Red Jacket, extra small	1.55
Cloister, fancy N. Y	1.45

Send for a Sample

Of the finest tea ever produced for the money—Spring Garden. When you have tasted it you will realize instantly that you can sell it for 60c. per lb., and you will wonder how we can afford to sell it to you at these prices:

In 100-lb. Barrels	18	cents per lb. net
In 5-lb. Silver Bags	19	cents per lb. net
In 1-lb. Silver Bags	19½	cents per lb. net
In ½-lb. Silver Bags	20	cents per lb. net
In ¼-lb. Silver Bags	21	cents per lb. net

(Packed in cases containing 100 Pounds)

Thomas Martindale & Co., Philadelphia, Pa.

WE HAVE THE BEST OF REASONS FOR TALKING ABOUT IT

We make a point of exploiting the fact that you will find "The Bottom as Good as the Top" in **Apelpi Evaporated Apples**, simply because usually the top is very much better than the bottom. We pride ourselves on this particular brand, have built up a big demand for it on its quality alone—you can do the same thing.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON Distributers — **28 So. Front Street** Philadelphia, Pa.

Tell Your Customers They Needn't Be Bothered by Bugs

The famous Egyptian Deodorizer is put up in little boxes containing a dozen cylinders and a little stand to hold them. One of these cylinders placed in the stand and lit will diffuse a most delightful fragrance throughout a house, driving away mosquitoes, flies, moths and other insects, making the atmosphere hygienically pure and sanitary. Make a pyramid of a case of Egyptian Deodorizers, light one, and every customer you have will buy. Universal coupons packed in every case for the dealer.

PAUL MANUFACTURING CO. : BOSTON, MASS.

—9—

Boyer's, 2s	
M. & B., 3s	
M. & B., No. 2	
White Wax Beans—	
Acorn	
Compass, No. 10, 1 doz	3.00
Baked Beans—	
B. & M., No. 3	1.35
B. & M., No 3, tomato sauce	1.55
Campbell's, No. 2, plain	.87½
Campbell's, No. 2, sauce	.87½
Oxford, No. 3	.90
Narragansett, No. 2, tomato sauce	.97½
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.77½
Moore & Brady, No. 3, sauce	.82½
Moore & Brady, No. 1, picnic size, plain	.35
Moore & Brady, No. 1, picnic size, sauce	.37½
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	.92½
Martin Wagner Co., No. 3, tomato sauce	1.00
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.47½
Schimmel's, No. 1, sauce	.50
Schimmel's, No. 2, sauce	.87½
Schimmel's, No. 2, plain	.82½
Bunker Hill, No. 3, plain	.75
Bunker Hill, No. 3, tomato sauce	.77½
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.85
Martin Wagner's, No. 2, 2 doz	.80
Van Camp's, No. 2, 2 doz. per doz.	.82½
Victory brand, No. 1, 4 doz. per doz.	.45
Corn—	
Kornlet	1.60
American Beauty, extra fancy, Shoe Peg	85
Cream of Susquehanna	.95
Baker's, G. W., whole grain	82½
Rival Blue, fancy, York State, crushed	.85
Shoe Peg, Susquehanna	.80
Shoe Peg, Osborn's	.72½
Mark, crushed	.70

—10—

Peas—	
French, Extra Fins, 100 cans, per case	16.25
French, Tres. Fins, 100 cans, per case	14.75
French, Fins, 100 cans	13.75
French, Moyens, 100 cans	13.50
Belle Rose, Fancy N. Y. State Sifted, Little Champions	1.50
Bell Rose Sifted Sweet Wrinkled	1.30
Honey Bee, Early June	
Little Nell's, Baltimore	.65
Beets—	
Red Jacket, No. 3, small	1.45
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
McMurray's Mountain	.80
Spinach—	
Booth's, No. 3	1.30
Farren's, No. 3	1.40
Farren's, No. 10	4.25
Sweet Potatoes—	
Plantation, No. 3	.92½
Delaware, 3-lb., 2 doz	.95
Pumpkin—	
Catawba brand, extra fancy, N. Y. State, No. 3	.85
M. & W., Dog Head, No. 3	.80
Andrews & Co., No. 2	.47½
Asparagus—	
Del Monte, mammoth, No. 2½	4.25
Oak, large, No. 2½	4.50
El Rio, medium, No. 2½	3.35
Sovereign, large, round, 2 doz	2.75

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra standard	2.00
San Antone, standard	1.70
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Bartlett, standard	2 25
Cherries—	
Extra quality, 2½s	3.50
Extra standard, 2½	3.40
Standard, 2½	3.30

—11—

Peaches—	
Extra standard, lemon clings, 2½s	2.65
Extra standard, sliced lemon clings, 2½s	2.65
Extra standard, sliced lemon clings, 1 lb., 4 doz	1.45
Prize Medal, lemon clings, No. 10, 1 doz	7.75
Express, yellows, 2½s	
Plums—	
Extra standard egg	1.50
Extra standard green gage	
Standard egg	
Standard gage	

DOMESTIC CANNED FRUIT.

Apples—	
Derby, No. 10, 1 doz	2.75
Pride of Shenandoah, No. 3, 2 doz	.95
Spring Garden, fancy, 3s, 2 doz	.80
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	
Blueberries—	
Main, No. 2	
Main, No. 10	
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	
Peaches—	
Calumet, yellow, light syrup	1.65
Maryland, Leader, yellows	1.55
Terrapin, No. 3	1.05
Pears—	
Matchless, extra fancy, No. 2	1.40
Raspberries—	
Mikado, red, fancy, N. Y. State, preserved, No. 2	1.25
Rhubarb—	
Silver Lake, No. 3	
Strawberries—	
Silver Lake, No. 2	
M. & W., No. 1	
Terrapin, standard, No. 2	
Pine-apple—	
M. & B., India River, E. & C., No. 2	1.55
Wagner's, E. & C., No. 2	1.45
Singapore, chunks, No. 1½, 4 doz	1.20
Singapore, cubes, No. 1½, 4 doz	1.15
Wagner's, No. 1, cocktail, 2 doz	.95
James, No. 3, pie, grated	.75

—12—

The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.	
Tan Chop Hin, ¾-lb. chunks.........per doz.	.80
" 1 " " "	.87½
" 1½ " " "	1.17½
" 1¾ " sliced "	1.35
" 1¾ " grated "	1.35
" 2½ " whole "	1.85
Packed in their own juice:—	
1½-lb. chunks, extra heavy syrup...per doz.	1.45
1¾ " sliced "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz.
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	.95
Star, No. 1, 4 doz	.97½
Lobster—	
B. & M., No. ¾, flat, 4 doz	
B. & M., No. 1, flat, 4 doz	4.15
Star brand, No. ¼, flat, 4 doz	1.30
Star brand, No. 1, tall, 4 doz	3.65
Star brand, No. 1, flat, 4 doz	4.15
Shrimps—	
Barataria Canning Co., new, No. 1, 2 doz	1.10
Lopez & Dukate (Barataria), new, pickled, No. 1, 2 doz	1.05
Mackerel—	
Pickert's, soused, No. 3, 2 doz	3.20
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.60
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.07½
Boyer's, No. 2, 2 doz	2.00
M. & B., No. 1, 2 doz	1.05
Stewart's, No. 2, 2 doz	2.00
Stewart's, No. 1, 2 doz	1.00
Victory, No. 1 doz	1.02½
Kippered Herring—	
Maconache's, 2 doz., plain	1.45
Salmon—	
Cook's, Holly, Colorado River, No. 1, oval	2.55
Cook's, Holly, Colorado River, No. 1, tall	1.75
Cook's, Holly, Colorado River, No. ½, flat	1.15
Hapgood's, No. 1, tall, 4 doz	1.85
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
No. ½, flat, 4 doz	1.20
Rising, light, fancy, red, No. 1. tall	1.15
Humes, Karluk, No. 1, tall, 4 doz	1.20

Ritter's Guaranty

In compliance with the rules and regulations for the enforcement of the Food and Drugs Act published by the Commission appointed for this purpose, we have filed a guaranty covering all our products with the Agricultural Department in Washington under the serial number 1017.

In the future all our products will be labeled in accordance with Regulation Nine as follows: *Guaranteed under the Food and Drugs Act, June 30, 1906, No. 1017.*

This guaranty is sufficient and covers every sale we make and no individual guaranties are necessary.

It has always been our aim to manufacture pure and wholesome food, to comply with existing laws and to protect all who buy our products, and we shall carry out this principle in the future.

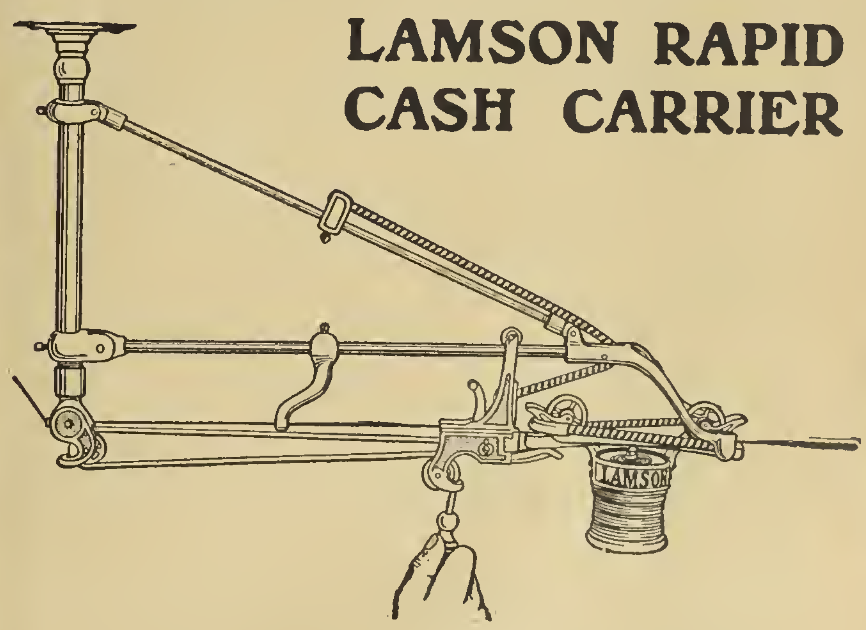
We hope to deserve your continued confidence and patronage.

Philip J. Ritter Conserve Co.

PHILADELPHIA, PA.

Fruit Butters — Preserved Fruits — Fruit Syrups
Cranberry Sauce — Catsup — Honey
Mince Meat — Chili Sauce — Mustard
Jellies — Salad Oil — Baked Beans
Jams — Crushed Fruits — Soups
Canned Fruits — Canned Vegetables

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.27½
Leader, fancy, red, No. 1, tall	1.22½
Defender, medium, red, Alaska, No. 1, tall	1.10

Plain.

La Champagne, ¼'s, key	25 00
" ¼'s, key	17.00
Lucullus, ¼'s	13.00
C. Morel, ¼'s	10.00

SARDINES—Boneless.

Le Marchand, ¼'s	
La Champagne, ¼'s, key	
Cadean, ¼'s, key	25.00
Imported—	
French,	
¼2, Martels	9.40
½2, Martels	13.50
Morel, ½2, boneless	17.50
¼s, Aurora, smoked	8.25
Mustard—	
¼s, Irma, 100 cans	3.42½
¼s, Eureka, key, 100 cans	3.27½
¾s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3 00
¾s, Underwood's, 50 cans	3.95
¾s, Irma, 50 cans	3.25
¾s, Harbor, 50 cans	3.35
¾s, Booth's, extra, in cartons, 50 cans	2.70
¾s, Continental, key, 48 cans	2.60
¾s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.67½
¼s, Continental, key, 100 cans	3.37½
¼s, Le Baron, 100 cans	3.12½
¼s, Imperial, 100 cans	
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.20
" " with key, No. 2, 1 doz	2.25
Fairbank's, with key, No. 1, 2 doz	1.15
" with key, No. 2, 1 doz	2.15
" with key, No. 6, 1 doz	7.65
" with key, No. 14, ½ doz	16.50
Libby's, with key, No. 1, 2 doz	1.20
" with key, No. 2, 1 doz	2.20

Chipped Dried Beef.

No. 1, 2 doz	1.85
No. ½, 2 doz	1.05
Glass, No. ½, 2 doz	1.45
Glass, No. 1, 2 doz	2.35
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.72½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.55

—14—

Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.12½
Fairbank's, No. 2, 1 doz	2.15
Armour's, No. 1, 2 doz	1.22½
Armour's, No. 2, 1 doz	2.25
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.05
Kingan's, No. 2, 1 doz	2.05

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.50
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.40
Libby's, No. ½, 4 doz	.70

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.82½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—

	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3 25

Potted Meats.

Curtice Brothers, "Blue Label"—

	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2 25
Tongue	1.25	2 25
Chicken	1.95	3.00
Turkey	1 95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's:—	
No. 1 cans, 4 doz. to case, straight or assorted, all kinds except Tomato per doz.	.87½
No. 1 cans, 4 doz. to case, assortment No. 1 containing 8 cans Tomato " "	.87½
No. 1 cans, 4 doz. to case, Tomato " "	.95
No. 8 cans, 24 to case, all kinds except Tomato " "	2.50
No. 8 cans, 24 to case, Tomato " "	2.65
Gallon cans, 6 to case, all kinds except Tomato " "	7.75
Gallon cans, 6 to case, Tomato " "	8.25

Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08¾
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09¾
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.09½
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.10
I X L Assorted Chocolate	"	.11½
King B Assorted Chocolate	"	.12½
No. 1 Fine Assorted Chocolate	"	.15½
Nonpariel Drops	"	.10½
Chocolate Covered Caramels	"	.11
Dairy Chocolate Chips	25-lb. pails	.15½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.16½
Cream Cocoanut Balls	28-lb. pails	.09½
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.07½
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Losengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.11½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

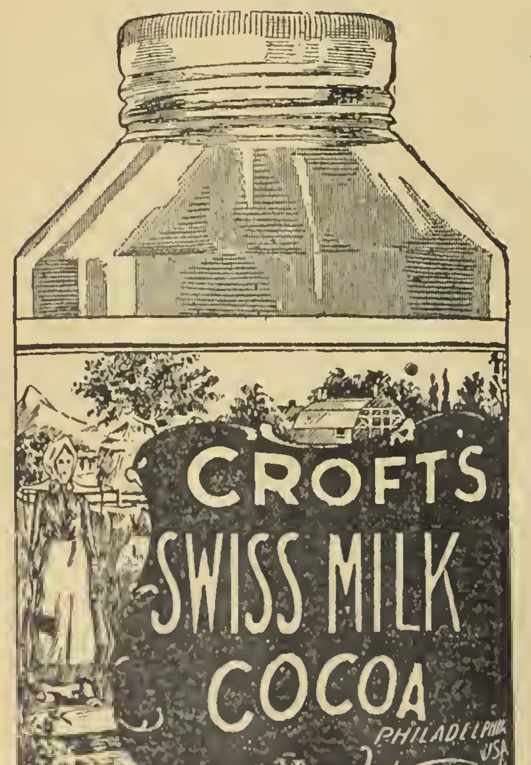
CATSUP.

	Per Doz.
Beef Steak Catsup, half-pints, 2 doz	1.10
" " pints, "	2.00
Waldorf, medium, 12 oz., screw top, 2 doz	.87½
Snider's Catsup:—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate per jug	.85

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—	Per Case.
Small, 25 bottles in case	2.75
Medium, 25 bottles in case	4.25
Large, 12 bottles in case	3.25

How to Make Other Cocoas as Good as Ours



Take the average cocoa on the market and carry it through another process or two, and you may have an article about as good as **Croft's Swiss Milk Cocoa.**

The trouble is that other manufacturers will not use that "other process or two," because of its cost. They prefer to send out their product half made, as it were—containing indigestible and ill-tasting ingredients which should have been eliminated—so that they can save a little on the cost of making.

Croft's Swiss Milk Cocoa has everything taken out that should be taken out, and for that reason, among others, it has the smoothest, finest flavor of any cocoa made.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. *Philadelphia PENNSYLVANIA*

McCaskey Multiplex Order Books!

The FAMOUS MULTIPLEX DUPLICATING COUNTER PADS and ORDER BOOKS are the QUICKEST and most CONVENIENT Books ever made.

Every other Sheet has a Carbon Back.
No Loose Carbons to bother with.
Every Copy a Good ONE.

—x—

DUPLICATES or TRIPLICATES
TWO Copies or THREE COPIES

If you want good Pads, get the MULTIPLEX.

If you want a COMPLETE UP-to-DATE System for handling your Accounts, the McCASKEY ACCOUNT REGISTER SYSTEM is I-T.

Write us for Free Samples and Catalog.

THE McCASKEY REGISTER CO., 30 Rush St., Alliance, Ohio

New York Office: 140 West Forty-second St., G. M. Orton., Mgr.
New Jersey Office, 15 Clinton St., Newark.

C. T. Baxter, Dist. Mgr. for Maryland and Eastern Penna. and Delaware. Office at 406 Central Trust Bldg., Cor. Market and 4th Streets, Philadelphia, Pa.

J. D. Lasley, Dist. Mgr. for Virginia, North and South Carolina and District of Columbia. Office at Room 15 Central Nat'l Bank Bldg., Washington, D. C.

AGENCIES IN ALL PRINCIPAL CITIES

—17—

Campbell's Beefsteak Tomato Ketchup:—
- ½ pints, 24 bottles to case ... 1.10
- Pints, 24 bottles to case ... 2.00

Campbell's Tomato Ketchup:—
- Pint bottles, 24 to case, per doz ... 1.40
- ½-pint bottles, 24 to case, per doz ... .90

Campbell's Chili Sauce:—
- Pints, 2 doz. to case ... 1.40
- ½ pints, 2 doz. to case ... .90
- Asst. Condiments, 2 doz. to case, per doz... .90

CHOCOLATE AND COCOA.

Walter Baker & Co's:— Per lb.
- Premium, 12 to 25 lbs ... .30
- Caracas, sweet, 6 lbs ... .32
- German, sweet, 6 to 12 lbs ... .22
- Auto, sweet, 6 lbs ... .32
- Cocoa, ¼-lb. cans, 12 lbs. in box ... .37
- Cocoa, ½-lb. tins, 12 lbs ... .37

W. H. Baker s:—
- Best Cocoa, ½-lb. size ... per lb. .36
- " 1-lb. " ... " .38
- Premium Chocolate, ½s, 12 lbs ... .30
- " ¼s. 12 lbs ... .31
- Best Sweet Chocolate, ¼s ... .21
- Best Sweet Chocolate, 1-5s. ... .21
- Vanilla Sweet Chocolate, ⅛s ... .29

Hershey's—
- Vanilla Sweet, ⅙s, 6 lb ... per box 1.55
- Swiss Milk, ⅙s, 6 lb ... " 1.45

Cocoa, Epp's, ¼-lb. tins, 7 lbs ... .42
- " Van Houten's, 6-lb. boxes, 1-lb. tins, per tin, .72
- " " 6-lb. boxes, ½-lb. tins, per tin, .37½
- " " 6-lb. boxes, ¼-lb. tins, per tin, .19
- " Huyler's, ½s, 6 lb ... .43
- " " ¼s, 6 lb ... .45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—

		Per can.	Per doz.
¼-lb. round cans		.18	2.15
½-lb.	"	.28	3.36
1-lb.	"	.55	6.60
1½-oz.	" 50 cans in case	.07	
			Per lb.
5-lb.	"	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—
- Milk Chocolate, 6 to lb ... .45
- Queen, 4 to lb ... .42
- Sweet Vanilla, 4 to lb ... .28
- " 8 to lb ... .28
- Plain Cooking Chocolate, ½-lb. cakes ... .32

Blooker's Cocoa Powder—
- ¼-lb. tins, 2 doz. in box ... per doz. 1.88
- ½-lb. tins, 2 doz. in box ... " 3.50
- 1-lb. tins, 1 doz. in box ... " 6.50
- 5-lb. tins, 1 doz. in case ... per lb. .52
- 10-lb. bags, 1 doz. in case ... " .50

—18—

Wilbur's Cocoa—
- Breakfast, ¼-lb. tins, 6-lb. boxes ... per lb. .36
- " ½-lb. tins, 6-lb. boxes ... per lb. .35

Wilbur's Chocolate—
- Premium, ½s, 12-lb ... per lb. .30
- Sweet Clover, ⅙s, 6-lb ... per lb. .26

Hooton Cocoa and Chocolate Co.—

- Cocoa, labeled, ⅛s ... .36
- Cocoa, labeled, ¼s ... .38
- Premium Chocolate, ½s ... .28
- Premium Chocolate, ¼s ... .30

Ideal Chocolate and Cocoa Co.:—
- Ideal Cocoa, ½-lb. size ... per lb. .40
- " " ¼-lb. " ... " .41
- " Baking Chocolate, ½-lb size ... " .27
- " " " ¼-lb. " ... " .29
- " Milk Chocolate, 6-lb. box ... per box 1.65
- " Vanilla, Sweet, 6-lb. " ... " 1.65

Lowney's:—
- Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages ... .30
- Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages ... .30
- Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages ... .32
- Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages ... .32
- Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages ... .25
- Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages ... .25
- Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages ... .25
- Vanilla Sweet Chocolate, 50 5-cent packages in box ... per box 1.65
- Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins ... .40
- Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins ... .40
- Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins ... .38

—19—

- Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins ... .37
- Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins ... .37
- Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins ... .37
- Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins ... .36
- Diamond Chocolate, sweet, ¼-lb. pkgs.
  - 6-lb. boxes, 12 boxes in case ... per lb. .21
  - 12 " " 6 " " ... " .21
- "Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb. .25
  - 6-lb. bxs., 12 bxs. in case, ¼ lb. tins " 28
  - ½-lb. tins, 6-lb. bxs., 12 bxs. case " .26
- Milk Chocolate, 50 5-cent packages in box, per box ... 1.65

Peter's Milk Chocolate:—
- No. 61—½ lb. size, croquettes ... per lb. .48
- No. 62—¼ lb. " " ... " .48
- No. 63—½ lb. " flat packets ... " .48
- No. 64—¼ lb. " " " ... " .48
- No. 93—⅛ lb. " " " ... " .48
- No. 66—⅛ lb. " " " ... " .50
- No. 67—1/16 lb. " " " ... " .50
- No. 68—1/20 lb. " " " ... " .50

Croft's Cocoa and Chocolate—
- Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes ... .40
- Croft's Cocoa, ⅛s, 2 doz. in box ... 1.85
- " " ¼s, 6 lb. " ... .37
- " " ½s, 6 lb. " ... .35
- " " 1s, 12 lb. " ... .32
- " " 5 lb., 6 cans in box ... .30
- " Swiss Milk Chocolate, 48 5-c. cakes.. 1.50
- " " " 120 2-c. cakes.. 1.50
- " Caracas, ¼-lb. cakes, 6 lb. in box... .30
- " Superior Sweet, 6 lb. " ... .22
- " Premium, ¼s, 12 lb. " ...
- " " ½s, 12 lb. " ...

Hawley & Hoop's Breakfast Cocoa—
- A No. 1, ½-lb. tins, 12 in box ... .34½
- " ¼-lb. " 24 " ... .35½
- Cocoa Shells, cleaned, bags ... per lb. .01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—
- ½-lb. decorated cans, 12-lb. boxes ... per lb. .30
- ½-lb. " " 24-lb. " ... " .29
- Special 10-c. packages, 30 to box ... per box, 2.10

Blue Ribbon Breakfast Cocoa—
- Decorated ½-lb. tins, 6-lb. boxes ... .36½
- " ½-lb. " 12-lb. " ... .36

Bedford Cocoa—
- Labeled ½-lb. cans, 6-lb. boxes ... .29½
- " ½-lb. " 12-lb. " ... .29
- " ⅛-lb. " 6-lb. " ... .31½
- " ⅛-lb. " 12-lb. " ... .31

Vanilla Sweet Chocolate—
- Blue Ribbon, ⅛s, 6-lb. boxes ... .26½
- " ⅛s, 12-lb. " ... .26
- Buster Brown, 5-c., 48 cakes ... per box, 1.35
- " 3-c., 72 " ... " 1.40

—20—

Premium Chocolate—
- ½-lb. cakes, 12-lb. boxes ... .27½
- ½-lb. " 24-lb. " ... .27

Milk Chocolate—
- 40 3-cent cakes in box, 24 to half case ... .80
- 40 " " 48 to case ... .80
- 24 5-cent cakes in box, 24 to half case ... .78
- 24 " " 48 to case ... .78

CONDENSED MILK AND CREAM.

BORDEN'S
CONDENSED MILK CO.

Per case.

Gail Borden Eagle Brand 6.25

- Daisy
- Champion
- Magnolia 4.35
- Winner 4.15
- Challenge 3.90
- Dime 3.60
- Rose 4.20
- Full Weight
- Tip Top
- Rival
- Bell
- Fern
- Dixie

(Each of above Brands 4 doz. in case.)

Borden's Peerless Brand Evaporated Cream.

- **Small cans,** 4 doz. each. 2.00
- **¾ Family size,** 4 doz. each.
- **Family size,** 4 doz. each. 3.50
- **Quarts,** 2 dozen each.
- **Gallon size,** 6 cans each.

Columbian Brand Evaporated Cream.

- **Small cans,** 4 doz. each.
- **Family size,** 4 doz. each.
- **Quarts,** 2 doz. each.

Imperial Brand
- Family size, 4 doz.
- ½ " " 8 doz.
- Quarts, 2 doz.

Superb Brand
- Family size, 4 doz.
- ½ " " 8 doz.
- Quarts, 2 doz.

All above Brands guaranteed.

"Is This What I Made?"

If the cook who invented Baked Beans with tomato sauce were to come back and open up some of the cans labeled Baked Beans he would go gladly back to oblivion.

For "Baked Beans" doesn't always mean baked beans any more. In most cases it means beans boiled or steamed, dampened with a little cheap catsup and packed. The result is an attempted fraud on the palate of him who knows the real thing.

L. & S. Baked Beans are really baked in the good new way. We guarantee that absolutely. Baking makes the bean over. Instead of swelling and mushing it up like steaming or boiling, it leaves it just as firm but mealy and melting.

And our tomato sauce is tomato sauce made by an expert.

LUTZ & SCHRAMM COMPANY
ALLEGHENY, PA.

CASH REGISTERS
SECOND-HAND

You cannot afford to be without a Cash Register when you can purchase one for so little money.

Come in and let us show you our line. It costs you nothing to investigate.

CASH OR MONTHLY PAYMENTS

American Second-Hand Cash Register Exchange
901 Filbert St., Philadelphia, Pa.

—21—

HIRES CONDENSED MILK AND CREAM

	Per case.
Hires Condensed Milk ..	5.60
Queen	4.00
Blue Ribbon	3.80
Premium..........	3.80
Silver..............	4.15

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases.............	4.00
Five cases or more..............	3.95
Twenty-five cases or more...	3.90
Fifty cases or more..............	3.85
Red Cross.........	4.15
Peninsular.........	4.10
Dr. Hand's, 2 doz.........	3.10
Leader	3.80
Banner, 4 doz.........	4.05
Star, 4 doz.........	4.15
Evaporated Cream—	
St. Charles, family size, 4 doz.........	
St. Charles, hotel size, 2 doz.........	
Silver Cow, 5c. size.........6 doz.	
Pet, 10-c. size, 4 doz.........per case	
Pet, 5-c. size, 6 doz.........per case	
Yacht, family size.........4 doz.	

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.........	.22½
Dunham's, 5-cent package	.29
" ½s.........	.26
" ¼s.........	.28
" ½s and ¼s.........	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages.........	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages.........	2.50
Brazil, 18 1-lb. packages.........	2.50
" Shred, in pails, 20 lbs.........	.11
" " in boxes, 25 lbs.........	.10½
" " in barrels, 140 lbs.........	.10
Table Talk, Thread, in pails.........	.11
" " in boxes.........	.10½
" " in barrels, 140 lbs.........	.10
Bakers', Macaroon, barrels, 140 lbs.........	.10¼
" Slice, " 120 lbs.........	.10½
' Strip, " 120 lbs.........	.10½

—22—

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers.........	.08	.08½
Oyster "	.08	.08½
Wine Scroll.........	.10	.10½
Cracker Dust.........	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Bijou Cookie	.07½	.08
Brown Edge Water.........		.09
Butter Toast	.07½	.08
Clover Mixed.........		.08
Cocoanut Ripple.........		.10
Cry Babies		.09
Fig Bars.........		.10
Fruit Cookies.........	.07½	08
Fruit Gem.........	.08	.08
Ginger Snaps, XX.........	.06	.06½
Ginger Vedettes	.07	.07½
Graham Wafers.........		.10
Grandma Cookies.........	.07½	.08
Honey Jumbles, XX		.10
" " Iced.........		.10
Honey Kernel		.10
Iced Ginger Tablet		.08
Iced Penn Treaty.........		.07½
Iced Vedette Wafer.........	.07½	.08
Macaroon Cookie.........		.10
Man-in-the-Moon.........		.08
Matchless	.08	.08
Milk Lunch	.07	.07½
Oriental Cookie.........	.07½	.08
Quaker City Mixed.........	.07½	.08
Quiver Mixed.........	.07	07½
Orange Cookies.........	.07½	.08
Peerless.........		.08
Soda Biscuit, XX.........	.06	.06½
" " No. 1	.07	.07½
Spiced Wafers.........	.07½	.08
Sunshine Cookie.........	.07½	.08
Suprema	.08	.08
Wavelets.........		.09
Package Goods—		Per doz.
Bonnie Water.........		.95
Butter Toast.........		.50
Cracker Meal		.84
Cresco Cookies.........		.95
Fairy Oyster.........		.50
Gingerettes		.95
Gold Medal Soda (10-cent size).........		.95
" " (5-cent size)		.50
Graham Wafers.........		.95
Milk Lunch.........		.95
Ivinettes.........		.95
Butter Thins		.95

Freight paid on 100 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN
WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish.p. dz.	1.15

—23—

Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish.p. dz.	1.75
Wein Senf, in bbls.........per gal.	
" 1 gallon stone jars ....per jar	.75
" 5 gallon kegs.........per keg	2.50
Prepared Mustard, in bbls.........per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.........	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub.......	.26
.........loaf,	.26½
Sap Sago, 3 to a lb.......cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.35
Edam Cheese, 12 in case.....case, 9.50, single,	.85
" in tin.........per lb.	.26
" 1-lb. tins.........per case	3.25
Camembert, in wood boxes........per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.........	1.45
Parmesan, grated, ready for use, large bottles, per doz.........	
Parmesan, grated, ready for use, small bottles, per doz.........	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.......loaf cut	.18-.20
" " Square loaves, No. 1, about 25 lbs. each.........per lb.	
Limburger Cheese, No. 1.....box, .15; ½ box. ; less	.16
Muenster Cheese ....per lb.	.18
Brick Cheese, No. 1......... "	.18
English Dairy Cheese......... "	.19½
Pineapple (Picnic size), 6 in box.........per box	
" (Gem size), 6 in box......... "	
Royal Luncheon Cheese—	
Dinner size, 1 doz. in case.........per doz.	4.50
Lunch size, 2 doz. in case......... "	2.40
Picnic size, 2 doz. in case .... "	1.35
Trial size......... "	1.00
MacLaren Imperial Cheese, Club size.per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.30
" d'Isigny, " 6 in box... "	1.30
Wm. Tell brand, 12 in box .... "	1.10
Neufchatel (Cow brand), 25 in box.....per box	.95
Star Cream, or Phila., 12 " .... "	2.00
Miniature Cream, or Phila. 12 " .... "	1.00
Hand Cheese, 8 doz......... "	1.25
" 4 " .... "	.65
" 4 " Thuringer......... "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.15
Schutzen Cheese, 12 in box .... "	.95
American Mountain Cheese (Alpen Kase), 50 1-lb. packages ....per lb.	.16

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight)........per lb.	.48
Wiener Wurstel, 16 in tin.........per doz.	4.75
" 8 " .... "	2.75
Carlsbad Speck (Imported Bacon)..... "	.32
Imported Cervelat Sausage (Rolff's).....per lb.	.42
Imported Frankfurters.........per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size.........per doz.	3.00
American Holsteiner..by bbl. 11½ less, per lb.	.14
" Landjager, short ....per lb.	.24
" " long......... "	
" Mortadella, Dry ....per lb.	.25
" Knackwurst, 25 in box, per box, $4.75.........per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .21; less.........	.22
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .19½; less.........	.21
" Cervelat, Crescent, 50 and 100-lb. boxes, .16; less.........	.17
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less.........	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .22½; less.........	.24
" Salami (E), 50 and 100-lb. boxes, .21; less	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .19; less	.20
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less.........	.18
" Tongue Sausage.........per lb.	.18
" Smoked Brannschweiger Liver Sausage.........per lb.	.15
" Lachs Ham......... "	.28
" Petit Delicatess Frankfurters, plain, per doz.........	.90
" Petit Delicatess Frankfurters, with Sauer Kraut.........per doz.	.90
" Lebanon Beef Bologna......per lb.	.15-.16
" Paprika Speck......... "	.18
Mettwurst, half-ronnd .... "	.16
Liver Sausage (Special), truffle, goose or sardellen.........per lb.	.24
Smoked Thuringer Blutwurst......... "	.18
" Pfefferwurst......... "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars. per doz.........	4.75
" (Derby Brand), quart glass jars per doz.........	5.75
" (Derby Brand), 10-oz. jars, per doz.........	2 50
Calves' Head, in ronnd tins ....per doz.	1.65
Pickled Meats, in glass......... "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

If You Get It From Me You Are Certain It Is Right

Italian Macaroni, Olive Oil and Roman Cheese—you don't know as much about these Italian goods as I do, because it's my specialty, and you can believe when I tell you that nothing better comes into this market than **Francesco and Luigi Cirillo Macaroni. F. Bertolli's Olive Oil and** Roman Cheese are known the world over, and my place is headquarters for all these products.

Joseph Cuneo's Son
901-03-05 South Eighth Street
— PHILADELPHIA, PENNA. —

It Is Spelled R=A=M=L=Y

If you want to sell a really delightful smoke, get the **real** Ramly, don't take something gotten up to **look** like the Ramly, because there the similarity ends.

No cigarette ever made has jumped into such immediate popularity. It has become famous on its quality alone.

If you put Ramly Cigarettes in stock you will be assured of the permanent patronage of every man to whom you sell a package.

Don't get confused on the name—it is spelled R-A-M-L-Y.

Mentor Cigarette Company
404 Atlantic Avenue
Phila. Rep., ARTHUR HAGAN & Co. 151 North Third Street
BOSTON, MASS.

Robbing Food Laws of Their Terrors

We sell a full line of provisions, but our specialties are

VIENNA SAUSAGES
BOLOGNAS
SMOKED TONGUES

These we sell in very large quantities to the most fastidious trade everywhere.

For two reasons:—

First, they represent the highest possible quality; and

Second, they are absolutely guaranteed to comply with all food laws.

M. ZIMMERMAN COMPANY
Main Office: 318-24 E. Houston St., N.Y.
Branch Offices { 717 N. Second St., Phila., Pa. 125-27 Fulton St., Boston, Mass.

—25—

Beef Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	
Lamb tongues, in glass	"	1.60

HOLLAND AND SCOTLAND HERRINGS.

	Kegs or Pails.
Holland Herring, mixed, "Y. M." ½ bbl. 5.50	60–75
" milkers, " ½ bbl. 6.50	75–85
" mixed, Standard, bbl. ½ bbl.	
Holland Herring, milkers, Standard, bbl. ½ bbl.	
Scotland Herring, mixed, large fulls, bbl. ½ bbl. 8.00	
" milkers, large fulls, bbl. ½ bbl. 8.00	
Marinirte Herring, Imported, abont 40 in pail.	1.25
Roll Herring, Imported, about 25 in pail	1.00
Spiced Herring, Imported, about 40 in pail.	1.00
Norway Stockfish, dry ... per lb.	15
Matjes Herring ... per pail	

BISMARCK HERRING.

Pint size, round tins, with key	per tin	.20
Quart " " "	"	.35
2 Qt. " " "	"	.55
4 Qt. " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
Russian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

Original Package	per ½ bbl.	5.50
Repacked in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" in 5-gal. kegs	per keg	2.75
" in ½-lb. flat tins	per doz.	.95
" in ½-lb. tall tins	"	1.50
" in 1-lb. tall tins	"	2.00
Fancy Kegs—1|1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg		.20

SALT SARDELLEN.

Original Package, 1902	per anker	16.00
Repacked—kegs, about 8 lbs	per keg	2.75
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz	16.00	½ kilo Cans, per dz.	16.00
½ " "	8.50	¼ " "	8.50
¼ " "	4.25	⅛ " "	4.25
⅛ " "	2.25	1/16 " "	2.25

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—abont 2000	per cask	
50 " bbl.— " 1200	per bbl.	9.00
15 " keg— " 500	per 100	
10 " keg— " 300	"	.85
5 " keg— " 150	"	
10 lb. pail— " 50	"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	3.20
5 " "	"	1.15
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitzkugeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg...	per bundle	.30
Basler Lebkuchen, No. 1, 6 " ...	"	.50
" " No. 2, 6 " ...	"	.75
" " No. 3, 6 " ...	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb, bags, per bag		
Green Kern	per lb.	.09½
Potato Flour	"	.07
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.80
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

COTTOLENE.

30 2-lb. tins	per case	6.50
15 4-lb. "	"	6.50
6 10-lb. "	"	6.50

Freight prepaid on two-case lots.

—27—

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.19
Western	.18

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.13½
New York, Full Cream, new, 1st's, 40-lb. bxs.	.13
Picnic, Full Cream, new, fancy, 20-lb. bxs.	.14

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.	.27
Anchovies, in oil, ½ bottles	4.50
" " ¼ "	3.25
Anchovy Paste, fancy, per doz	4.75
" plain, per doz	3.75
Bouillon, Burnham, pints, 2 doz. in case	3.75
" " ½ pints, 2 doz. in case	2.00
Capers, Nonpariel, ½ gallon kegs	1.25
" " Quart, glass ... per doz.	6.75
" " bottled, ½ size ... per doz.	2.25
" " " ⅜ " ... "	1.85
" " " ¼ " ... "	1.10
Canton Ginger, large pots, cases 6 jars, per case	4.50
" med. " " 12 " "	5.00
" small " " 24 " "	4.50
Cherries in Maraschino, in glass, 1-doz. case	8.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" " 3 lb., 2 dz. case "	2.20
Currie Powder, pints, per doz	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ⅛'s	2.40
" ¼'s	4.50
" ½'s	8.00
" 1's	16.00
French Peas, Extra Fins, per case	19.00
" Fins, per case	16.00
" Moyen's, per case	13.00
Kippered Herring, 6 doz. in case ... per doz.	1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	.29
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz	1.25
" " ½ pints, per doz	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz	6.50
" " " 2 oz., "	3.55
Armour's Beef Extract, 2 oz., "	4.45
" " " 4 oz., "	8.20
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz. ... per doz.	4.00
" " " 8 oz. ... "	7.25
" " " 16 oz. ... "	13.50
Theodore Marquet Mushrooms:—	
First Choice	
Choice, 100 tins per case	
Extra, " "	
Hotel, " "	22.00

—28—

Truffles, 1/16	per tin,	.28
" ⅛	"	.50
" ¼	"	1.00
" ½	"	2.10
Shrimps, Pickled, small size		1.00
Dunbar's Shrimps, 2 doz., per doz		2.25
" Figs in Cordial, 1 doz., per doz		5.00
Bishop's Figs in Cordial, 1 doz., per doz		6.50
Crystallized Ginger, 1-lb. tins, per doz		4.00
" " ½-lb. " "		2.25
Rose's Lime Juice, per doz		3.60
Victor Rose Water, per doz		2.25
" Peach Water, per doz		2.25
Pitted Olives, per doz		5.25

FLOUR.

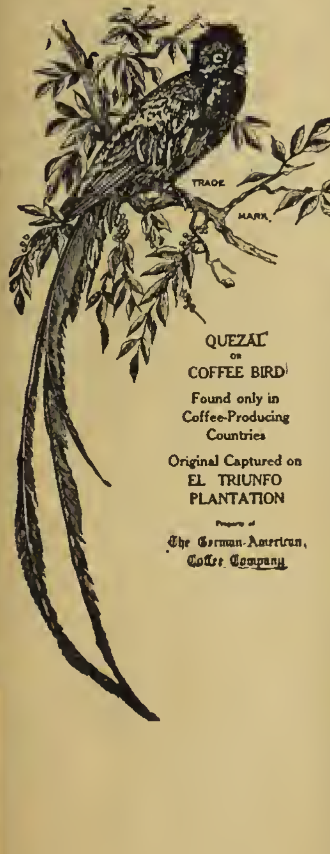
	Per Bbl.
Gold Medal	6.00
Ceresota	6.00
Pillsbury's	6.00
Taylor's Fancy	5.20
Pride of the West	4.90
Sunbeam	4.80
Quaker City	5.50

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages	
Franklin Pancake, 30 2s	3.55
Uncle Jerry's Pancake, 40 packages	
Hecker's Buckwheat, 16 3s	
" " 64 1½s	
" Flapjack Flour, 24 2s	
Log Cabin Pan Cake Flour, 36 2s	3.25
Ralston's Purina Pancake Flour, 36 2s	3.00

HONEY.

Domestic, barrels	per gal.	.69
Seiser's, lunch bottles, 2 doz	per doz.	.95
Seiser's, medium bottles, 2 doz	per doz.	1.35
Schimmel's, 12-oz. bottles, 2 doz. in case		1.35
" 6-oz. " " "		.90



A Remark That Leads to a Sale

"Mrs. Smith, I've got now just about the finest thing in coffee I've ever had in this store. You know what good coffee is—I wan't you to try it."

The coffee to fit this remark is **German-American** Coffee, grown on the Triunfo Plantation of Central America, among the most celebrated coffee plantations of the world. No coffees surpass them, no, not even the finest Java and Mocha grown! European connoisseurs take **German-American** Coffee in preference to all others, and formerly the entire output went there.

We are selling these coffees now to the American trade; believe us, there is nothing like them.

The
German-American Coffee Company
GROWERS, IMPORTERS and ROASTERS
406 Greenwich St., NEW YORK, N. Y.

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

—29—

FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, 100 lbs.	1.75
" yellow, granulated, 100 lbs.	1.75
" " table, 100 lbs.	1.70
Western yellow, 100 lbs.	1.45
Quaker, 36 packages	2.65
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.10
Beans—	
California Lima, per lb.	.06¼
Marrows, Fancy N. Y. State, grain bags, bush.	2.27½
Marrows, Choice, N. Y. State, grain bags, bush.	2.22½
Medium, Fancy N. Y. State, grain bags, bu.	1.90
Pea, fancy, N. Y. State, grain bags, bushel	1.90
Pea, fancy, Michigan, grain bags, bushel	1.85
Red Kidneys, "	2.50
Peas—	
Green, per bushel	2.05
Scotch, "	2.25
Split, yellow, "	2.00
" green, "	2.55
Lentils—	
110-lb. bags, per lb.	.08¾
Less quantity, "	.09¼
Shaker Corn—	
Fancy, barrels, per lb.	.03⅝
Less quantity, "	.03⅞
Hominy—	
Lea's Breakfast, 10 pkgs., case	1.45
Lea's Pearl, 100 lbs., per bag	1.90
Schumacher's Breakfast, 10 pkgs. to case	1.25
Barley—	
OO	.05½
No. 3, 100-lb. bags	2.95
Noodles, Climax, 24 10c. pkgs., case	1.05
" " 48 5c. pkgs., case	1.15
" " asstd., 24 5c., 12 10c. case	1.10
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c.	1.90
Oatmeal, B, per bbl.	6.10
" " kegs 100 lbs., per keg	3.20
Oaten Goods, in cases—	Per case
Avena, 36 packages	2.85
Banner Oats, 20 packages	3.85
Friends' Oats, 36 packages	3.00
Mother's, 36 packages	3.15
Pawnee, 36 packages	2.65
Quaker, 18 10c. size	1.50
H-O, 24 2's	3.00
Rolled Oats—	
Avena, per bbl., 180 lbs.	5.50
Avena, per keg, 90 lbs.	2.90
Standard, 180-lb. bbls.	5.35
" 90-lb. bags	2.55

—30—

Sago—	
Fine, bags about 160 lbs.	.05¾
50-lb. lots	.06¼
Admiral, Pearl, 24's	.07¾
Tapioca, Instantaneous, 50 1's	.08
" Colburn's Hasty, 24 1-lb. pkgs.	.07½
" Minute, ¼-gross, per gross	11.00
" Flake, about 125 lbs., per lb.	.06
" " less quantity, "	.06½
" Pearl, 150 lbs., "	.07¾
" " less quantity, "	.08¼
Ralston Hominy Grits, 36 2-lb. pkgs., case	2.70
Purina Cream Graham, per bbl.	5.00
Ralston Barley Food, 24 2's, per case,	3.15
Purina Health Flour, 20 5's, Cartons "	3.60
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour	5.00
Packed in 12's, 24's and 48's.	
No. 1, assorted case containing 15 2-lb. packages Wheatlet and 10 5-lb. packages Franklin Flour	4.00

MALTA-VITA, 36 packages 2.85

Egg-O-See, 36 packages	2.85
Egg-O-See Corn Flakes, 36 packages	2.85
Cook's Malto Rice, 36 2-lb. packages	4.25
Force Food, 36 packages	4.25
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.75
Flaked Rice, Cook's, 24 packages	2.75
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.40
Pettijohn's Food, 24 packages	2.35
Quaker Puffed Rice, 36 packages	2.80
Vigor, 36 packages	2.65
Ralston Kornkins, 18 25-lb. sacks, per bale	3.75
" Health Crisps, 36 10c. packages	2.80
Ralston's Breakfast Food, 36 2-lb. pkgs. pr. case	4.50
Ralston Health Food, 24 1s, per case	
Triscuit, 30 packages	2.50
Toasted Corn Flakes, 36 packages	2.85
Zest, 36 packages, 10 cent size	2.15
Zest, 36 packages, 15 cent size	2.85
Zest, 20 packages, 25 cent size	3.50

—31—

HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs.	4.75
Cases, 3 doz. pkgs.	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.07½
" Acidulated, "	1.07½
Cox's, large, "	1.57⅛
" small, "	.95
Plymouth Rock, Pink or White, "	1.20
Nelson's, per doz.	1.35
" small, "	.95
Bromangelon, assorted 3 doz., "	.87½
Fruit Puddine, 2 doz., asst. flavors, "	.80
Jell-O, assorted flavors, 2 doz., "	.87½
Jell-O Ice Cream Powder, 2 doz., "	.97½
Chalmer's, "	.90
Peter Cooper	.90
Trypbosa, per doz.	.92½
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs., per case	2.70
Kusto, 60 5-cent packs, per case	2.00
Puddine, assorted, 2 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz., per doz.	.90

—32—

MACARONI.

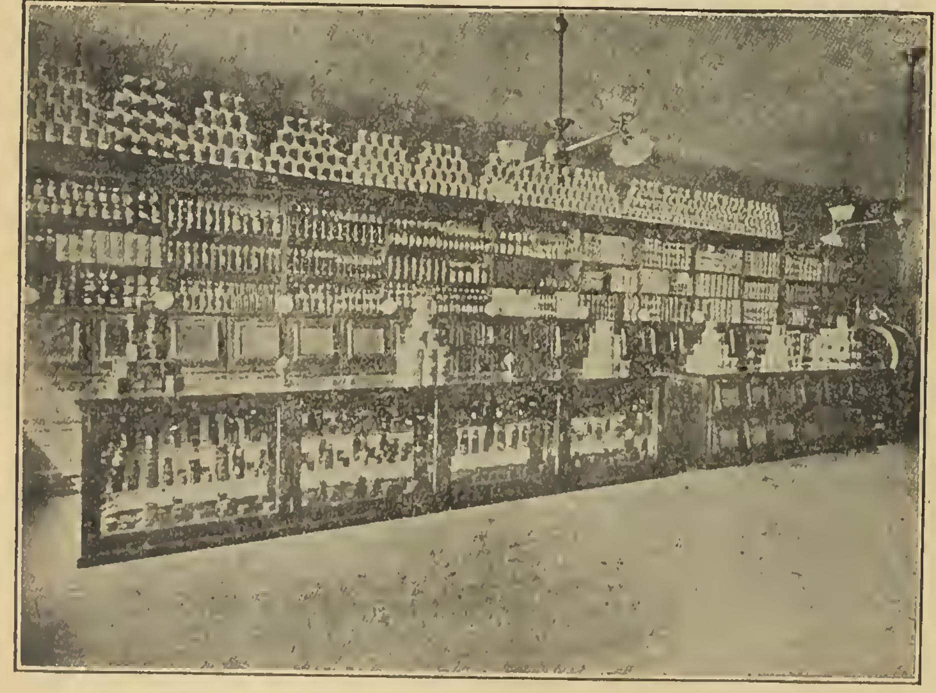
	Per lb.
Larosa Alphabets, square, 25 lbs.	.05½
" Elbows, " "	.05½
" Marcaroni, long, "	.05½
" " square "	.06¼
Larosa Spaghetti, long, 25 lbs.	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05¼
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs.	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.91
Spice Drops, in baskets, 20 lbs.	1.64
" in boxes, 12 lbs.	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.

Coles' Coffee Mill, No. 7				10.00
" " 8				16.00
" " 10				23.00
" Stand, No. 18				45.00
Less 25 per cent. discount.				
Scales, Flour, No. 1, Tin Scoop,	10.00	Brass,		14.00
" Sugar, " 2, "	7.00	"		9.00
" Tea, " 3, "	6.00	"		7.50
" Spices, " 4, "	5.00	"		6.00
Less 40 per cent. discount.				
600-lb. Platform Scale				12.00
Standard Cash Register				20.00
Tea Caddies, round front, No. 2, per doz.				9.00
" " " 3, "				6.50
" " " 4, "				4.50

Compare This Picture With Your Store



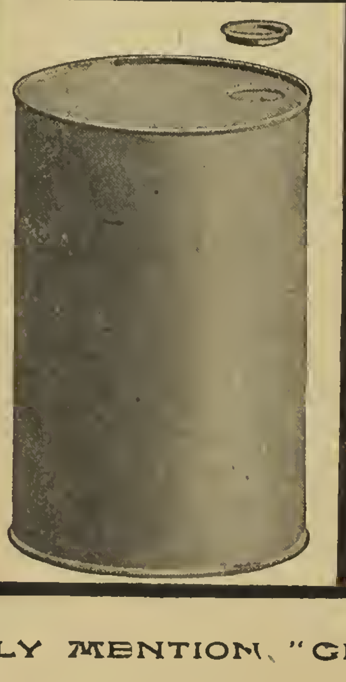
We can make your place look like this and we can afford to do it for less money than anybody else.

MILLER & ENGLAND
7012-14-16-18 Woodland Avenue
PHILADELPHIA, PA.

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.
Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY



Make a Thing Look Nice
= and It's Half Sold =

Manufacturers have been known to get 60c. per lb. for the same coffee and $1.50 for the same tea that retailers are selling every day for 30c. and 50c. They have done it entirely by the appearance of the package.
We will furnish a package for tea, coffee, etc., ready labeled, which you can fill with goods you buy in bulk, and it will be so handsome you can double your profits.

PAPER CANISTER MFG. CO.
221-23 N. Twenty-third St., Philadelphia

—33—

Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1⅛ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins. 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...					
Ex. Norway, No. 3...	27.00	14.00	7.15	1.60	1.33
Ex. Norway, No. 4...					
Ex. Bloaters, xxx.....	40.00	20.50	10.40	2.25	1.95
Ex. Shore, No. 1.....	29.00	15.00	7.65	1.70	1.41
Shore, No. 1..........	26.00	13.50	6.90	1.55	1.29
Large, No. 1..........	24.00	12.50	6.40	1.45	1.21
Large Irish, No. 2....	21.00	11.00	5.65	1.30	1.09
Extra Irish, No. 2....	20.00	10.50	5.40	1.25	1.05
Medium Irish, No. 2..	19.00	10.00	5.15	1.20	1.01
Small Irish, No. 3....	17.00	9.00	4.65	1.10	.93
Irish, No. 3..........					
Large, No. 3..........	19.00	10.00	5.40	1.25	1.05
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.25			
Lab. Split, Lg. No. 2.	6.50	3.75			
Shore, Round, Large.	6.00	3.50			
Shore, Round, Med...	5.50	3.25			
Ocean Whitefish.......	6.00	3.50			
Salmon, Halifax.......					
Shad, No. 1, Mess.....	14.00	7.50	3.90	.95	.81
Shad, No. 2, Mess.....					
Haddock, Pickled....	7.00	4.00	2.25		

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.07½
Our Choice, Haddock, 40 lbs	.07
Gilt Edge, Hake, 40 lbs	

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

—35—

LOOSE CODFISH.

Extra Large Georges Cod	.08
Large Bank	.07½
Medium Bank	.07
Pollock	
Hake	

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.15
Small Extra Scaled Herring...per box	.15
Boneless Herring, fancy 10 lb. boxes, per lb.	.13
Smoked Salmon, whole fish...per lb.	.25
New Cromarty Bloaters, 50s...per box	
" " 100s... "	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Extra fancy, 25 lbs.	.09½
Fancy N. Y. State, 48 1 lb	.09
Fancy N. Y. State, 50-lb. boxes	.08½
Apricots—	
Fancy Moorparks, 25 lbs	
Extra choice Royals, 25 lbs.	.19
Choice Royals, 50 lbs	.17½
Cherries—	
California, Royal Ann, unpitted, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.08⅝
Gold Medal, loose, 25 lbs	.08⅜
Admiral, 40 1-lb. packs	.08½
Private Growth, extra, cleaned, 36 lbs	.08¾
" cleaned, 30 lbs. bulk	.08½
Nectarines—	
White, 25 lbs...per lb.	
Peaches—	
Fancy yellows, 25 lbs	.14½
Extra choice Muir's, 50 lbs	.13
Fancy Muirs, 25 lbs.	.14½
Pears—	
Fancy California, Bartlett, 25 lb	.11½

—36—

PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs.....				
30– 40, 25 "	.10½	.10		
40– 50, 25 "	.09	.08¾		
40– 50, 50 "				
50– 60, 25 "	.07¾	.07½		
50– 60, 50 "				
60– 70, 25 "	.07	.06		
60– 70, 50 "				
70– 80, 25 "				
70– 80, 50 "	.06	.05¾		
80– 90, 50 "	.05½			
90–100, 25 "	.05			
90–100, 50 "	.04¾			
100–120, 50 "	.04	.03⅞		

Raisins—	
Muscatels, 4 crown, 50 lb	
" 3 " 50 lb	.10
" 2 " 50 lb	.09
Cal. Thompson Seedless, 50 lbs	.10
Cal. Cleaned Sultanas, 50 lbs	.10
Cal. Sultanas, 50 lbs	.09½
Seedless Muscatels, 50 lbs	.09½
Raisins, Seeded—	
G. & S., fancy, 36 1s	
Butterfly, extra fancy, 36 1s	.12½
Citron, 10 lbs	.17½
" 25 lbs	
Lemon Peel, 10 lbs	.11
" 25 lbs	
Orange Peel, 10 lb	.12
" 25 lb	

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb...... per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.
Tumblers, 5-c. size, 4 doz... "
Tumblers, 10-c., Lord's Prayer, 2 doz. "

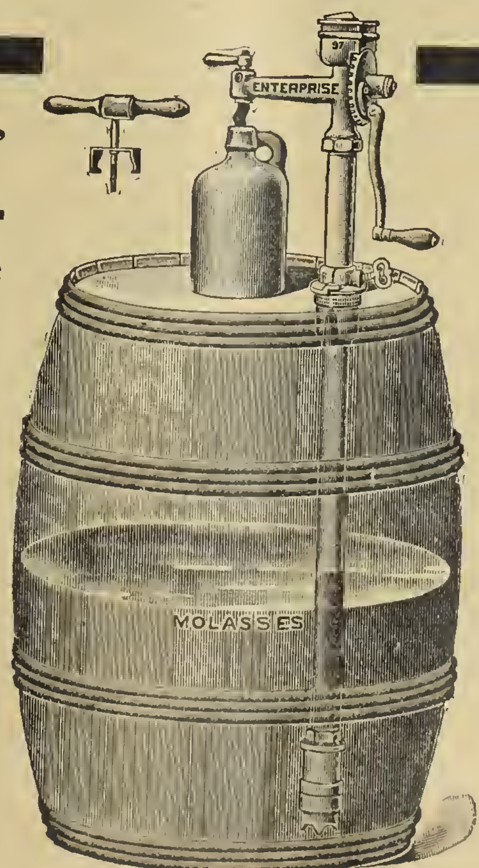
It isn't so much a question of "*Getting Along*"—the other fellow may get along so much faster that you won't be in the race—

What you want to do is to "*Get Ahead*"

Your best asset is "ENTERPRISE"

"ENTERPRISE"

With New Total Registering Device



The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent absence of flies and dirt.

SELF-PRIMING and MEASURING PUMP

Accurately measures molasses, heavy oils, tar and other thick liquids. Has total registering device showing when stock is low in barrel.

No. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube 50 cents a foot.

Write for illustrated catalogue of all the Enterprise Specialties

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.

—37—

INK.

Arnold's, black, qnarts	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, quarts	per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Cbimneys—	No. o.	No. 1.	No. 2.
Macbeth, Pearl Top	3.84	4.60	5.30
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. o, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		4½ doz.	3.38
		No. 1.	No. 2.
Jnmbo Chimneys, plain ... per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. o.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. o, Standard	per doz.	4.75
No. o. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz.	.52½
Chloride, sifting, 25 lb. boxes, 1 lb	per lb.	.05¼
" " 25 lb. boxes, ½ lb	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.60
Babbitt's Potasb, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.95
" 4 doz	"	3.85
Popular, 4 doz	"	1.45

MATCHES.

Per gro.

Swift & Courtney's,	200's, 1-gross case		1.75-1.90
"	400's, 1	"	3.50-3.70
"	500's, 1	"	3.75-4.00
Blue Hen,	200's, 1	"	1.50-1.60
"	500's, 1	"	4.00-4.25

—38—

Per Gross.

Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.92½
" 500's	3.95
Vulcan Safety, 65s, No. 1	.55
" 65s, No. 2	.50
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50-3.75
Searchlight, 500's	4.25-4.50
Press, 200's	1.80-1.90
" 500's	4.50-4.75
America, 200's	1.30-1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue bead, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5.00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1.00
Blue Ribbon, 165s, 1 gross to case	1.05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co. :—		
Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth :—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kkns, 6 to crate	per doz.	9.80
" 5-lb. " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25

—39—

National, 30-lb. Kits, bbls., ½ bbls	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless :—		
No. 5, glass jars	per case 6 jars	4.40
No. 3, glass jars	per case 6 jars	3.10
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.65
No. 10, wooden pails	per box 6 pails	6.25
Celebrated—Seedless.		
Barrels, Halves, Quarters and kits	per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs	"	.09
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters and kits	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs	"	.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150 test	"	.12½

OLIVES.

H. Kellogg & Sons, Agents :—	Per Doz.
Theodore Marquet, Mammoth, 64 oz	15.50
" Extra, 64 oz	13.50
" Mammoth, quarts	7.25
" Extra, quarts	6.75
" Extra, pints	4.50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz.	2.40
Farcies	3.75
Queen, 6 oz.	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50
Seville Packing Co., **Original Pim-Olas.**	
10-oz bottle, 2 dozen in case	3.50
18-oz. " 2 " "	6.00
28-oz. " 1 " "	9.85
6-oz. Baby, 2 " "	1.50
10-oz. " Pim-Olas ... per doz.	2.40

—40—

Seville Packing Co., "White Label."

Size of bottle. Oz.	C	D	F	H	J	Manzanillas.
6	—	—	—	1.55	1.55	1.30
10	2.70	2.55	2.40	2.20	2.05	1.75
18	4.50	4.35	4.20	3.80	3.50	2.90
32	9.15	8.60	7.60	6.85	6.30	—
64	16.20	15.25	14.30	12.85	11.90	—

The 6, 10 and 18-ounce bottles are packed 2 dozen in a case. The 28 and 32-ounce, 1 dozen, and the 64-ounce, ½ dozen in a case.

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.90
" " pts., 2 doz	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz	6.50
" " pts., 2 doz	7.50
" " ½-pts., 2 doz	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz	9.00
" Sublime, 8-oz. flasks, 2½ doz	6.50
" " 12-oz. " 2½ doz	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

Seville Packing Co., "Nicelle." Made and bottled in Nice, France.

Half-pint bottle, 4 dozen in case	8.50
" " 2 " "	4.50
Pint " 2 " "	7.75
Quart " 1 " "	7.25
22-oz. " 1 " "	8.50
Gallon tins, 4 tins in case ... per gal	2.75
5- " 2 " "	2.65
½- " 8 " ... per ½ gal.	1.50
Quart tins, 32 oz., 25 to case ... per case	22.00
Jas. Hill & Sons Co.	
Quarts, Cal. style, 1 doz. in case ... per case,	8.50
Pints, " 2 " " "	9.00
½ Pints. " 2 " " "	4.75
Oliver's Olive Oil—	
1 dozen quarts	6.00
2 dozen pints	6.75
2 dozen half-pints	4.25
6 1-gallon tins ... per gal.	2.00

Special prices for quantities, on application.

AMERICAN OIL.

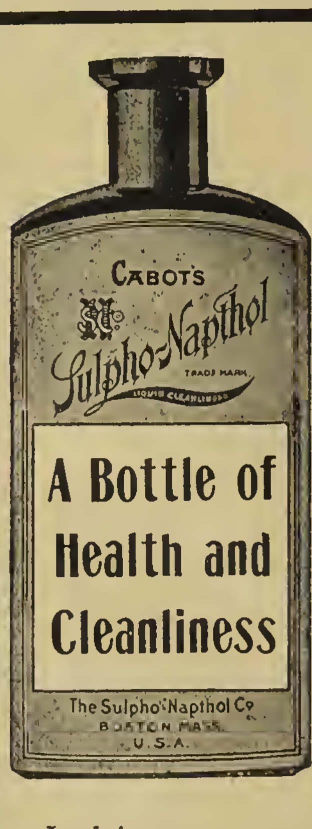
Lubon's No. 8, 2 doz.	per doz.	.48
Lubon's, No. 16, 2 doz.	per doz.	.90
Lubon's No. 32, 1 doz	per doz.	1.75
Table Oil, No. 16, fancy bottles, 2 doz.	per doz.	.95

Which is YOUR Store? Avoid Trouble by Selling Only

ATMORE'S MINCE MEAT

Satisfies ALL Pure Food Laws

ATMORE & SON Philadelphia



Woman's Greatest Gift from Science

Every customer to whom you sell **Sulpho-Napthol** will bless you. It is the most wonderfully effective cleanser and purifier ever used in the home.

Mixed with water, as per directions in booklet in each package, and used in sinks, toilets, closets and cellars, a perfect sanitary cleanliness is the result.

It drives away roaches and other vermin, and a general air of purity pervades the air of the homes in which it is used.

Universal Coupons packed in every case as an inducement for the retailer to make its unprecedented value known to their customers.

The Sulpho-Napthol Company

BOSTON, MASSACHUSETTS

—41—

PAPER.

WRAPPING.

Straw, Milo, 7 lb., 15 x 20................per ream .24
Manila, 15 x 20, full .... " .36
" 24 x 36, full, 20 lbs............... " .70
" 18 x 24, full, 10 lbs............... " .37½
" Special, 15 x 20, 6 lbs........... " .18½
Manilla, Bakers', 15 x 20, 10 reams in bundle..............................per ream .11
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide........per lb. .03
Roll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide.................. " .03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide............................ " 03⅛
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide........... " .03½
White Tea Paper, 12 x 16, reg.....per package .14
" " 15 x 20, reg..... " .19
Wax Butter Paper......................per package .11
Parchment Butter Paper 9 x 12... " .40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼......	.48	.29		.31	.35	.45
½......	.53	35		.37	.43	.55
1......	.71	.45	.78	.49	.55	.73
2......	.89	.53	.97	.61	.71	.93
3......	1.09	65	1.25	.75	.89	1.15
4......	1.25	.77	1.39	.87	1.05	1.33
5......	1.45	91		1.07	1.21	1.55
6......	1.73	1 03	1 95	1.23	1.41	1.81
8......	2 09	1.19	2.29	1.49	1.68	2.19
10......	2.27	1 37	2.55	1 65	1.83	2.41
12......	2.69	......	3.11	......	......	2.89
14......	3.37	......	3.97	......	......	3.75
16......	3 87	......	4.41	......	......	4.01
20......	4 39	......	4.79	......	......	4.55
25......	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.
12½-lb. Plain Flour Sacks....................per M 3.75
25-lb. " " .... " 5.75
50-lb. " " .... " 10.75

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints........per doz. 4.75
" " quarts ..... " 5.75
" 10-oz. jars............... " 2.50
" 10-lb. pails...............per pail 2.50
Tripe, 10-lb. pails..............................per pail .90
" 5-gal. kegs..............................per keg 2.00
Pig's Feet, 10-lb. pails........................per pail 1.00
" 5-gal. kegs ....per keg 2.25
Pickled Beef Salad, in glass...............per doz. 1.10
" Tripe, " .... " 1.10
" Ox Heart, " .... " 1.10
" Pig's Feet, " .... " 1.10

—42—

Russian Sardines ....per keg .75
" 5-lb. pails ....per pail .50
" 10-lb. " .... " 1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs....................... .18½
Loose, barrels, 30 lbs.................................... .18

PEANUT BUTTER.

MacLaren's— Per doz.
Small, 2 doz... .90
Medium, 2 doz.. 1.45
Large, 1 doz... 2.75
Peanutene, No. 2 jars, 2 doz......................... 1.85
Peanutene, No. 4 jars, 3 doz......................... .92½

PICKLES.

Barrels, 45 gal., 1200s.................................. 8.50
10-gallon kegs, pine, 600s, full count.............. 2.75
10-gallon kegs, 300s 2.50
Sweet Pickles, 500s to 600s, 5 gal......per keg, 2.65
Sweet Pickles, 700s, 5 gal...... .... " 3.00
Sweet Pickles, 1,000s, 5 gal............... " 3.65
Sweet Pickles, 2,000s, 5 gal............... " 4.50
Chow-Chow, No. 1, 5 gal. kegs 1.95
Chow Chow, No. 2, 5 gallons 1.75
Chow and Mixed Pickles, 2 gal., per pail 1.00
Williams Bros.— Per Doz.
English Spiced Pickles, 8 oz., octagon (any assortment except onions......................... .85
English Spiced Onions, 8 oz., octagon .... .90
English Spiced Pickles, 10 oz., octagon...... .90
English Spiced Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart.............. 3.00
Sweet Gherkins or Sweet Mixed, 32 oz., octagon 3.10
Highland Brand Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart... 2.35
Sweet Gherkins or Sweet Mixed, 32 oz., octagon 2.35
Crosse & Blackwell's:—

Cbow-Cbow ... / Gherkins........ / Mixed Pickles / Cauliflowers ... / Piccalilli .... / Walnuts......... / Onions..........	Qts. Casks.	Pts. Casks.	Octagonal Style. Pts. Casks.	½-Pts. Casks.
	4 doz.	5 doz.	4 doz.	6 doz.
	5.75	3.25	3.50	2.10
Smaller Quantities.				
	5.90	3.35	3.60	2.25

Cbow-Cbow, quarts, stone........................ 5.50
Pin-Money Pickles—
Gherkin, Bur-Gberkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

—43—

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:— Per gal.
Pure Apple Vinegar, Extra old, bbls.......... .16
" " " 40 grain, bbls.......... .15
Pure Cider, 40 grain .... .12
Pure Cider, 45 grain .... .15
Corson's Gold Seal Cider Vinegar, Pure Apple .14
White Wine, 90 degrees................................ .20
Crown Brand Pure Cider Vinegar, qts., p. doz. .90
White Vinegar, Distilled, 40 grain.................. .08
" " 45 " .... .09
" " Extra Strength...... .15
Crosse & Blackwell's........................per doz. 2.00

PROVISIONS.

Hams, Skinback, 18-20 lbs........................... .14¾
" 14-16 lbs.. .13¾
" 10-12 lbs.. .13½
Picnics, 6-8 lbs... .09¾
N. Y. Shoulders, 10-12 lbs............................ .10
Dried Beef, sets (city smoked)........................ .13
" Tenders and Knucks.................... .15
" Flats.. .11
" Air Dried, sets.............................. .18
" " Tenders and Knucks... .20
Jersey Pork, Butt.............................per bbl. 18.50
" Family .... " 19.50
Breakfast Bacon, rib in.................................. .14
" boneless .... .15
S. P. Bellies, 14-15 lbs.................................. .11½
Bologna, 25-lb. boxes.................................... .07
Boiled Boneless Ham...................................... .22
Beef Tongues, smoked, 5-6 lbs..........per doz. 10.00
Cooked Compressed Ham, 25-lb. boxes.......... .10½
Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra
John Bower & Co.—
Superior Honey-cured Hams, skinback....... .16½
" " " large .... .15½
" " " medium........ .15½
" " " small .... .15½
" " Breakfast Bacon ...... .15
" " " boneless .17
Beef, air-dried, regular sets......................... .18
" " insides and knuckles............. .20
Ham Bologna.. .10
Beef " .... .10
Boiled Hams.. .25
Beef Tongues .... per doz. 11.00-12.00
Swift & Co.—
Premium brand Hams, 10 lb........................ .15
Premium brand Hams, 12 lb .... .14¾
Premium brand Hams, 14 lb........................ .14⅝

—44—

Premium brand Hams, 16 lb........................ .14½
Premium brand Hams, 18 lb........................ .15
Premium brand skinned Hams, 18-20 lb...... .15¾
Premium brand boiled Hams, skinned, fatless .25
Premium brand Bacon.................................. .20
Premium brand Dried Beef, insides .... .20
Premium brand Beef Tongues, short cut...... .17
Winchester brand skinned Hams, all aver.... .15
Winchester brand Picnics............................ .09¾

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs..............................	10	9⅛
Plain Tubs, 50 and 60 lb. cans..................	10	9¼
10-lb. Tin Pails, 60 lbs..............................	11	9⅞
5 " "	11⅛	10
3 " "	11¼	10⅛

John Bower & Co.—
Pure Kettle Rendered, tierces...................... .10¼
" " tubs .... .11½
" " 3, 5 and 10-lb. cans, .12½
Swift & Co.—
Premium brand, tierces................................ .11⅞
Silver Leaf brand, tierces... .... .09⅝
Jewel, compound, tierces.............................. .09⅛
Cotosuet tierces... .09⅜

DRESSED MEATS.

City Dressed Beef— Per lb
Choice, native..09 -.10
Common to fair, native...............................07 -.08½
Western Dressed Beef—
Choice, native cattle..................................08½-.11
Common to fair " .... -.08
City Dressed Veal—
Prime .... -.12
Good to choice.. -.11
Dressed Hogs—
Pigs .... -.09½
Hogs, heavy.. -.09½
" 180 lbs... -.09½
" 160 lbs... -.09½
" 140 lbs... -.09½
Dressed Sheep and Lambs—
Lamb, Western, good.................................... .12
Lamb, Western, culls..................................... .10
Sheep, choice .... .09
" medium.. .08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues..................................... .90-1.00
Cow Tongues.. .75-1.00
Calf Heads, scalded .... .50-.75
Sweetbreads, veal.........................per pair .60-.90
" beef.........................per doz. 1.00
Calf Livers ....per lb. .20-.25

Grocer's Refrigerator

Every Grocer intends to own a

McCRAY REFRIGERATOR

some time. That time should be NOW. Another year without a McCRAY REFRIGERATOR means you are allowing a useless waste of ice and loss of goods to go on, thus cutting down your profits.

Did you ever consider how many customers you may be losing by selling them butter that they think "Don't taste just right?"

A McCRAY REFRIGERATOR keeps butter and milk sweet and pure. They are perfect refrigerators and will, in a short time, repay their cost through saving of butter and other provisions, and of ice. They are sold entirely on their merits.

McCRAY REFRIGERATORS ARE GUARANTEED

We also build coolers for Meat Markets, Hotels, Restaurants, etc.—in fact for any purpose.

We can here give you but a faint idea of the McCRAY REFRIGERATORS. Let us send you our catalog No. 64, showing our large line of grocers' boxes from which you can make a selection.

WRITE FOR OUR CATALOGS: No. 64 for Grocers, No. 57 for Meat Markets, No. 46 for Hotels, Restaurants, Public Institutions, etc., No. 81 for Residences.

McCRAY REFRIGERATOR CO., 602 Mill St., Kendallville, Ind.
PHILADELPHIA OFFICE, 206 South Eleventh Street
(ALSO BRANCHES IN MANY OTHER LARGE CITIES)

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia

CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc. HAMS Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
SUPERIOR AND FAIRMOUNT MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

—45—

Beef Kidneys per doz.	1.00
Beef Livers	.05
Ox Tails per doz.	.50-.65
Hearts, beef per lb.	.03-.05
Rolls, beef	.10
Tenderloin, beef, western	.18
Fresh Pork, loins, city	.11
" " western	.11

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H.	.14 -.15
" Y. T.	.14 -.15
Old hens and toms	.14 -.15
Common to Good	.10 -.12
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.30 -.34
Philadelphia, fresh killed, 3½ to 4 lbs. to pair	.32 -.34
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.32 -.34
Western, 4 to 4½ lbs. to pair, fancy	.25 -.27
" 3 to 3½ lbs. to pair, fancy	.22 - 24
" fair to good	.16 -.20
Fowls—	
Western, fancy	.14½-.15
Heavy Roasters, 4 to 5 lbs.	.18 -.20
Fair to good	-.16
Old cocks	.10 -.11
Western capons, fancy, frozen	.19 -.20
" " small, frozen	.16 -.19
Squabs—	Per doz.
Prime, large, ancy	3.50
Mixed	2.00-3.00
Dark	1.25-1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs.	.22 -.24
Large Springers	.23 -.26
Fowls	.13½-.14
Roosters	-.11
Ducks	.11 -.12

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small or No. 1, 2 doz. in case per doz.	85
" 1 " "	.85
Large or No. 2, 1 " "	1.40
1-lb. cans, 1 doz. in case per case	4.00
2-lb. " ½ " "	3.75
3-lb. " ½ " "	5.40
5-lb. " ½ " "	8.70

SAUER KRAUT.

Extra Quality Long cut, 50-gal. tierces	
Extra Quality Long Cut, 15 gals., kegs	3.00
Compass, No. 3, cans, 2 doz.	.82½

—46—

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb. per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ½ " "	8.50
P. P. Sauce, 2 doz., No. 1 "	1.50
Atmore's Genuine English Plum Pudding—Seedless:—	
Individual, per case of 2 doz.	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ½ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz.
Assorted, No. 2, stone crocks	1.12½
Assorted, No. 32, jars	.90
Assorted, No. 5, toy pails	2.25
American, pure apple, tumblers, assorted slices	.87½
American, assorted, uncolored, No. 10, tumblers	.87½
Schimmel's, assorted, No. 10, tumblers	.77½
National, assorted, No. 10, tumblers	.67½
National, assorted, No. 6, tumblers	.45
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.11
National, 30-lb. pails	.07¼
Southwark, 30-lb. pails	.05¼
Vineyard, 30-lb. pails	.05⅜
Southwark, 5-lb. toy pails, ½ doz.	3.60
Fruit Butters—	Per doz.
Apple, No. 2, stone crocks.	1.12½
Apple, No. 32, jars	.90
Apple, Southwark, No. 3, tins	.95
Apple, No. 5, toy pails	2.25
Apple, 30-lb. pails per pail	.88
Apple, 20-lb. crocks per lb.	.06⅞
Apple, Schimmel's, 30-lb. pails per lb.	.05½
Peach, Plum, National, 30-lb. pails per lb.	.06¼
Prune, 30-lb. pails per lb.	.06¾
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.10
Vineyard, assorted, No. 16, jars	.88
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.65
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

—47—

	Per Doz
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, "	4.60
Raspberries, "	4.60
Apricots, " peeled	4.85
Pineapple, "	4.60

DRUGS.

Alum per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2.60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk per lb.	.09
" Lump, bulk "	.09
Butter Color, W. & R. per doz.	2.00
Bluestone, bulk per lb.	.09
Copperas per lb	.01¾
Camphor, gum, 1-oz. blocks "	1 40
" Flakes, bbls "	.02¼
" " less quantity "	.02¾
" Tar Balls, bbls., 250 lbs. "	.02½
Castoria, Fletcher's per doz.	2.80
" Pitcher's "	.85
Carbonate of Ammonia "	.11
Chill Tonic per doz	3.60
Epsom Salts per lb.	.01½
" Bee Brand, ¼-lb. carton, per doz.	.30
" " ½-lb. " "	.40

—48—

Glauber Salts per lb.	.01¼
Glue "	.11
Goff's Cough Syrup, 25c. size per doz.	1.75
Goff's Herb Bitters, 25c. size "	1.75
Goff's Oil Liniment, 25c. size "	1.75
Goff's Sarsaparilla, 50c. size per doz.	3.50
Goff's Worm Syrup, 15c. size "	1.20
Goff's Horse and Cattle Pwd., 15c. size "	1.20
Goff's Dyspepsia Tablets, 10c. size "	.75
Gum Arabic per lb.	.55
Haarlem Oil per doz.	.35
Licorice, P. & S., 5c. stick, Imported "	.36
" M. & R., 5-lb. boxes per lb.	.23
" " Lozenges, 5-lb. boxes, "	.27
" Y. & S., " 5-lb. glass front, "	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's, "	.24
" Root "	.11
Putty, 25-lb. cans per 100 lbs.	1.60
" 50-lb. cans "	1.55
Petroleum Jelly, screw top, 5-c. size "	.35
" " 10.c. " "	.75
Paris Green, 100-125-lb. kegs per lb.	28½
" ¼-lb. packages "	.32
" ½-lb. " "	.31
" 1-lb. " "	.30
Jamaica Ginger, Hires', flasks per doz.	.90
Sewing Machine Oil, 3 oz. "	.35
Rosin per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs. "	.05¾
" granulated, kegs, " 100 " "	.05¾
Sulphur, Flour, 175-lb. barrels per 100 lbs.	2.45
" 100-lb. bags	2.25
" less quantity	.03½
Squills, Syrup, 1 oz. per doz.	.34
Syrup of Figs per doz.	2.00
Venetian Red per lb.	.02½
Whiting "	.02

	1 oz.	2 oz.
Glycerine per doz.	.37	.65
Laudanum "	.45	.85
Paregoric "	.35	.65
Peppermint per doz.	.40	.58
Sweet Spirits Nitre "	.40	.70
Sweet Oil per doz.	.30	.40
Turpentine "	.36	.45

Husband's Magnesia per doz.	2.85
Bull's Cough Syrup "	1.90
Roach Powder, Omega, 4-oz. cans	.80
" " per gross	9.00

	Per Doz.	Per Gross
Roachsault, large	4.00	45.00
" medium	2.00	22.50
" small	.80	9.00

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.40

	Per doz.
McCormick & Co., Bee Brand—	
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES

and the

"STAR" COFFEE MILLS

Electric Coffee Mills

For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also SHERER COUNTERS. WRITE FOR CATALOGUE.

MORGAN & CORNELL = 211 DUANE ST. NEW YORK

—49—

Reliable Brand—	10c. size.	25c. size.
Castoria, Dr. Pitcher		2.00
Castor Oil, tasteless	.80	2.00
Death-to-Pain	.80	2.00
Diarrhœa Cure	.80	2.00
Vermifuge	.80	2.00
Cough Cure	.80	2.00

W. F. Young's Veterinary Remedies, wholesale prices—	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days. F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and preminms	per case	3.75
U. S, Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chili Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—		Per doz.
Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00

Sauer's Flavoring Extracts:—		
No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen, No. 25,	per doz.	2.00
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
" Lemon, " " No. 25,	"	1.75
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
Ingersoll's Flavoring Extracts:—		
High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.75
" Lemon	"	.75
" assorted	"	.75
" small size	"	.45
Vanilla	per gal.	11.00
Lemon, 1 oz	per doz.	.80
" 2 oz	"	1.50
" 4 oz	"	3.00
"	per gal.	7.00

Orange, Almond, Peppermint, Wintergreen and Jamaica Ginger same price as Lemon.

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

Draught Cider—	Per gal.
Corson's Champagne	.18
" Dry Hard	.18
Bottled Cider—	**Per case**
Duffy's 1842 Apple Juice, 1 doz. qnarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅜
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07¼
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.05
Prime, 100-lb. bags	.03⅞
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.

WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 30 10-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS TABLE SALT PURE AND EXTRA DRY

Family size, case of 4 doz.	3 60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

P. J. Ritter Conserve Co., ½ pts., 3 doz. cases		
" " pints, 2 "		
" " quarts, 1 "		
Campbell's ½ pints, 2 doz to case, per doz.		.87½
Durkee's, large, 1 doz	per doz.	4.00
" small, 2 doz	"	2.40
Schimmel's, small, 2 doz	per doz.	.87½
My Wife's, pints, 1 doz		2.30
" half-pints, 2 doz		1.35
Snider's Salad Dressing:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Luncheon, 3 doz	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.65
Kegs, 150 lbs	per 100	85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Chili Sauce, Campbell's, ½-pints	"	.87½
Worcester Sauce, Campbell, ½pts., 2 dz.	per doz.	.77½
" " " pints,	" "	1.40
North of England Sauce, ½ pints	per doz.	.77½
Chef Sauce, ½ pints, 2 doz	per doz.	.80
Snider's Chili Sauce:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

How to Warm Up

To feel you are selling the best products of their class—products of unimpeachable purity and quality—doesn't that give you a warm feeling of satisfaction? We are very sure it does your customers.

Ralston Health Food and **Purina Whole Wheat Flour** are two such products. We have talked purity—purity—purity in connection with them, for months and years. They're the finest products of their class, and millions of consumers have been led through our advertising to demonstrate this fact for themselves.

Ralston Health Food is the treated hearts of selected wheat. **Purina Whole Wheat Flour** is what its names implies—flour made from the whole wheat.

Put these on your list of preferred goods.

Portland, Oregon. **RALSTON PURINA MILLS, ST. LOUIS, MO.** Tilsonburg, Ontario.

—53—

SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.06
Caraway..............	.08	Mustard, Yellow..	.05½
Celery..................	.10	Rape, per lb........	.05½
Coriander, bleached	.06	Poppy, per lb.......	.09
Flax.....................	.03⅜	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs....................................	per keg	1.80
" bulk, 25-lb. boxes..................	per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes...	"	.04⅝
Arm & Hammer bd., ¼'s, 36 lbs............	per lb.	.05⅝
" " " lbs., 36 "	"	.04⅞
" " " ¼, ½, 36 lbs..........	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04⅞

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz..................	1.50
Hires' Root Beer, Carbonated, 2 doz..............	.73
Hires' Ginger Ale, Carbonated, 2 doz............	.73
Welchs Grape Juice, case quarts, 1 doz.........	4.50
" " " pints, 2 doz...........	4.75
" " " ½-pints, 3 doz.......	4.25
" " " 3-ounce, 8 doz........	6.00
" " " ½-gallons, 1 doz....	8.00
" " " gallons, 6 gal.........	7.50

5 per cent. discount on 5 case lots.

Clicquot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz............	2.10
Sarsaparilla, extra quality, pints, 2 doz.......	2.10
Blood Orange, extra quality, pints, 2 doz...	2.10
Birch Beer, extra quality, pints, 2 doz........	2.10
Lemon Soda, extra quality, 2 doz...............	2.10
Root Beer, extra quality, pints, 2 doz.........	2.10

POLISHING AND CLEANING COMPOUNDS.

Bon Ami, 10-cent size......................	per gross	2.50
Electro Silicon, 1 doz.......................	per doz.	.72
Putz Liquid, large, 3 doz..............	per gross,	16.50
Putz Liquid, large, 3 doz.................	per doz.	1.45
Putz Liquid, small..........................	per gross,	7.00
Putz Liquid, small...........................	per doz.	.60
Putz Paste, large.............................	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans..................	per gross	9.00
No. 1, half-pint cans....................	"	18.00
No. 2, pint cans...........................	"	32.00
No. 3, quart cans.........................	per doz.	4.50
No. 4, half-gallon cans..................	"	7.50
No. 5, gallon cans........................	"	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs............................per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme...	100	3.40
Acorn...	120	2.45
Ark..	100	1.65
American..	72	2.80
Bee..	100	3.85
Best, Babbitt...	100	3.70
Babbitt's New York City.........................	60	2.95
Benzine-ated...	100	4.10
Big Master..	100	4.10
Brown..	60	2.40
Borax, Dreydopple..................................	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty....................	40	2.80
" Handsome......................................	69	3.10
" Eavenson, large............................	100	4.75
" " small....................................	100	3.75
" Kirkman's......................................	100	3.80
" Red Seal...	100	4.00
" Swift's...	100	4.00
Circus..	100	3.40
Cotton Oil..	100	5.80
Coal Oil Johnny......................................	100	3.60
Chain...	60	.04⅜
Cygnet...	100	4.00
Dobbins' Electric....................................	100	4.15
Dewey..	100	2.15
Fairy..	100	4.00
Fels-Naptha..	100	4.00
Five-case lots freight prepaid................	100	3.95
German Family..	100	4.30
Good Morning...	100	3.75
Glycerine Tar..	100	3.75
Gloss..	100	3.40
Grand Pa's..	50	3.15
"	100	3.80
Ivory..	100	7.00
"	100	4.00
Lenox...	100	3.40
Life Buoy..	50	2.00
"	100	4.00
Magic Cleaner...	100	3.00
Marseilles, laundry size........................	100	6.00
" 5-cent size....................................	100	4.00
" toilet size.....................................	100	4.00
Mayer's..	100	3.80
"	50	1.90
Miller's Naptha.......................................	100	3.75
Naphtha, Swift's......................................	100	3.75
Naptha, P. & G..	100	3.85
Octagon..	100	3.90
Old Mill..	100	3.30
Ozone...	100	3.75

—55—

Oleine, Conway's....................................	60	2.90
" Golden...	60	2.55
" Eavenson's.....................................	60	2.50
" Hamilton's......................................	60	2.50
" Kirk's...	60	2.30
" Philadelphia, 1 lb...........................	60	2.60
" " 14 oz....................................	60	2.45
" Pennsylvania.................................	60	1.75
" Procter & Gamble..........................	60	3.00
" Young's Best.................................	60	2.80
Pride, Swift's..	100	3.75
Polo...	120	2.45
Quaker City, boxes................................	100	2.90
" tubs...	150	4.50
Sunlight, oval..	100	3.85
" twin bars....................................	100	3.95
Santa Claus...	100	3.10
Saratoga...	120	2.45
Star..	100	3.40
Sunny Monday..	100	4.00
White Cloud..	100	3.85
Wool Soap, large....................................	100	6.75
Wool Soap, small....................................	100	4.00

TOILET SOAPS.

Buttermilk Cosmo..................................	gross	6.40
Buttermilk Cosmo..................................	doz.	.60
Buttermilk, Swift's..................................	gross	4.05
Castile, imported, Conti..........................	lb.	.13½
Castile, Conti, original boxes..................	lb.	.11¾
Cutaneous, Dr. Raub's.............................	doz.	.70
Elderflower, large cake...........................	gross	4.40
Fleur-de-lis...	gross	4.50
Fleur-de-lis...	doz.	.45
Hearts and Flowers.................................	gross	10.25
Maxine Elliot..	gross	8.10
Oatmeal, 3 cakes in box..........................	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box................................	lb.	.09
Turkish Bath..	doz.	.40
Sweetheart, 50 cakes..............................	box	1.75
Witch Hazel, 3 cakes, ½ gross.................	gross	3.25
Witch Hazel, Swift's................................	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars....................................	1.24
Young's, 48 bars..	1.80
Brooks' Crystal, 100 bars...	3.70
Philadelphia Standard, 60 bars................................	.60
Sapolio, 36 bars..	2.25
" Hand, 36 bars..	2.25
Wrigley's, 100 bars..	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars...	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes..............	per box	2.70
" 6 oz., 100 packages.............	"	2.65
" 8-oz. packs.........................	"	2.70

—56—

Soapine, 7 oz., 100 packs..	2.37½
" 12 " "	3.90
" 17 " 36 packs.............................per box	2.42½
Babbitt's 1776 Powder, 100 6-oz............................	2.20
Finola, 100 packages..	3.60
Gold Dust, Fairbank's, 100 12-oz. packages...	4.00
" " 24 4-lb. " ...	4.50
Naptha Borax, 100 packages, large....................	4.75
" 100 5-cent packages.......................	3.75
Kirkoline, white, 24 4-lb. packs..........................	3.30
Young's Pearl Borax, 60 1-lb. packages..............	3.60
Snow Boy Washing Powder, 24 4s.......................	4.00
" " 50 2s.......................	4.00
" " 100 1s......................	4.00
Nine O'clock Tea, 100 packages...........................	3.15
I-V Washing Tablets, 2 doz......................per doz.	43
Swift's Washing Powder, 100 1s..........................	3.85
Swift's Washing Powder, 24 4s............................	3.85

SPECIALTIES.

Anker's Bouillon Capsules..................................	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—Black, High Grade..........	.17	.18	.20
" Low Grade...........	.14	.15	.17
White, High Grade.........	....	.29	.31
" Low Grade..........	....	.23	.25
Cayenne, High Grade......	....	.21	.23
" Low Grade........	....	.16	.18
Cinnamon—High Grade................	.19	.20	.22
Low Grade..................	.13	.14	.16
Cloves—High Grade......................	.29	.30	.31
Low Grade.......................	.24	.25	.26
Allspice—High Grade....................	.12½	.13½	.15½
Ginger—High Grade......................	.22	.23	.24
Low Grade.......................	.10	.11	.13
Mace—High Grade........................	....	.50	.52
Nutmegs—High Grade..................	....	.30	.32
Mustard—Yellow, High Grade......	.19	.20	.21
" Low Grade........	.12	.13	.15
Brown, High Grade.......	.12	.13	.15

McCormick & Co., Bee Brand—		Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice................................	⅛ lb.	.40
	¼ lb.	.75
Banquet Brand—		
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice................................	⅛ lb.	.40
	¼ lb.	.75

DO YOU HAVE { A Delivery Wagon? A Telephone? A Cash Register?

These are secondary considerations nowadays. The essential thing is MODERN FIXTURES—to **display** and **sell goods.** You cannot have this without

Walker Bins

A catalog telling all about them will be mailed on request.

WALKER PATENT PIVOTED BIN CO.
24 South Seventh Street, Philadelphia, Pa.

"As Good as the 'J. M.'"

No delivery wagon built is as good as the "J. M.," though many are said to be. The makers of other wagons do the best they can, but they haven't our facilities.

The "J. M." wagon is the handsomest, longest-lived delivery wagon on the market. No other wagon manufacturer we ever knew rejected everything but second-growth hickory for wheels, as we do.

Write for our catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	"	.85
¼ lb. net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Gulden's Mustard and Horseradish, 2 doz.	.85
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.67½
Horseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
Pepper, Black	.10
Allspice	.07
Cloves	.19
Mace	.48
Nutmegs, 80's	.27
" 110's	.18
Cinnamon Bark, China	.13
" Canton	.13
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.75
Green Ginger Root	
Whole Mixed Spices, bulk, 6-lb. boxes	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		.04⅝
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb, "		.06⅝
Royal, 40-lb., 1-lb. "		.03½

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03½
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05½
" Linen Gloss, 3-lb. cartons	.04⅜
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅝
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03½
" 1 lb. packages, 48 lbs	.04¾
" 3-lb. cartons, 48 lbs	.04⅜
" 6-lb. boxes	.05½
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages ... per package	.08
Starch Polish. 20 cakes ... per box	.50

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electic Paste, ½ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size ... per doz.	.87½
" " ... per gross	10.25
" small size ... per doz.	.70
Climax Enamel ¼ gro ... per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun ... per gro.	5.75
Sun Paste, 5-cent size ... "	4.50
" 10-cent size ... "	7.20

—59—

X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ½ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼ gross	2.25
Per box of ½ gross	4.50
Per gross	9.00

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¾
McAllister, 36 packs	"	.05⅜
Rosensteins, 1lb. pkgs., 2 doz.	per lb.	.05⅜
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per doz.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 doz.	"	.70
Bath Brick, 25 bricks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ½ gross case, assorted, 6, 8, 10's	per case	.90
Carpet Tacks, Silver Steel, 4 oz.	per doz.	.06½
6 oz.	"	.07
8 oz.	"	.07½
10 oz.	"	.08½
12 oz.	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.09
No. 11, steel	per doz.	.09½
No. 12, steel	per doz.	.12
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather, cut into taps, 6 inches high		1.50
5½ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.90
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80
Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb.	"	.09
Best Jute Plow Line, 8 yds. to lb.	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines, 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 610	.52
Fancy, No. 626	.50
Strictly Prime, No. 627	.38
Good, No. 635	.29
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 621	.34
Choice, No. 576	.29
Prime, No. 638	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery	2.50
Five A, for confectionery	2.60

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	.90
1 " case	"	.92½
Karo, 2-lb. cans, 2 doz.	"	.82½
Karo, 25 cent size, 1 doz.		2.35

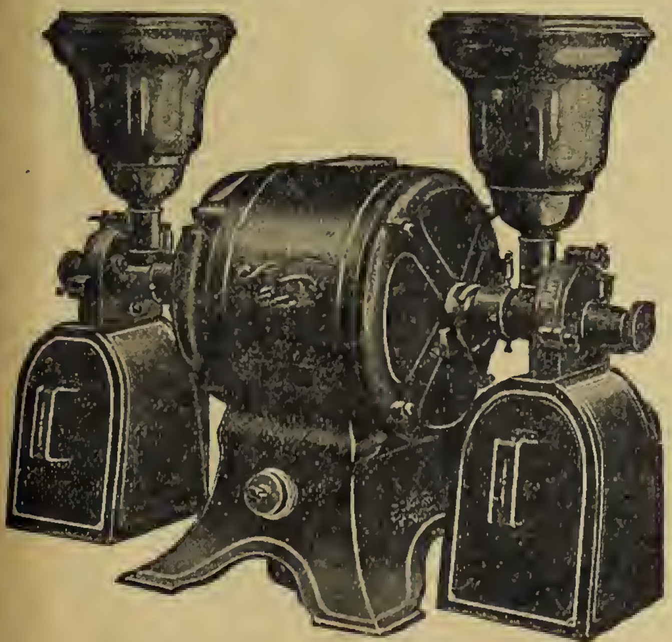
HENRY TROEMNER'S

Electric Coffee Mills

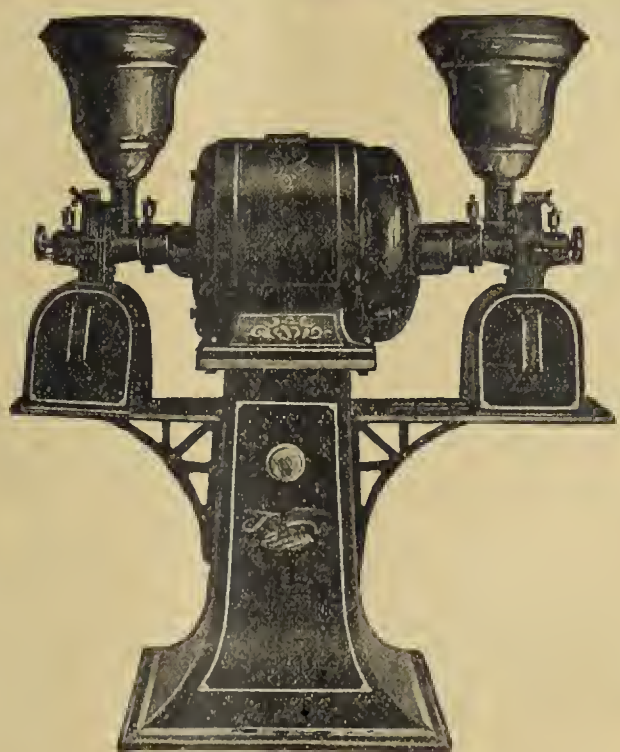
ARE THE FAVORITE MILLS

SAVING DOLLARS AND LABOR

THEY ARE FOOL PROOF



No. 192 MILL



No. 192 P MILL

ESTABLISHED 1840

Illustrations show mills fitted with direct-current motors; made also for alternating-current services.

Don't be talked into buying something "as good." There's nothing like or as good.

TROEMNER'S IS UNEQUALED

No. 19 MILL

WRITE FOR PRICE LIST

HENRY TROEMNER

PHILADELPHIA, PA., U. S. A.

No. 911 ARCH STREET

—61—

Banner, in jars, compound	per doz.	.97½
White Clover, in jars, compound	"	.92½
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00
Maplecane, 2 doz. 2½-lb. cans	per case	3.80

MAPLE SUGAR AND SYRUP.

Maple Sugar, 1-lb. bricks	per lb.	.15
Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	5.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Perfection, fancy parlor, 2 string	2.50
N U, No. 6, 3 string, split handles	2.35
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisk2, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.40
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118, Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.65
O. G., 3 electric hoops	1.80
Clear, 2 hoop	1.60
Clear, 3 hoop	1.70
Electric Cedar, 2 hoop	2.15
Electric Cedar, 3 hoop	2.35
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	5.35
2, Solid oval	1.55
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	5.25
2, Wire ends	5.45
3, Wire ends	5.65
5, Wire ends	
Picnic Plates, 8 inch	2.40
Picnic Plates, 9 inch	2 65

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
5, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	2.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	2.25
8, 6 in., A., hair bristle	2.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.33
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39
Brown-Holland Pipe Tobacco, 2½-lb. cartons, 2½-oz. packages	1.10

YEAST CAKES.

Compressed	per doz.	.18
Magic, 1½ doz. packages	per box,	.58
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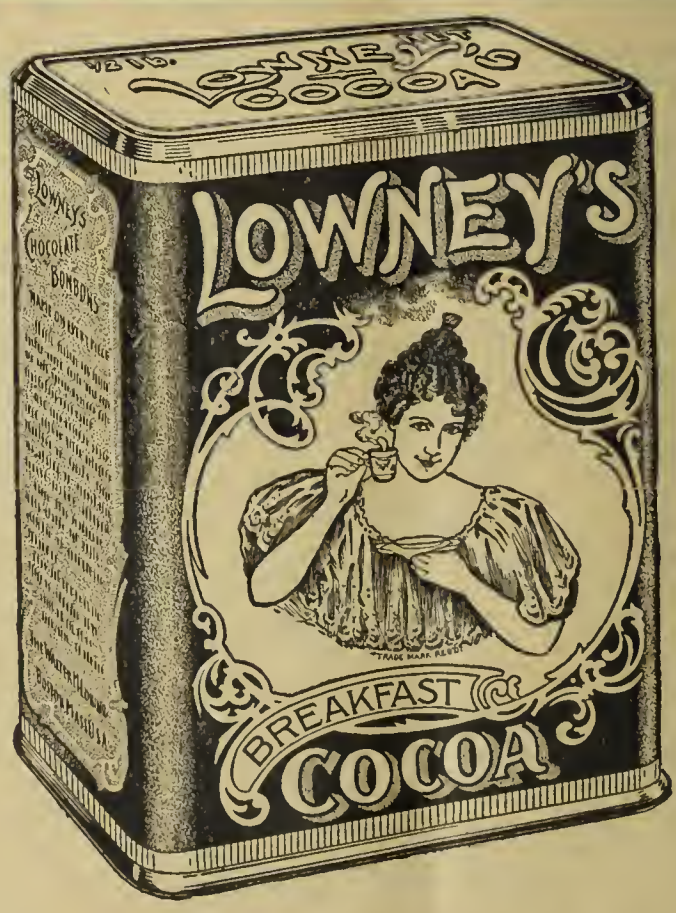

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

The Walter M. Lowney Company
447 Commercial Street, Boston, Mass.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

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Contents.

PAGE

Benzoate of Soda Temporarily Legitimized 8
How Maple and Cane Syrup Must Be Labeled 8
How Any Grocer Can Preserve Eggs 9
Another Adulterated Food Fake Shown Up 9
Retailer Chief Sufferer by Coffee Market Manipulation 10
Northwest to Hold Mammoth Food Show 11
Editorial 12
The Benzoate of Soda Ruling.
The Science of Food Adulteration.
American Grocerles in Chinese Stores 12
Two-Minute Sermons for the Retail Grocer 13
The New York Letter 14
The Grocery Markets 16
Market Notes 17
Trade Kicking Against New Freight Regulation 18
The Science of Advertising 19
The Stroller's Column (Contributed) 20
Robbers.
New California Canned Fruit Prices Average Fifty Cents Above Last Year 21
Association News 22
Window Dressing for Grocers 22
Legal Department 27
Correspondence 28
Heart-to-Heart Talks with Grocery Clerks 30
Want Department 31
Baltimore Prices-Current 33
New York Price-List 34
"Grocery World" Prices-Current 35

Index to Advertisements.

PAGE

"Advertising World" 31
American Hominy Co. 29
American Second-Hand Cash Register Exchange 39
Anker's Boulllon Capsules 18
Arbuckle Bros. 4
Atmore & Son 44
Babbitt, B. T. 19
Baker Co., The Franklin ..... Cover 1
Baltimore Manufacturers' Advertising Association 6
Beardsley's Sons, J. W. 41
Bellevue Chemical Co. 27
Bell & Sons, Samuel 41
Bishop, R. W. 31
Bower & Co., John 45
Bown Bros. 36
Bradstreet System, The 19
Brown & Co., P. F. 27
Buckley, Elton J. 8
Butler Brothers 21
Central Egg Carrier Company 42
Clicquot Club Co. 5
Cowan & Sons, H. 36
Crescent Mfg. Co. 16
Croft & Allen Co. 38
Cuneo's Son, Joseph 40
Daetwyler & Co., R. 32
Dilliard Remedy Co. 32
Dixon Crucible Co., Jos. ..... Cover 4
Enterprise Mfg. Co. of Pa., The 43
Esterbrook Steel Pen Co., The ..... Cover 4
Exton & Co., A. 17
Fell Manufacturing Co., E. C. ..... Cover 2
Fels & Co. 10

PAGE

Fischer & Co., B. 11
Fleischmann's Yeast 32
Floto's Sons, George 50
Forbes, J. P. 16
Franklin Sugar Refining Co. 20
Freihofer Vienna Baking Company 15
Fulton & Walker Co. 48
German-American Coffee Co. 4
Gold Medal Flour 41
Grocers' Printing Co. 31
Hagan & Co., Arthur 40
Harding & Co., E. E. 16
Hicks, Frank B. 10
Hires Condensed Milk Co. ..... Cover 4
Hooton Cocoa and Chocolate Co. 40
Indexed Coupon Books. 16
Ivins' Son, J. S. 3
Kellogg & Sons, H. 42
Knight Cooking Extract Co. 19
Lamson Consolidated Store Service Co., 37
Lautz Bros. & Co. ..... Cover 2
Levering Coffee Co., The 18
Loughery & Co., Jas. J. 36
Lowney Co., The Walter M. 50
Lutz & Schramm Co. 5
Maher's Veterinary Hospital, Dr. ..... Cover 1
Manufacturers' Trade-Mark Association, 4
Martindale & Co., Thos. 36
Mentor Cigarette Co. 40
McCahan Sugar Refining Co., The W. J., Cover 3
McCaskey Register Co., The 38
McCormick & Co. 13
McCray Refrigerator Co. 45
Miller & England 39

PAGE

Mince Meat 44
Morgan & Cornell 46
Paper Canister Mfg. Co. 42
Paul Mfg. Co. ..... Cover 3
Philadelphia Electric Co., The 15
Phillips & Co., F. H. ..... Cover 3
Porcella Co., The 17
Quaker City Preserve Co. 31
Rae's Lucca Oil 42
Ralston Purina Mills. 10
Rapid Motor Vehicle Co. 47
Righter, W. H. 32
Ritter Conserve Co., Philip J. 37
Royal Milling Co. 41
Royal Specialty Co. 18
Sauer Co., C. F. ..... Cover 4
Scott & Co., Inc., John ..... Cover 1 and 9
Shane Bros. Co. 16
Snider Preserve Co., The T. A. 4
Stickney & Poor Spice Co. 5
Strasbaugh, Silver & Co. 27
Sulpho-Napthol Co., The 44
Swift & Co. 16
Tongue & Bros., R. E. 18
Troemner, Henry 49
Wagner Co., Martin 32
Walker Patent Pivoted Bin Co. 48
Washburn-Crosby Co. 41
Whittemore, Bros. & Co. ..... Cover 2
Wilde, Carl 27
Wilde's Sons Co., Samuel ..... Cover 2
Williams Bros. Co., The 47
Wrigley Mfg. Co. 15
Young, P. D. F., W. F. 31
Young & Co., Chas. W. 5
Zimmerman Co., M. ..... Cover 3

Benzoate of Soda Temporarily Legitimized

Latest Decision by United States Department of Agriculture Is That No Prosecutions Will at Present Be Brought Against Its Moderate Use. Use of Sulphur Dioxid in Dried Fruits, Molasses, etc., Also Permitted. Status of Color In Canned Vegetables.

The United States Department of Agriculture, for the time being at least, has legitimized the use of benzoate of soda as a food preservative and the use of sulphur dioxid as a bleach. Benzoate is very largely used to preserve such products as catsups, jams, mincemeat, etc. Sulphur dioxid is universally used to bleach dried fruits and molasses, and up to a few months ago was used to bleach glucose white.

During the last few days the department has promulgated a decision which, while it does not declare the use of the above substances legal, takes them out from under the ban by announcing that no prosecutions will for the present be brought against their moderate use. This decision will bring the greatest relief to all concerned.

The text of the decision is as follows:—

Food Inspection Decision 76.—Dyes, chemicals and preservatives in foods.

It is provided in Regulation 15 of the rules and regulations for the enforcement of the Food and Drugs Act that the Secretary of Agriculture shall determine by chemical or other examination those substances which are permitted or inhibited in food products; that he shall determine from time to time the principles which shall guide the use of colors, preservatives and other substances added to foods, and that when these findings and determinations of the Secretary of Agriculture are approved by the Secretary of the Treasury and the Secretary of Commerce and Labor the principles so established shall become a part of the rules and regulations for the enforcement of the Food and Drugs Act.

The law provides that no food or food product intended for interstate commerce nor any food or food product manufactured or sold in the District of Columbia or in any territory of the United States or for foreign commerce except as thereinafter provided, shall contain substances which lessen the wholesomeness or which add any deleterious properties thereto. It has been determined that no drug, chemical or harmful or deleterious dye or preservative may be used. Common salt, sugar, wood smoke, potable distilled liquors, vinegar and condiments may be used. Pending further investigation the use of saltpeter is allowed.

Pending the investigation of the conditions attending processes of manufacture and the effects upon health of the combinations mentioned in this paragraph, the Department of Agriculture will institute no prosecution in the case of the application of fumes of burning sulphur (sulphur dioxid), as usually employed in the manufacture of those foods and food products which contain acetaldehyde sugars, etc., with which sulphurous acid may combine, if the total amount of sulphur dioxid in the finished product does not exceed 350 milligrams per liter in wines, or 350 milligrams per kilogram in other food products, of which not over 70 milligrams is in a free state.

No prosecutions will be based on the manufacture, sale or transportation of foods and food products manufactured or packed during the season of 1907 which contain sodium benzoate in quantities not exceeding one-tenth of one per cent. or benzoic acid equivalent thereto, provided sodium benzoate or benzoic acid has hitherto been generally used in such foods and food products.

The label of each package of sulphured foods, or foods containing sodium benzoate, or benzoic acid, shall be a statement that the food is preserved with sulphur dioxid, or with sodium benzoate, or benzoic acid, as the case may be, and the label must not bear a serial number assigned to any guarantee filed with the Department of Agriculture nor any statement that the article is guaranteed to conform to the Food and Drugs Act.

The use of any dye, harmless or otherwise, to color or stain a food in a manner whereby damage or inferiority is concealed, is specifically prohibited by law. The use in food for any purpose of any mineral dye or any coal-tar dye, except those coal-tar dyes hereinafter listed, will be grounds for prosecution. Pending further investigations now under way and the announcement thereof, the coal-tar dyes hereinafter named, made specifically for use in foods, and which bear a guarantee from the manufacturer that they are free from subsidiary products and represent the actual substance, the name of which they bear, may be used in foods. In every case a certificate that the dye in question has been tested by competent experts and found to be free from harmful constituents must be filed with the Secretary of Agriculture and approved by him.

The following coal-tar dyes which may be used in this manner are given numbers, the numbers preceding the names referring to the number of the dye in question as listed in A. G. Green's edition of the Schultz-Julius Systematic Survey of the Organic Coloring Matters, published in 1904.

The list is as follows:—

Red Shades—107, Amaranth; 56, Ponceau 3 R.; 517, Erythrosin.

Orange Shade—85, Orange 1.

Yellow Shade—4, Napthol Yellow S.

Green Shade—435, Light Green, S. F. Yellowish.

Blue Shade—692, Indigo Disulfoacid.

Each of these colors shall be free from any coloring matter other than the one specified and shall not contain any contamination due to imperfect or incomplete manufacture.

The question of the entry into the United States of vegetables greened with copper salts has not been finally determined. Pending the determination and decision of this matter by the Secretary of Agriculture all vegetables greened with copper salts which do not contain an excessive amount of copper will be admitted to entry if the label bears a statement that sulphite of copper or other copper salts have been used.

This food inspection decision is to be construed in connection with Regulations 14 and 31 of the rules and regulations for the enforcement of the Food and Drugs Act. Regulation 14 provides that poisonous and deleterious preservatives shall only be applied externally and the preservatives in food products shall be of a character which shall not permit the permeation of any preservative to the interior or any portion of the interior of the product. It further provides that the preservative must be of such a character that, until removed, the food products are inedible, and that when these products are ready for consumption if any portion of the added preservative shall have penetrated the food product, the said food product shall then be subject to the regulations for food products in general.

Regulation 31 provides that food products intended for export may contain added substances not permitted in food intended for interstate commerce, when the addition of such substances does not conflict with the laws of the country to which the food products are to be exported, and when such substances are added in accordance with the direction of the foreign purchaser or his agent.

No prosecution will be based on the sale of foods and food products manufactured or packed in the United States prior to the issuing of this decision, where the composition of such foods and food products is at variance with the requirements of this decision if the nature of the variation be plainly stated on the label. In every case, however, the burden of proof will be on the manufacturer to show that the goods were manufactured or packed prior to the date of this decision.

H. W. Wiley,
Frederick L. Dunlap,
Geo. P. McCabe,
Board of Food and Drug Inspection.

Approved:
James Wilson,
Secretary of Agriculture.
Geo. B. Cortelyou,
Secretary of the Treasury.
Oscar G. Straus,
Secretary of Commerce and Labor.

Washington, D. C., June 18, 1907.

California Aroused Over Dried Fruit Bleaching.

If the dried fruit interests of California have their way the Federal food law will never be enforced against the practice of bleaching fruit with sulphur. The Governor of the State sent President Roosevelt the following telegram last week:—

President Roosevelt, Oyster Bay:—
Am informed that Secretary of Agriculture has signed an order concerning use of sulphur in food products, which, if no exception is made to our dried fruit industry, will inflict great loss to California. Order is now waiting the signatures of Secretary of Treasury and of Secretary of Commerce and Labor. Our State wants to be heard before order is finally signed. Can it be so arranged?

J. N. Gillett,
Governor of California.

The Secretary of Agriculture, answering, intimated that the California fruit interests need not be alarmed.

How Maple and Cane Syrup Must Be Labeled.

Federal Food Law Enforcing Board Issues Regulations on Subject. Depends on the Proportion of Ingredients.

The Federal Food Law Enforcing Board has issued a decision during the week (No. 75) as to the labeling of syrup consisting of a mixture of maple and cane. The text is as follows:—

THE LABELING OF MIXTURES OF CANE AND MAPLE SYRUPS.

The director of the agricultural experiment station at Orono, Me., in a recent letter made the following statement:—

> There are in Maine many syrups which are labeled something like this: "A Fancy Quality Syrup Made from Pure Maple and White Sugar." Many of these syrups carry but little maple, one company saying that in a syrup analogous to this they put 90 per cent. of cane sugar and 10 per cent. of maple.

When both maple and cane sugars are used in the production of syrup the label should be varied according to the relative proportion of the ingredients. The name of the sugar present in excess of 50 per cent. of the total sugar content should be given the greater prominence on the label; that is, it should be given first. For example, a syrup the sugars of which consist of 51 per cent. cane sugar and 49 per cent. maple sugar would be properly branded as "Syrup Made from Cane and Maple Sugar," or as "Cane and Maple Syrup. The terms "maple sugar" and "maple syrup" may only be used on the label as part of the name when those substances are present in substantial quantities as ingredients. They should not appear on the label as part of the name when only a small quantity of those substances is used to give a maple flavor to the product. A cane syrup containing only enough maple syrup or maple sugar to give a maple flavor is properly labeled as "Cane Syrup, Maple Flavor" or "Cane Syrup Flavored with Maple."

Whenever it is necessary to declare cane sugar (sucrose) on a label it should be declared as cane sugar and not as white sugar.

ELTON J. BUCKLEY
Editor "Grocery World"
Attorney and Counsellor at Law
730-731 Drexel Building, Philadelphia, Pa.
Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

How Any Grocer Can Preserve Eggs

In Response to Numerous Requests, "Grocery World" Secures From Agricultural Department Description of Process of Preserving Eggs With Water Glass. Process Cheap, Simple and Wonderfully Effective.

In a recent issue the "Grocery World" published the results of some of the Federal Government's investigation into the preservation of eggs by the use of water glass (sodium silicate). In that article no details were given of the process; only of the results. Inasmuch as the whole subject is one of immense interest to retail grocers, this journal has received quite a number of requests, since the publication of the former article, for detailed directions how water glass is used. To secure this we have gone to headquarters, the Department of Agriculture at Washington, and have secured there a full description of the process, by following which any person of ordinary intelligence may preserve eggs with the preparation named.

Water glass or soluble glass is the popular name for potassium silicate or for sodium silicate, the commercial article often being a mixture of the two. The commercial water glass is used for preserving eggs, as it is much cheaper than the chemically pure article which is required for many scientific purposes. Water glass is commonly sold in two forms, a syrup-thick liquid of about the consistency of molasses, and a powder. The thick syrup, the form perhaps most usually seen, is sometimes sold wholesale as low as 1.75 cents per pound in carboy lots. The retail price varies, though 10 cents per pound seems to be the price commonly asked. A solution of the desired strength for preserving eggs may be made by dissolving one part of the syrup-thick water glass in ten parts, by measure, of water. If the water-glass powder is used, less is required for a given quantity of water. Much of the water glass offered for sale is very alkaline. Such material should not be used, as the eggs preserved in it will not keep well. Any druggist will test it as to alkalinity with litmus paper. Only pure water should be used in making the solution, and it is best to boil it and cool it before mixing with the water glass. The solution should be carefully poured over the eggs packed in a suitable vessel, which must be clean and sweet, and if wooden kegs or barrels are used they should be thoroughly scalded before packing the eggs in them. The packed eggs should be stored in a cool place. If they are placed where it is too warm silicate deposits on the shell and the eggs do not keep well. Only clean eggs should be packed, but it is best not to wash the eggs before packing, as this removes the natural mucilaginous coating on the outside of the shell. One gallon of the water glass will make sufficient solution for fifty dozen eggs if they are properly packed.

The "Grocery World" sees no reason why any retail grocer should not make the experiment of preserving a few eggs this summer and carrying them over until fall. If the process will bear out all of the Government's representations concerning it, there is unquestionably a wonderful future for it.

Another Adulterated Food Fake Shown Up.

Newspaper Dispatch Laid Case of Wholesale Poisoning to Effect of Acid of Tomato Upon Tin Can. Attending Physician Writes the "Grocery World" That It Was Ordinary Case of Eating Spoiled Fruit.

The "Grocery World" herewith exposes another newspaper adulterated food fake. Several days ago the following appeared in the Philadelphia "Ledger":—

POISONED BY TOMATOES.

CANNED VEGETABLES PROVED UNWHOLESOME TO FAMILY.

(Special Telegram to "Public Ledger.")

VINELAND, July 2.—Dr. George Cunningham is trying to restore to health the wife and three daughters of Davis Cohen, who were poisoned by canned tomatoes. The father and baby escaped severe sickness by not partaking of the vegetables, purchased from a nearby grocery. It is said packers will this year use a tin can that has been lacquered on the inside so that the acid will have no effect on the tin.

The whole trend of the above is to make the effect of the acid

STATE HOUSE

CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

of the tomato on the tin of the can responsible for this poisoning. No case of injury or poisoning from any such cause has ever been recorded, so that the "Grocery World," recognizing the importance of the point, wrote the attending physician for confirmation. His reply follows:—

Vineland, N. J., July 14, 1907.

The "Grocery World,"
Philadelphia.

Gentlemen:—Yours received. I have not seen the article quoted from in regard to tomato poisoning and do not know what the reporter said. It was not convenient to get all the facts before, so could not answer.

The Cohens bought, opened and immediately served for supper a can of "Golden Rule" tomatoes, packed by Carmine & Sherman, Thompson's Station, Md., and were made violently sick—father and one child not eating any, escaped. The tomatoes were *very sour*, and they had to sweeten them for eating. The can was not lacquered, nor was the tin eaten from the iron; the lid did not bulge. It seemed to me like an ordinary case of eating spoiled fruit.

Yours truly,
G. CUNNINGHAM.

The little round cracker with "Exton" stamped on it. It has been on the market over half a century, and no consumer will use any other oyster cracker if she can get the Exton, because no oyster cracker can take its place in the esteem of those who know the difference between fair and good.

Written for the "Grocery World."

Retailer Chief Sufferer by Coffee Market Manipulation

Well-known Coffee Authority Shows That Present Brazilian Scheme to Inflate Price of Rio and Santos Chiefly Harms the Retail Grocer. Retailers the Victims of All Such Coffee Schemes. Can Block Them by Simply Buying Wants.

A review of the various manipulations from year to year in the Rio and Santos coffee market since 1901 will show conclusively that the retail distributer of coffees has in every case been the chief sufferer. With the exception of the low-grade bulk coffee and the standard cheap package coffees, the retailer has lost in profits just what the speculator and manipulator has made, and, strange to say, the retailer has been the direct means of robbing himself.

The standard prices at retail for coffees have been 20, 25, 30, 35 cents. During this period the price of green coffee has varied about 4 cents per pound, while the prices mentioned above (the standard price at retail) have not varied. Five times in the last six years have the manipulators succeeded in scaring the retailers into carrying large stocks of coffee, only to drop the price when the distributers' carrying capacity was reached. The gamblers in coffee are now trying to pull off the same trick, the scheme varying only in the fact that they have the cards better stacked and the dice more scientifically loaded. With the help of the Brazilian Government, they have practically withdrawn from the market about 8,000,000 bags of coffee, thereby artificially decreasing the present enormous world's visible supply, about that many bags of coffee. This coffee must eventually be sold, and during the period in which it is held its cost is steadily increasing by just the amount of the carrying charges, storage, interest, etc. By the help of a practically subsidized trade press, they are striving to create an impression that the prospect of the growing crops for years to come is very poor.

How much these statements are worth is shown by the fact that when a gentleman by the name of Hertz, from Havre, arrived in New York last year and said that after visiting the growing districts of Brazil he believed

A Retail Grocer Invented This

I am a retail merchant. I couldn't find in any bookkeeping system just exactly what I wanted to keep me posted *every day* about my business.

So I invented one. It's a daily record plan, simple and labor-saving, that will tell you at each day's close, without referring to any other book, precisely where you stand.

Send for sample page. Price, $1.00.

FRANK B. HICKS - - Macedon Center, N. Y.

In every leading magazine published you can find the advertisements of **Ralston Health Food** and **Purina Whole Wheat Flour,** preaching the gospel of pure and nutritious food.

And incidentally building up the already enormous business in these products—building it up by bringing orders to retail grocers the country over.

If you believe in selling products of unimpeachable purity and wholesomeness, and particularly if you believe in filling orders which we are inspiring for you every day, why not stock up **Ralston Health Food** and **Purina Whole Wheat Flour.**

RALSTON PURINA MILLS

PORTLAND, ORE. **ST. LOUIS, MO.** TILSONBURG, ONT.

"The Best is the cheapest in the end," is an old but true saying. The women who have compared FELS-NAPTHA soap with others have concluded that this statement is true. Why not get your wife to try FELS-NAPTHA?

Why not make a display of the empty cartons on your shelves and in your windows, as well as in other blank spaces in your store? It pays to have a bright and cheerful store. Trade is attracted.

FELS-NAPTHA cartons help.

the crop of the year just passed would be 14,000,000, these gentlemen poked all manner of ridicule at the figures. As a matter of fact, the crop turned out 19,600,000.

While these gentlemen have an enormous amount of money, the surplus that they have removed from the available supply must eventually be reckoned with. Should the retailer refuse to carry any burden of the stock and keep his purchases down to a hand-to-mouth basis, the beautiful speculative edifice that these gentlemen have erected will tumble to pieces. On the contrary, should they be able (by means of their publicity bureau) to scare the distributer into helping them carry this burden by means of liberal purchases, their scheme will prove successful and their profits come directly from the retailer. They have succeeded during the last week by manipulation on the Exchange in forcing the price of actual coffee up about ⅜ cent per pound. One of the most influential trade papers in America has deliberately colored its daily reports so flagrantly that even a poorly posted merchant can readily see that the report is subsidized. If the market should advance 10 points this paper indulges in what might be termed a "bull" frenzy, and should it decline 10 points it has a wealth of explanations as to why this happened, always ending up its report by saying that the market is in a particularly healthy condition.

There is one thing positively certain, and that is, the jobbers and roasters of coffee will continue to carry only a normal stock, provided their customers, the retailers, continue to purchase only their needs, so that it is practically up to the retailer as to whether or not he shall lose the profits which legitimately should come to him. The distributer (should he use ordinary judgment) will prove the rock on which this whole scheme will come to a disastrous wreck. Should he allow himself (as he has in the past) to be cajoled into anticipating his wants he will simply add some millions of dollars to the plunder of several gentlemen who are already multi-millionares.

CHARLES W. ERVIN.

Phila., Pa., July 19, 1907.

Northwest to Hold Mammoth Food Show.

Eastern Food Manufacturers to Be Asked to Support Food Exposition of Various Retailers' Associations to Be Held at Spokane, Wash., Next November.

Special correspondence of "Grocery World."

Spokane, Washington,
July 15, 1907.

Manufacturers of pure food products all over the United States will be invited to make displays and demonstrations at the mammoth show planned by the Spokane Retail Grocers' Association, the Inland Empire Retail Dealers' Association and the 150,000 Club of Spokane in Spokane the second and third weeks in November. The associations embrace a territory of 150,000 square miles in eastern Washington and Oregon, northern Idaho, western Montana and southeastern British Columbia, and it is predicted that the show will be the biggest success of any of its kind ever presented in the Pacific Northwest.

The grocers have entered into a contract with J. W. Dean, of Detroit, to put on the show, and in addition to his presentation there will be displays by Spokane manufacturers, as well as those in various parts of the Inland Empire. The grocers will be represented on the Joint Committee by E. N. Cory, Thomas A. Gallagher and B. A. Smith; the 150,000 Club by F. W. King, president, and Fred. H. Gaston, secretary; while the retail dealers will have G. H. Hinke, chairman; Secretary Carbary and several other members. It is likely the show will take place in Spokane's State armory, recently completed at a cost of $100,000.

AUGUST WOLF.

Western Butter Men Turned Down.

At a meeting last week the Dairy Committee of the Trunk Line Freight Agents' Association considered and refused the recently signed petition of 30 large butter dealers, asking that the various transportation lines discontinue stamping car numbers on tubs of butter intended for New York deliveries, claiming that the method gives to buyers the impression of the butter having come from storage houses, etc.

Sold by Progressive Dealers Everywhere

HOTEL ASTOR COFFEE

You can sell it to people you never sold Coffee to before —and it's a sure repeater.

We have a way of telling the trade who come the way of your store all about it.

May we tell you more about it?

Drop us a postal.

B. FISCHER & CO.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

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The Benzoate of Soda Ruling.

The ruling by the Federal Food Law Enforcing Board, that benzoate of soda may be temporarily used as a food preservative in any quantity not exceeding 1-10 of 1 per cent., will inspire a huge sigh of relief from manufacturers all over the country. Prior to this ruling benzoate of soda was one of the very few mooted phases of the food question. This ruling for the time being legitimizes it absolutely, not only under the Federal food law, but also under the new Pennsylvania State food law, for under the provisions of the latter act no prosecution can lie in cases where the Federal law has been complied with.

In some quarters this official permission to use benzoate of soda will be taken as an act of charity toward manufacturers. The "Grocery World" estimates it is merely making a virtue of necessity. For the writer has contended ever since the passage of the act of June 30, 1906, that under the liberal provision thereof no prosecution for the use of benzoate in normal quantities could successfully lie. This was for the reason that in order to convict the Government must prove that 1-10 of 1 per cent. of benzoate is harmful, which could not be proven, since it is not the fact. Dr. Wiley, who dominates the Board of Enforcement, was unquestionably shrewd enough to see this, and the new ruling is doubtless his clever way of generously permitting something which he could not legally forbid.

Though he desired to forbid it very sorely.

There is one part of the decision bearing on this point in which the department attempts to let itself down easy. The following paragraph is referred to:—

> The label of each package of sulphured foods, or foods containing sodium benzoate, or benzoic acid, shall bear a statement that the food is preserved with sulphur dioxide, or with sodium benzoate or benzoic acid, as the case may be, *and the label must not bear a serial number assigned to any guarantee filed with the Department of Agriculture nor any statement that the article is guaranteed to conform to the Food and Drugs Act.*

This ties a string to the benzoate and sulphur concession which practically destroys its entire advantage. Under this restriction a man may use benzoate or sulphur but must not guarantee goods containing either. Such a regulation, however, cannot stand for one minute. In the first place no outsider, not even the United States Government, has the right to forbid a man to guarantee his product. That is wholly a personal matter with him. Every individual has the unimpeachable right to guarantee anything he makes or sells, always admitting his responsibility if the guarantee is fraudulent.

So that when the Department of Agriculture says to manufacturers "you must not guarantee your goods if they contain benzoate of soda or sulphur," it goes outside of its powers—very far outside. Manufacturers can do precisely as they like.

Its utter inconsistency would void such a regulation anyway. The substances under discussion are either legal or illegal. There is no middle class; they must be lawful or unlawful. If they are unlawful they must not be used, and the department has no right to permit their use. If they are lawful, as the "Grocery World" has claimed from the beginning, then the department has no right to restrict their use in this or any other way, and goods containing them may be guaranteed to comply with the law, because they do comply with it.

From the beginning the "Grocery World" has had no doubt that the moderate use of benzoate of soda was legal, and that goods containing it could therefore be guaranteed absolutely. It holds to precisely the same opinion still.

The Science of Food Adulteration.

No other man so well as the drug or food chemist has so clear an insight into the astounding extent to which the science of food adulteration has progressed in recent years; progressed to the point where probably half of all foods and drinks can be chemically simulated so precisely that none but an expert can detect it. Take, for example, the following formula, which produces an artificial essence of cherry:—

ESSENCE OF CHERRY.

Acetic ether	75 parts.
Benzoic ether	75 parts.
Oenanthic ether	15 parts.
Oil bitter almonds	30 parts.
Saturated alcoholic solution benzoic acid	15 parts.
Glycerine	45 parts.
Alcohol, q. s. to make	1,000 parts.

The writer had the proud privilege of sampling this product a few days ago and would have sworn, had he not known, that he was drinking cherry juice. The natural cherry flavor and tang were there, the color was there, being also artificial, and the drink was thoroughly satisfactory in every way. Yet it did not contain an atom of real cherry essence, and was an imitation and a fraud to the last drop.

This is a good type of the resources of chemistry in the matter of food sophistication. In the light of such evidence the protection of the food laws seems indeed beneficent.

American Groceries in Chinese Stores.

United States Consul Makes List of Foreign Canned and Carton Goods He Saw In an Oriental Grocery Store. Japan Beats Us On Matches. We Have Recovered Our Brazilian Flour Trade. Nova Scotia Mackerel Late.

Special correspondence of "Grocery World."

Washington, D. C.,
July 18, 1907.

In a large Nankin retail store a United States Consul jotted down the names of some of the foreign canned and packed goods displayed as follows: Condensed milk, seven brands; evaporated cream; oysters, two brands; red salmon, two brands; deviled ham; meats, four brands; fruits, two brands; buckwheat flour; pears, grapes, sweet corn, etc.; rolled oats; meat juices; maple syrup; cocoa essence and chocolates; biscuits and wafers; shredded cocoanut; California figs; apple butter, cranberry sauce, etc.; malted milk; confectioneries; cigarettes, five brands, etc.

In the same district of China the number of boxes of matches entered last year was 183,780, or four times the amount entered in 1903. These all came from Japan. It would seem impossible for any country to compete with Japan, says the Consul for that district, unless entirely new methods are used. In a Japanese match box 2⅜ by 1½ inches are 130 matches. In American and English boxes twice the size and cost of the Japanese boxes there are not half as many, although the Japanese matches are better to light a fire, candle, lamp, cigar, cigarette or pipe. With the increased sales of tobacco the match trade increases. In some Chinese shops the best brands of American toilet soaps can be bought.

* * *

Another feature of the export trade in food products is that the manufacturers of this country have largely recovered the lard and flour trade of Brazil. The United States had all but lost the market, on account of the competition of Argentine flour, the development of the home milling industry, and, largely, the disastrous freight charges, and other causes. The imports of American lard in 1906 amounted to 6,704 cases and 33,890 barrels, against 151 cases and 5,124 barrels in 1905. The total imports of flour into Rio de Janeiro in 1905 and 1906 were 320,074 and 214,609 barrels, respectively. While the imports of Argentine flour fell off from 306,525 barrels in 1905 to 194,600 barrels in 1906, the imports of the American product increased from 13,549 barrels in 1905 to 20,009 barrels in 1906.

The milling business of Brazil is controlled entirely by an English syndicate, which, at its last meeting in London, expressed its positive determination to drive American flour out of the Brazilian market. The 20 per cent. preferential tariff in favor of

Meet Us at Jamestown=Food Products Building

"Goods Well Bought Are Half Sold"

(An old saying, but true.)

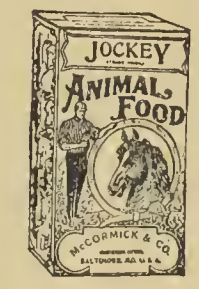
OF WHOM, WHAT, WHEN AND HOW MUCH TO BUY

All these go to make success.

WHEN YOU THINK OF THESE QUESTIONS, THINK ALSO OF

McCormick & Co., Baltimore

All our goods comply with State and National Laws, and are manufactured for those who want THE BEST. We try to sell you only salable goods, but exchange any you cannot sell for our other goods. We want your trade, confidence and good will. When you order insist on our goods.



SEND FOR OUR CATALOG

McCORMICK & CO.

Extracts,
Spices,
Teas and
Drugs

Baltimore,
Md.

American flour has, it is considered, helped the product to the extent noted in the imports of 1906.

* * *

Writing from Halifax, Consul-General Holloway sends these particulars of the unexpected appearance of the mackerel late in the season: "The fishing on the Nova Scotia coast this year has been exceedingly backward, and the mackerel so late that the fishermen had about given up all hope of their appearance. Early in the season some small catches were made at Yarmouth and Prospect, but up to yesterday the big schools of fish had not made their appearance. But Providence has at last favored the fishermen of the western shore of Nova Scotia, and yesterday big catches of mackerel were made at several points along the coast. It is estimated that the aggregate catch will total over 1,000 barrels."

HOLT.

There's something in a name when it has stood for genuine merit a quarter of a century. When people want the best catsup they ask for Snider's Catsup. That's where the good name means something.

Two-Minute Sermons for the Retail Grocer

II.—Don't Mistake Ingenuity for Laziness.

The man who tries to make his work easier is not generally a lazy man.

Too many business men are today inclined to look with suspicion on anyone in their employ who tries to so simplify his work as to be able to do it in less time. A man who goes to his employer and outlines a plan whereby he can do the same amount of work in less time is generally about as likely to get a cool reception as encouragement. Why this is the case is hard to say. In most cases it probably comes from the fact that the employer is not himself familiar with the work, and naturally feels that an employee is more likely to try to shirk than to accomplish more.

This is entirely the wrong view to take of the matter. When an employee takes enough interest in your business to devise plans of saving time for you, he is too valuable a man for you to overlook. He is not trying to save his time for his own use, but for yours. He realizes that you are paying him for a full day's work, and if he studies out a method of saving an hour of his time each day, or even a few moments, he knows he will be expected to find something else to do during that time.

This is the kind of a man to encourage. Every idea he advances should be taken under consideration, and if found to be sound they can be given a trial. Each trial will encourage him to be more valuable to you, and what do you hire men for, if not to help you.

The lazy man is more like the machine. He plods through routine work and never tries to think of better ways of doing it. If he can get more assistance by a little shirking he is more likely to shirk. If he has any thoughts which would benefit you, he is averse to letting you find it out. Do not get these two classes of employees mixed in your mind, for if you do, you fail to get what you should.

F. A. P.

New Illinois Food Law in Effect.

The new Illinois food law, which was modeled on the Federal food and drugs act, became effective July 1st. It provides for the appointment by the Governor of a State Food Commissioner and the establishment of a State Food Department. The new law also provides for an assistant commissioner and a number of chemists and inspectors to work in conjunction with the State Food Commissioner. The Governor shall appoint, from time to time, as required, a Food Standards Commission, for the purpose of determining or establishing standards of purity, quality or strength for food products for the State of Illinois, to consist of three members, one of whom shall be the State Food Commissioner, or his representative, one a representative of the Illinois food manufacturing industries, and one an expert food chemist of known reputation, all to be citizens of the State of Illinois.

The New York Letter

Tobacco Trust Owns Part of Acker, Merrall & Condit Co. Holds Nearly One-fifth of Its Five Million Stock. Discussion of New Benzoate Decision. Renaissance of Food for Stomach Instead of Eye. Small News of New York Market.

Special correspondence of "Grocery World."

New York, July 18, 1907.

In the suit brought by the Government against the American Tobacco Co., the complaint contains an allegation that the trust owns $900,000 of the $5,000,000 of common stock of the Acker, Merrall & Condit Co., which has a chain of high-grade grocery stores in this city. The allegation is made in support of the contention that the trust has been reaching out to get control of various seemingly independent enterprises for the purpose of smothering competition.

The members of the grocery company are reticent on the subject. Your correspondent to-day saw David Merrall at the company's downtown store. "I am a silent man," said Mr. Merrall, with a good-natured smile, but the good nature did not extend into making any remarks on the subject of the suit. Others connected with the company also have nothing to say at present.

United States Attorney Stimson is associated in the proceeding with James McReynolds, as special counsel, and the latter drew the complaint, which is a voluminous document of upward of 100 printed pages. The grocery company is brought into the matter only incidentally. In a paragraph, marshalling facts as to the tobacco company's operations in controlling various enterprises, the assertion about the ownership of the stock in the grocery company is made. No details as to the relations between the tobacco and the grocery companies are given.

At the office of Mr. McReynolds it was said that the information as to the ownership of the stock had been received from sources believed to be reliable, and so this fact had been used as a part of the case.

The common supposition of people who are pretty well posted on grocery affairs in this city has been that the tobacco company owns a larger proportion of the grocery company's stock than is indicated in the Government's complaint. It has sometimes been said that the tobacco company practically controls the grocery business, but naturally outsiders can have no accurate information as to this. The personnel of the members of the grocery company, one or more of whom had large tobacco interests before the formation of the trust, is of course indicative of close business relations. It was at the time when a well-known brand of cigars (Cremos) was being pushed with great vigor that the friendship of the grocery and tobacco companies was first made somewhat public. The stores of the grocery company all have prominent tobacco departments selling the trust products. On the other hand, one or two competing grocery companies which formerly sold trust goods have sold none for several years.

It cannot be learned that anybody in particular claims to have been injured by the close relations of the two companies. It is supposed that possible competitors of Acker, Merrall & Condit in tobacco products could not get the trust goods, and, on the other hand, the grocery company sold these goods chiefly, if not altogether. The tobacco stand in the ordinary grocery store in this city is not much of a factor. If there has been complaining, it is likely that it has been done by the owners of independent cigar stands and stores. It is not denied that there have been abundant supplies of cigars and tobacco made by independent companies, and a large tobacco dealer remarked that in imported cigars the independents have been getting the big end of the business for several years.

* * *

Orders were issued this week by the Appraiser of this port directing his force to co-operate in certain ways with the Department of Agriculture in enforcing the pure food and drug law. The following are the chief provisions:—

Opportunity for scrutiny of invoices by the Department of Agriculture shall be afforded while invoices are in the custody of the Appraiser, who shall not permit the invoices to pass finally out of his custody until they have been examined and inspected by the proper representative of the Food and Drug Inspection Laboratory of the Department of Agriculture. It is provided that no invoice shall be detained for this purpose longer than during the day of appraisement.

When the form "sample requested" is attached to an invoice the Assistant Appraiser shall label and forward such sample at the earliest possible opportunity to the Food and Drug Inspection Laboratory.

* * *

Retailers seem more interested in the order to omit the guarantee serial numbers than in any other part of the Federal decision as to the use of benzoate of soda and sulphur dioxid. Several prominent retailers, with whom your correspondent spoke, said that the order to omit the serial numbers was a blunder. For years the burden when there was trouble with the food products was borne by the retailers. They especially appreciated the feature of the new law under which the responsibility, by means of the guarantee, was properly placed on the manufacturers.

The plan to omit serial numbers on products containing benzoate or sulphur seemed to the retailers who talked about it as likely to give the manufacturers a loophole to escape responsibility. It was suggested, however, that the authorities probably have a system so arranged that responsibility will be just as definite as when the numbers are used. It is pointed out that in these products, which the Government is still investigating, there is, because of the doubt or suspicion, all the greater need for having the manufacturer bear the burden. The concession to benzoate of soda, as well as to certain artificial coloring substances, it is understood, is strictly limited as yet to the 1907 pack, with no promise as to what will be done after this year.

* * *

An era of food for the palate and stomach, rather than the eye, is beginning, according to some of the talk that is heard in and out of the trade. The public, it is predicted, will get more and more intolerant of any articles with anything added that does not seem to belong in them. It is pointed out that already there is a great market for articles that are guaranteed to be entirely free from extraneous substances, and the makers of such food will naturally claim that even harmless coloring is at least deceptive and intended to conceal the quality of inferior food.

Home canned products and food suggestive of old-fashioned methods in the preparation are displayed quite attractively in many stores that formerly made no feature of this kind, and this is an indication of the popular tendency.

* * *

The annual golf tournament of the wholesale grocers, dried fruit and canned goods brokers and commission merchants of the city of New York will be held on the links of the Nassau County Club next Wednesday. Entries are being received by R. S. McIntosh, with F. H. Leggett & Co.

* * *

The H-O Co., of Buffalo, is to be taken over by a new corporation, the Edward Ellsworth Co., of Buffalo, which has an authorized capital of $2,000,000. The capital stock of the old company, of which Edward Ellsworth was president, was $500,000. Under the certificate of incorporation of the new company it may manufacture cereals and all forms of grain and food products, and operate mills and elevators. The new directors are Thomas D. Powell, Almon W. Lytle, Leo A. Weter, Hugh J. Rourke, Walter Minchan, Horace L. Mann and William G. Heimlich, all of Buffalo.

* * *

Spanish olive oil is being adulterated with linseed or seesame oil, but only for the cheaper home consumption, says a Consular report from Barcelona. A large dealer here said that comparatively little olive oil from Spain is consumed in this country, and he believed that none of the adulterated oil, about which there is trouble in Spain, is coming here.

* * *

Preston & Davis, Brooklyn oil dealers, were again in court yes-

terday and renewed the charge that the Standard Oil Co. is trying to drive them out of the business in which they have been engaged for many years. The present argument is on an application made by the Delaware, Lackawanna and Western Railroad for a temporary injunction restraining the Interstate Commerce Commission from enforcing an order which it recently issued. This order compels the railroad to deliver oil cars to Preston & Davis as it formerly did. The firm alleges that after it had withstood various other attacks of the Standard, the latter company, last fall, made a secret arrangement with the railroad company, as a result of which no more deliveries of oil cars were made to the complainants. Judge Lacombe, in the United States Circuit Court, reserved decision on the railroad's application for an injunction.

* * *

That the Butter Committee of the New York Mercantile Exchange has been in the habit of deliberately and systematically issuing quotations on the wholesale price of butter which were untrue in a vast majority of instances, was a decision given by Justice Jaycox in Brooklyn, on Thursday last. The Justice declared that this action was willful and fraudulent, and he issued an order restraining the Exchange from issuing quotations at other than the selling values commonly obtainable. This decision was the result of an action brought by produce dealers, who alleged that the officers of the Exchange were in the habit of manipulating the quotations on butter for speculative purposes.

* * *

It has been definitely decided to conduct a convention excursion, leaving New York, Sunday, August 4th, at 9.30 A. M. for Elmira, where the New York State Association will hold its seventh annual session August 5th to 8th, a food show being a feature. As the food show will be opened July 29th, it will be at its best while the convention is in session. The presidents of nearly all of the branch associations in the cities of the State, besides others prominent in the retail trade, including National Secretary John A. Green, will speak at the convention.

FRED. A. MCGILL.

A New Move

And an important one to grocers. There is scarcely a grocer or consumer within twenty-five miles of Philadelphia who does not know of Freihofer's Bread, Pie and Cakes. They have attained their unprecedented popularity solely on merit. We are now manufacturing Macaroni and Noodles. These goods we make like our other goods, of the finest materials money can buy.

The goods are not colored artificially, they get their rich yellow from the **entire egg.** They not only conform to the Pure Food Laws, but are so much better than the law requires, that you can bank on making **and keeping** trade with them.

The Freihofer

Vienna Baking Co.

PHILADELPHIA, PA.

Do You Know Why the Department Stores Do So Much Business?

It's because they **attract people to their stores.** The most effective method of doing this is by attractively decorated windows, made bright as day by electricity. Grocers take a leaf from the Department Store's book—dress your windows invitingly; put signs in them calling attention to bargains and light the displays so that passers-by can't help seeing them. You will bring enough **new customers into your store** in a **day** to pay the cost for a **month.**

While your store is closed and you are off duty, make your windows win new trade for you—a representative will call and show you how it can be done and what it will cost if you will drop a card or phone.

The Philadelphia Electric Co.

TENTH and CHESTNUT STREETS

KLEENATUB

THE NAME TELLS THE STORY WITHOUT ANY TALKING

A display carton of 12 packages of KLEENATUB on your counter will bring you a steady income.

KLEENATUB is being extensively advertised
KLEENATUB pays a handsome profit

ORDER THROUGH YOUR JOBBER

The Wrigley Mfg. Company, Philadelphia

MAPLEINE

"Mapleine" Joggles

Dollars and cents is what you want—
Then Order
Increased trade is what you want—
Then Order
Delighted customers is what you want—
Then Order
An article that is a repeater is what you want—
Then Order
An article that is absolutely without doubt a trade stimulator, and sells at a good margin, and pure, is what you want—
Then Order from

E. E. HARDING & CO., Agents
200 South Front Street, Philadelphia, Pa.
Manufactured only by
CRESCENT MFG. CO., Seattle, Wash., U. S. A.

USE THEM! WHY?

BECAUSE

The first man to whom we sold coupon books still uses them. BECAUSE:—Many of our customers have been using them regularly for fourteen years. BECAUSE:—We are making and selling more books this year than ever. BECAUSE:—Some of our customers who left us to try other systems have come back to

FORBES' INDEXED COUPON BOOKS

BECAUSE:—They are recognized more each year as the best, simplest, safest and most satisfactory short way of keeping accounts. BECAUSE:—A week's bookkeeping can be done in an hour. No losses from forgotten charges. Prevents disputes. Cash buyers like them. Made in all sizes. Sent to you carriage charges paid.

Let us send you samples at once.

J. P. FORBES, Forbes Building, Coshocton, Ohio

Hams That Always Sell

There is another sort of ham much less preferred to the absolutely unidentified and unbranded ham, and that is the ham of the packer who gets good raw material to-day and poor to-morrow.

Both of these kill the grocers' trade, because they are so irregular. They please his customers to-day and provoke them to-morrow. No trade can last long under hot and cold applications.

Swift's PREMIUM Hams are always regular. We have the pick of the hogs of the whole country and hence we can keep the quality even the whole year through. Swift's PREMIUM Hams hold and increase trade.

SWIFT & COMPANY, U. S. A.

There is only one flour that is made as good as all flour should be, that's

KING MIDAS

The highest-priced flour in America and worth all it costs.

SHANE BROTHERS CO.

670 Bourse Philadelphia

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

THE GROCERY MARKETS

Tea.

The tea market is in fair condition. There have been no changes of any character during the past week. Prices are steady to firm and the demand fair. No important changes are looked for in the near future.

Coffee.

The market for Rio and Santos coffee has fluctuated some little during the past week, and nets at the close of the week a slight advance. The general conditions are about steady. Trade in options is extremely small, owing to most operators' complete distrust of the market. Actual coffee conditions will follow options very closely. The consumptive demand for Brazil coffees is about normal for the season. Mild coffees are steady and unchanged. Mochas show a slight decline. Javas are firm and show a constantly hardening tone.

Sugar.

The raw sugar market has shown a slight upward reaction during the week, with the prospect of slight advance. The price had reached too low a level. Refined sugar is unchanged, and gives no indication of any further advance for the time being. The demand is excellent.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is unchanged in price and very dull. Sugar syrup is wanted to some extent at ruling prices. Molasses is steady and dull.

Fish.

The demand for fish, speaking particularly of mackerel, is very fair. The supply of new shore mackerel is still inadequate for the demand. The quality is improving and as it does the price advances. Some new Norways are coming forward, but scarcely enough to make a market. Cod, hake and haddock rule at steady prices, but the demand is light. Salmon is fairly active at ruling prices. The sales of future sockeye have been very large, though no prices have been named as yet. Sardines, both imported and domestic, are unchanged in price, steady to firm, and in fair demand.

Canned Goods.

Tomatoes are unchanged, both spot and future. For spot goods the range is 90 to 95 cents county, the situation being considerably unsettled. Futures range from 85 to 87½ cents county. The demand for tomatoes is light and the situation none too strong. Corn is very dull without change in price. Peas are steady and healthy. The Maryland pack, which is over, was 25 to 30 per cent. short. The New York outlook is only fair, but Wisconsin and Michigan expect to pack a normal amount. The pack everywhere is running to small sizes. Apples show an advance of 10 cents per dozen on New York State gallons, a few Pennsylvania gallons being offered at $2.65. Peaches are quiet, but firm. One or two Baltimore packers have named very high prices, but no business has been done. The California Fruit Canners' Association, as reported elsewhere, has at last named new prices on the 1907 pack, mostly on a basis 50 cents per dozen above last year. The Baltimore line of small

canned goods is about unchanged. The demand is light.

Dried Fruits.

Prunes have stiffened up very slightly during the past week, due to discouraging reports from the coast as to crop conditions. There has been no actual change in price, however. The demand is very light. It seems to be generally believed that this year's sale of future prunes was much below the average. Peaches are dull and still very high. The high prices of raisins are still maintained, but there is talk of lower prices on the coast, due to fear of the coming competition with foreign raisins. On loose raisins particularly there seems to be some reason to expect lower prices. Apricots show no relief from the scarcity and high prices. Currants are unchanged and in fair demand. Apples are firm and unchanged.

Beans and Peas.

Pea beans are dull and unchanged in price. Marrows seem gradually tending downward again, sales having been made as low as $2. The demand, however, is very light. California limas are unchanged and in moderate demand. Dried peas are firm and quiet, the sale of yellow splits being unusually large just now.

Butter.

The butter market is firm and unchanged. The receipts all clear up on arrival, as the quality of the current make is running very good considering the hot weather. The speculative as well as the consumptive demand is very good, not only in the East, but over the entire country. No radical change in prices is expected soon.

Eggs.

The market for fancy eggs is very firm and unchanged. The largest percentage of arrivals are showing the effects of the prevalent hot spell and are offered somewhat below the price of the best eggs. There is enough fancy stock, however, to keep the market from advancing. From now on, if the weather keeps hot, a falling off in the receipts may be expected, with an advance in price.

Cheese.

The cheese market remains very firm, with a large consumptive demand as well as demand for speculation. The quality of the make is running fancy and the make is about normal. The market is healthy and no change is expected in the immediate future. The receipts are kept closely cleaned up all the time.

Provisions.

The market for all grades of hams, bellies and bacon is steady and unchanged. There has been a very good demand for everything in the smoked meat line, but with plenty of stock to go round and no disposition to advance prices. Pure lard remains firm. Compound is not quite so firm, but without any change in price as yet. Barrel pork, dried beef and canned meats are all firm and unchanged and in good consumptive demand.

Produce.

New potatoes, $1.75 to $2 per barrel, demand fair; old potatoes, 25 to 30 cents per bushel, demand poor; near-by onions, 85 to 90 cents per basket, demand good; salad, 50 to 60 cents per barrel, demand fair; scullions, $1 to $1.25 per 100, demand fair; radishes, 50 cents per 100, demand poor; beets, $1.50 per 100, demand slow; rhubarb, 2 cents per bunch, demand slow; string beans, 30 to 40 cents per basket, demand fair; turnips, 50 cents per basket, demand fair to good; cucumbers, 75 to 85 cents per basket, demand fair; carrots, 2½ to 3½ cents per bunch, demand fair to good; spinach, $1 to $1.25 per barrel, demand poor.

Green Fruit.

Bananas, firsts, $1.25 to $1.75 per bunch; 8-hands, $1 to $1.25 per bunch; 7-hands, 65 to 90 cents per bunch; 6-hands, 40 to 60 cents; red, $1 to $2.50 per bunch, demand poor; limes, 80 cents to $1 per 100, demand slow; lemons, $3.50 to $5 per box, demand poor; pineapples, $2.75 to $6 per box, demand fair to good; California oranges, $4.50 to $6 per box, demand fair to good.

Nuts.

Peanuts, green, choice, 5½ cents per pound; fancy, 7 cents; jumbo, large, 8 cents; roasted, choice, $1.25 per bushel; fancy, $1.50; jumbo, large, $1.65, demand fair; Brazil nuts, 8½ cents per pound; filberts, 10½ cents; pecans, 16 cents; walnuts, marbots, 12½ cents; mixed nuts, 11½ cents, demand poor.

MARKET NOTES.

Georgia peaches are now coming in by the dozen cars. The

We Are Taking Care of the Dealer

Although **Porcella, Radax and Tilo** have been so widely advertised that they are known to consumers everywhere, and although this means a demand has been created for them, which means they won't lay on a dealer's shelves, we have devoted a large part of our advertising this year to the purchase of Universal Coupons to give to dealers to reward them for *pushing* these goods. Name any article of merchandise you want, and we will show you how to get it without paying for it.

Porcella for cleaning porcelain tubs.

Radax, six times stronger than borax and used for the same purpose.

Tilo—for cleaning tile—makes it like new, no matter how badly stained.

THE PORCELLA CO., Pittsburg, Pa.

C. L. SEXTON, 241 S. Front Street, Philadelphia Representative

"OYSTER, BUTTER AND WINE CRACKERS"

"OYSTER, BUTTER AND WINE CRACKERS"

TRADE **"EXTON"** MARK

Our principal endeavor throughout our 60 years' experience has been to make the best quality of goods in our power, regardless of competition, and, so far as material and workmanship can make them, we have succeeded.

QUALITY considered, our prices are as cheap as the cheapest. For recommendation we rely solely upon our goods, which are

"THE BEST KNOWN AND KNOWN AS THE BEST"

Manufactured since 1847 by

A. EXTON & CO., Trenton, N. J.

"OYSTER, BUTTER AND WINE CRACKERS"

"OYSTER, BUTTER AND WINE CRACKERS"

LUSTRE BRAND is a strictly pure flint glass selected lamp chimney, composed of the finest material money can buy, and will not break from heat.

For sale by all leading jobbers

R. E. TONGUE & BROS.

Allegheny Ave. and Amber St.

PHILADELPHIA

SHOW THESE ONCE!

Anker's
Bouillon Capsules

If you've never sold these Bouillon Capsules, you have no idea of the trade waiting for them. Make delicious and nutritious bouillon, beef tea or soup. Packed 10 in a box; ready for instant use with hot water.

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

Tourist Almoco Golden Drip

These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.

Levering Coffee Co.

Baltimore, Md.

Established 1842

range is as wide as the quality—$1.50 to $3.50. The demand for good peaches is good.

—

Raspberries are coming from near-by and range from 5 to 8 cents per pint. Blackberries are lower—5 to 8 cents per quart. Strawberries are now coming only from New York and range from 10 to 18 cents per quart. The quality is good and the demand excellent.

—

All the watermelons on the market are from the South and range from 20 to 40 cents. The demand is excellent.

—

Jersey tomatoes have receded somewhat from the original high prices, but the market is still inordinately high—$2.50 per small truck basket. Mississippi tomatoes are scarce and average $1.25 per crate. Hot-house fruit averages 15 cents per pound.

—

The bottom has fallen out of the cabbage market and the stuff is sitting around at 5 to 10 cents per basket.

—

Peas are still cheap, the market ranging from 10 to 15 cents per basket. The quality is good and the demand active.

—

The first New Jersey corn is in market, and though the quality is poor, the average price is 75 cents.

—

North Carolina lima beans average $4 per crate and are in limited demand. The quality is excellent.

Renewed War Against Mail Order Houses.

War has been declared on the great catalogue houses of Chicago and other cities by the 500,000 retail merchants of the West. In one of the most striking economic movements this country has ever known the small dealers are fighting, as they say, for their lives. The mammoth institutions, employing thousands of workers, doing their business entirely through the medium of their bulky catalogues, spending no money in the communities whence they derive annually millions of dollars of patronage, are forcing increasing numbers of home merchants to the wall and, so their opponents claim, are "making commercial graveyards of once prosperous towns." In this life or death struggle jobbers and manufacturers also are involved with the retail merchants. An organized attack on the catalogue institutions is to be made by the Home Trade League of America, which has existed for several months in Chicago, largely as a publicity bureau, but which is shortly to incorporate and institute a more systematic and aggressive campaign against the catalogue houses through a board of twenty-one managers, with a vice-president and an advisory committee of ten members from each State. The backbone of the league is formed of commercial associations, national, State and local in character, in Illinois, Wisconsin, Iowa, Michigan, Kansas and Minnesota. The officers of associations in scores of cities are in constant correspondence with the league, which will continue to have its national headquarters in this city. Officers of the league will be selected from the most aggressive of the leaders of these associations of business men. Alfred C. Clark is manager of the league.

Specials From a "Special" Bulletin.

J. S. Ivins' Son, Philadelphia, in this issue, calls attention to a special bulletin that he issues and enumerates a few that are particularly attractive. It will pay you to read it over and also to send for the full list.

Trade Kicking Against New Freight Regulation

New Classification Which Becomes Operative August 1st, Makes It Henceforth Impossible to Bunch Small Orders to a Carload and Have the Railroad Deliver Each Buyer's Share on Consignee's Order.

All of the railroads of the East have adopted a new series of rules and regulations covering the shipment of freight, which have been issued during the past week to go into effect August 1, 1907. There are few changes from the last classification, but one new clause is especially interesting and important to large shippers. It is as follows:—

> Railroad agents at forwarding points will not receive property in carloads for distribution by railroad agents to two or more parties; delivering agents will deliver property only to consignee thereof or to the party presenting consignee's written order, and will not recognize orders from consignor or consignee providing for distribution of carload shipments among various consignees or calling for split deliveries according to brands, marks, sizes or other identification of packages, nor will railroad agents at delivering points in any way act as the representative of the consignor or consignee for the distribution of carload shipments (see Note).

The note referred to is as follows:—

> NOTE.—Rule 5B will apply only when the consignor or consignee is the actual owner of the property.

Certain of the freight agents of the Pennsylvania Railroad have interpreted the above regulation in a way highly distasteful to both the wholesale and large retail trade. In the past it has been the custom for receivers of certain goods to bunch their orders, when the separate orders were for less than a carload. For example, one buyer would buy 100 cases, another fifty, and so on until a full car had been bought. The full car would then be consigned either to one of the buyers, or to the broker or commission merchant who had made the sales. When the car arrived the consignee would give each buyer who owned a share in it an order on the railroad company, and the latter, when the orders were presented, would deliver the portion of the car covered by it to the holder.

Under this new regulation the freight agents say they are forbidden to split up the car or to recognize anybody but the actual consignee. The whole car will be delivered to him, or to any person presenting his order, but it will not be split up and delivered piece meal as formerly. This is going to cause enormous inconvenience, as the small orders bunched to make a car are very many.

The meaning of the qualifying note is not understood. If it means what it seems to, a broker's orders for portions of a carload—he not being the owner—might be accepted.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Bridgeport, Conn., July 14, 1907.
Editor Advertising Department,
The "Grocery World,"
Philadelphia, Pa.

Dear Sir:—My father was formerly connected with the grocery business and while in that capacity took the "Grocery World." At that time I was much interested in your weekly department, and read same each week with much profit and pleasure. I have recently completed a course in one of the largest advertising correspondence schools in the country, and have decided to engage in the business of ad. writing as a means of earning a livelihood. My idea now is to make a specialty of grocery advertising, which in my judgment is sadly neglected. How would you advise me to go about this? What are the essentials of good grocery advertising? Is there a field for an ad. writer who would write grocery advertising alone? By advising me on these subjects you will confer a deep obligation which I will be glad to repay by contributing an article to your columns at any time you may name. I have no objection to having this letter answered through the "Grocery World," provided my name is not printed.

Respectfully yours,

* * *

The essentials of good grocery advertising are the essentials of good advertising in any other line—first having a story to tell, then telling it in an attractive and intelligent way, and finally telling it through the right mediums. Any man that will meet these three requirements will be doing good advertising, and because it is good will get results from it. Remember that all three points must be looked after. Every advertiser hasn't a story to tell; he may think he has, but it doesn't naturally follow that he really has. You must advertise what people want or are in line to want, or you have no story. What I mean is that the man who would advertise horse manure through the "Ladies' Home Journal" would be advertising something that no reader thereof could possibly want, and so would actually have no story to tell. How to tell it is another signally important point. The big department stores pay thousands of dollars every year simply for writers—men to put their advertising matter into shape. Putting the properly written story in the right sort of a medium is the third and equally important requirement. The right medium doesn't always mean a newspaper or a magazine, or any publication. It may mean a circular. A bad choice of a medium may kill the brightest advertisement of the finest and most sorely needed article. For example, advertising a phonograph in a paper read exclusively by the deaf and dumb might get a few replies, but I can't see how it could expect to get many.

* * *

Do I believe there is a field for a grocery ad-writer? That depends on what he expects to do. If he intends to study grocery advertising with an idea of taking a position with some one large grocery house, I say yes, there is unquestionably a field. If he intends to do general grocery advertising, writing ads. by mail for John Jones in Philadelphia and William Smith in Denver, then I say I do not believe there is a field. By that I do not mean that this correspondent could not get clients—the chance is that he might—but I do not believe he could do good work for them. If he did not do good work for them he could not hold them and therefore could not build up a lasting business. The advertising of the average town grocer is local or neighborhood advertising to an unusual degree, for which reason it is harder for an outsider to write than most other advertising. If this correspondent attempted to write individual ads. for each client, on data furnished by them, he would have to charge for his work more money than the average grocer would want to pay, and if he wrote stock ads. and sold them to all his clients alike, they wouldn't be worth 2 cents.

We are making and selling more books this year than ever before. Forbes' Indexed Coupon Books. See adv.

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.

They Don't Hurt Us

What a horde of freak soaps have come on the market since the advent of **Babbitt's Best!**

Soaps impregnated with this and that, all trying to capture public interest by some sensational ruse!

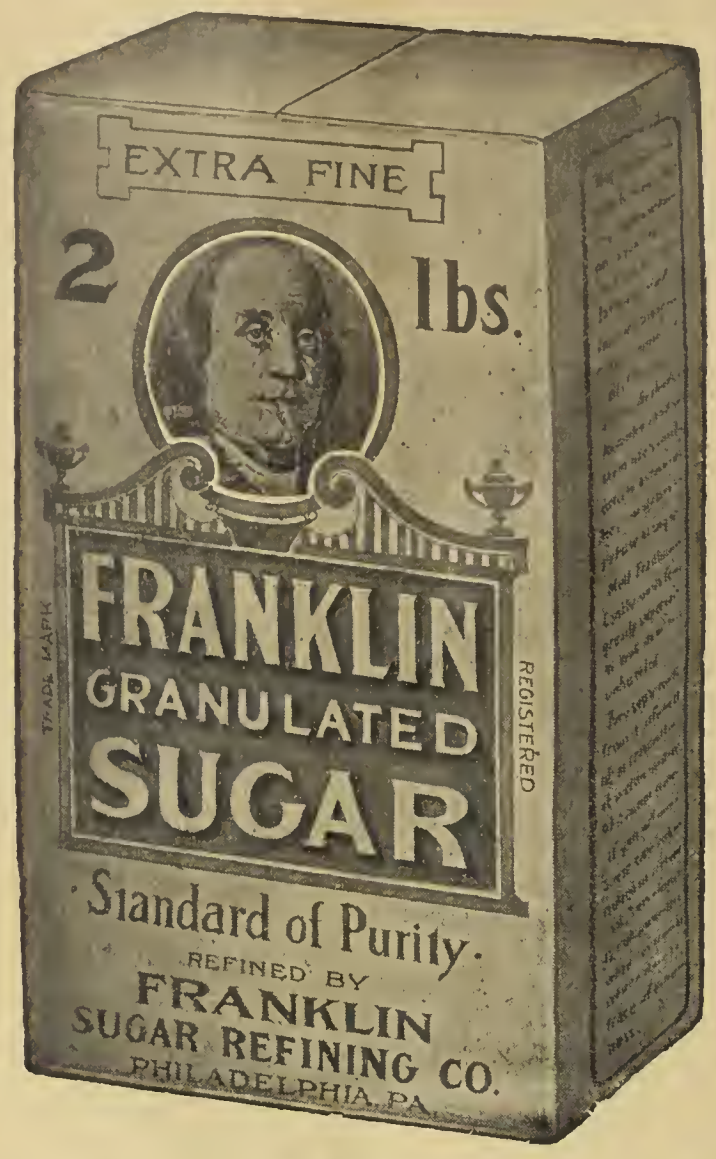
Not one has made even a scratch upon the sales of **Babbitt's Best Soap.** It remains to-day as always, the foremost and most completely satisfactory laundry soap made—the soap that you, Mr. Grocer, can sell year in and year out without a complaint.

MADE BY
B. T. BABBITT
NEW YORK

This Tells the Tale

A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. **"Knight's Cooking Extracts"** is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT'S
Cooking Extract Co.
No. 211 ARCH STREET
PHILADELPHIA, PA.



Do You Prefer a Lemon to a Peach?

You go on selling bulk sugar when you could handle **Franklin Carton Sugar** just as well.

Why do you do it?

Surely you wouldn't *prefer* to do unnecessary work.

Surely you wouldn't *prefer* to work without profit.

Yet this is practically what you are doing when you sell bulk sugar. You are condemning yourself and your clerks to a heap of hard work that **Franklin Carton Sugar** would wholly save you from, and—in overweight—you are giving away profits that **Franklin Carton Sugar** would save for you.

Think it over and see if you aren't making a mistake.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Co.

PHILADELPHIA - PENNSYLVANIA

Robbers.

You fellows all owe me money. A man I know called you robbers before me one day last week and I girded up my loins and swatted him one he won't forget in a hurry.

He's a retail dealer in jewelry, cut-glass and such stuff, and has a business in fitting eye glasses on the side. His store is in a little town up the State and he has quite a trade. Making money, too, I guess.

He's an all right fellow except when he shows his ignorance like he did the other day.

I met him at the house of a mutual friend.

"You're interested in the grocery business in some way, ain't you?" he said to me, in the course of conversation.

I said I was.

"Well, I've just struck a good thing," he said. "I've got a cousin in the wholesale grocery business and I've just made an arrangement with him to let me have all my stuff at wholesale. You have no idea how much I save. My, how these retail grocers have been robbin' me!"

"Robbing you?" I said, "how robbing you?"

"Why, in the prices they've charged me," he said. "Why, in some cases I save more than half! I won't use anything but Java and Mocha coffee; I've been paying at retail 30 and 35 cents for it—never less than 30. I get the same thing now for 22 cents. Think of that—a profit of 13 cents on a pound of coffee—over fifty per cent. on cost price!

"And tea," he continued. "I been robbed worse on tea than on coffee. For English Breakfast tea I've been paying a dollar a pound. I buy it at wholesale for 40 cents! What d'ye know about that!"

I said nothing. I thought I'd let him ramble on.

"Found any more steals?" I asked.

"Lots of 'em," he replied. "Spices is another. I been a payin' 10 cents a quarter for black pepper. I don't remember just what I pay at wholesale, but I think it's about 21 cents a pound. Gee, I should think those fellows would be ashamed to look themselves in the face in the glass. Ain't that fierce, though?"

I had been told a little about the jewelry and the optical business, so I thought I saw a way to get back. I led the conversation off to other channels, and after a while got around to his business.

He said he was making money There wasn't any chance that I'd ever be a customer of his, so he got very gabby and loose-mouthed.

"The jewelry line is a mighty nice business," I said. "It's genteel and you make good money in it."

"Bet your life you make good money!" he said, swallowing the bait and half the line. "Now, take cut-glass—I sell quite a lot of cut-glass. I sold a water bottle just before I left home—take that as an example. I charged $6.50 for it; it cost me $3.35. I double my money on almost all the cut-glass I sell. And the best of it is that people pay it—there's no kicks coming.

"But the optical business!" he said, "gee, it was a great day when I got into that! That's the juiciest thing I ever got my claws on! I have a case, you know, and examine eyes as good as any doctor. Why, I get from $3 to $6 a pair for glasses that sometimes don't cost me a dollar. How's that?"

"Do you mean that you have different prices to different people for the same glasses?" I asked.

"Sure," he said, "depends on what they can afford to pay. If a man can afford to pay a good price, I put it on. If he can't, I let up on him. But I never make less than 200 per cent. on the cost," he finished.

"Think that's just a square deal?" I asked.

"Sure it is!" he replied. "I ain't in business for my health. Get all you can is my motto."

"Evidently it is when you're the man that gets it," I said, "but not when it's the grocer. You called him a robber a minute ago because he made 13 cents on a pound of 22-cent coffee and 60 cents on a pound of 40-cent tea. What about you? You make a hundred per cent. on all the cut-glass you sell and from two to five hundred per cent. on your glasses.

Besides that, the grocer is at least decent enough to 'rob' everybody alike, while you soak every man as much as he'll stand. Robber! Holy smoke, just think of your calling anybody else a robber!"

He let out a sheepish snicker and got a little red, though he had nothing to say for a minute.

Then he asked what business of mine it was how much he made.

What d'ye think of that for a peach of a hot retort?

Oh, yes, another thing he told me—he was doing about $7,500 a year. Seems small, doesn't it?

And yet on that business he cleaned up last year, after paying all expenses, $2,600!

How much would a grocer clear who did $7,500? If he pulled a thousand dollars out of it he'd be doing magnificently, and I know a whole lot who hardly make a bare living out of that much business.

Just think of that again—a net profit of $2,600 out of $7,500 business, and then remember that he called you fellows robbers for what *you* get.

By gad, a man who can make $2,600 out of $7,500 is more than a mere robber—he's a burglar!

THE STROLLER.

New California Canned Fruit Prices Average Fifty Cents Above Last Year.

California Fruit Canners' Association, Which Controls Most of the Output, Names Prices for 1907. Short Crops Show in Selling Prices.

The California Fruit Canners' Association issued prices on the new pack last Monday, and true to expectation, they proved to be much higher than last year. Short crops are given as the cause.

The official list for the season of 1907 is as follows:—

VARIETY.	No. 3 Extras.	No. 2½ Extras.	No. 2½ Extra Stnds.	No. 2½ Stnds.	No. 2½ Second.
Apricots	$3.00	$2.50	$2.10	$1.80	$1.50
Apricots, peeled	3.50	2.80	2.60	....	....
Apricots, sliced	3.50	2.80	2.60	....	....
Assorted	....	....	....	....	....
Cherries (Royal Anne)	3.50	3.00	2.85	2.50	2.00
Cherries (White)	3.50	3.00	2.85	2.50	2.00
Cherries (Black)	3.50	3.00	2.85	2.50	2.00
Peaches (Yellow Free)	2.50	2.00	1.80	1.65	1.45
Peaches (Lemon Cling)	3.00	2.40	2.15	1.85	1.65
Peaches (Lemon Cling, sliced)	3.00	2.40	2.15	1.85	....
Peaches (White Heath)	3.00	2.40	2.15	1.85	1.65
Peaches (White Heath, sliced)	3.00	2.40	2.15	1.85	....
Pears (Bartlett)	3.00	2.40	2.15	1.80	1.65
Plums (Green Gage)	2.25	1.50	1.30	1.20	1.10
Plums (Egg)	2.25	1.50	1.30	1.20	1.10
Plums (Gold Drop)	2.25	1.50	1.30	1.20	1.10
Plums (Damson)	2.25	1.50	1.30	1.20	1.10
Raspberries	3.25	2.75	2.50	2.35	2.25
Strawberries	3.25	2.60	2.50	2.25	2.15

This whole line is higher than last year. To be specific, the following advances are made over the opening prices last year, taking the quotation on extras; Apricots, 50 cents; cherries, 50 cents; peaches, 50 cents; Bartlett pears, 50 cents; plums, 25 cents.

Three Western Sugar Houses Combine.

The proposed consolidation of the three great sugar companies of the West has been agreed upon. The plans were laid before the Eastern stockholders of the companies concerned and a basis of consolidation agreed upon. The properties will be taken over by the new concern, which will probably be called the Utah-Idaho Sugar Co. It will have a total capitalization of $13,000,000, of which $10,000,000 will be preferred and $3,000,000 common. The outstanding stock will be called in and new issued on the following basis: Utah Sugar Co., preferred stock, $3,000,000, which is the par value of the present issue, or $10 per share. Utah Sugar Co., common stock, $3,000,000, the same as at present existing. The Idaho Sugar Co., $3,850,000, preferred stock, which is at the rate of $11 per share for the stock now outstanding. Western Idaho Sugar Co., $1,250,000, which is at the rate of $12.50 per share for the stock now outstanding. This makes an entire stock issue of $8,000,000 preferred, and $3,000,000 common stock in the new company, and the preferred stock will call for 7 per cent. cumulative dividends. The remaining $1,900,000 preferred stock will be held in the treasury for future needs. A part of it will be issued to stockholders in order to build the new factory at Payete, Idaho, during the year 1908.

IN AUGUST —WHAT?

In YOUR grocery store—what are you planning for August?

You surely want business enough at least to MEET your fixed store expense.

And you can have business enough to do MORE than that.

The ways and means for the purpose are both in our August catalogue.

At least SEE the goods and the plans and know what you CAN do.

Tell us TO-DAY to send the August catalogue—No. D622—to YOU.

BUTLER BROTHERS

Wholesalers of General Merchandise

New York Chicago St. Louis Minneapolis

Sample Houses: Baltimore, Dallas

Cleveland, Ohio.

The Cleveland (Ohio) Retail Grocers' Association is considerably exercised over the fact that fruits and vegetables in "slack-filled" measures seem to be coming into the Cleveland market in larger proportion than usual this season. At a meeting of grocers last week one of the merchants present asserted that he had been obliged to use three or four-quart boxes of strawberries of a 24-quart case for filling up the slack-filled boxes in many instances. Very few cases which he has purchased this year were of full measure.

Minneapolis, Minn.

Trading stamps formed the principal topic for discussion at the last meeting of the Minneapolis (Minn.) Retail Grocers' Association. President M. A. Barker, of the North Side Commercial Club, told of the hearty support which the club had received from all classes of business men on the North Side in its campaign against stamps, and urged the grocers' association to take up the campaign in other parts of the city, stating that he had no doubt that the same success would be met with.

The North Side was thoroughly canvassed and nearly 400 signatures were secured to an agreement to discontinue the use of the stamps after July 1st, only five or six retailers refusing to sign the agreement. Mr. Barker said that some grocers on the North Side had been paying as high as $50 and $60 a month to the trading stamp companies, and that the companies themselves admitted that only 40 per cent. of the stamps given out were redeemed. The amount paid to the stamp companies yearly by the grocers of the North Side had been estimated at from $15,000 to $20,000.

Mr. Barker said that the stamp companies advised merchants when they arranged to handle the stamps that they must see to it that they marked their goods high enough so that the stamps would cost them nothing, and then sent women solicitors to the residences to urge consumers to insist on getting the stamps, stating that the stamps cost the consumer nothing—the merchants paid for them.

St. Louis, Mo.

The St. Louis (Mo.) Butchers' Association has won its fight for Sunday closing. Proprietors of butchers' shops in St. Louis will henceforth be compelled to close their places of business at 9 o'clock Sunday morning or languish in jail. This was determined when the Supreme Court of the State of Missouri on Monday last passed upon the constitutionality of the law and decided that it was good law and would hold. The Master Butchers' Association has long been engaged in trying to have the law maintained and this decision is considered a sweeping victory for that body.

The Supreme Court sustains the validity of the ordinance of the city of St. Louis requiring butcher shops to remain closed after 9 o'clock on Sunday morning.

It said that the sale of meat up to 9 o'clock on Sunday is an act of necessity within the spirit and meaning of the laws on that subject and that to require the meat shops to remain closed after that hour is not in any sense class legislation. The right of the city to enact such an ordinance is pronounced unquestionably coming within its police powers.

Cantaloupes average about the same price as last week—as high as $4.50 per crate for the Californias and as low as $1 for the Southern. The California cantaloupes are very fine and are wanted.

Against Tobacco Trust Coupons.

To place a tax of 2 cents upon every coupon or other rebate-giving device presented with any sale of tobacco or any of its manufactured products is the intent of a bill to be presented to the next Congress by Representative Tawney. The tax is to be collected by stamps attached and a penalty of fine or imprisonment or both is to be provided for violation of the act. The bill is the attack of the independent tobacco men of New York City against the Trust. The coupon is recognized as the strongest card in diverting trade from the independent dealers to the United Cigar Stores Co., the retail department of the Trust. The deep-seated desire of the consumer to get something for nothing is the basis of the coupon's success. A bill similar to the Tawney Bill was introduced in the last Congress by Representative Tawney. It was referred to the Committee on Ways and Means. The independents charge Bourke Cockran with being responsible for its death there.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Novel Meat Market Window.

By Charles M. Steele,
Assistant Advertising Manager National Cash Register Co.

It is hard to display meats in summer unless you have a refrigerator window.

You can overcome the handicap of not having a refrigerator window by putting a refrigerator in your window.

Cover the back and side of the window with a light frame on which muslin is stretched.

Tack this frame to the walls and cover with a kitchen paper.

Cover the floor of the window with inexpensive oil cloth.

Secure a refrigerator, kitchen chair, and, if possible, a wall telephone. If you do not have these things, you can easily borrow them from the local dealers who handle such goods.

You can place the meat in the ice chest and use this display indefinitely.

The card with the printed verse is easily made.

The cost of this window is less than $2.

Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
Legal Editor GROCERY WORLD,
927 Arch Street.

Question: * * *, Pa.—Will you please answer this question, either by mail or through the "Grocery World"?

One of my customers (a farmer) wants to sell me a barrel of vinegar his own make. Am I safe in buying it on account of the pure food law? How will I know if it will stand the pure food law test?

Answer.—You will be protected absolutely if you compel the farmer to give you a signed guarantee that his vinegar is in conformity with the food laws of Pennsylvania. Preferably, have him write the guarantee upon the invoice, so that you will know at all times what goods it covers.

Question: * * *, N. J.—Will you kindly tell me through your columns or refer me to a copy of the "Grocery World" where I may find the law pertaining to selling compound and imitation goods, such as molasses, syrup, lard, etc., in bulk. Are we obliged to label each package put up, and if so, how? Are manufacturers supposed to furnish labels?

Answer.—If this correspondent means the Federal or National law, he can get a copy by writing the Department of Agriculture at Washington, D. C. The Federal law has no application to his case, however, unless he ships goods outside the State, which, as he is a retail grocer, I assume he does not do. For a copy of the New Jersey State food laws, he should write the Secretary of State, Trenton, N. J.

In such cases as this correspondent mentions, the manufacturer is not supposed to supply labels. When he sells a barrel of compound syrup, he considers his legal duty done, and, in fact, it is done, when he properly marks the barrel. As between the retailer and the retailer's customer, the law requires that the customer shall in some way be advised of the character of the goods; told, in other words, that they are not pure. How this shall be done is a question for the retailer. The usual and the best way is to mark his own packages "compound," or whatever may be required, but the notice can be given by word of mouth, or in any other way calculated to inform the consumer and avoid fraud or misunderstanding. Naturally, where the consumer knows in advance what she is buying, as where she asked for "mixed syrup," no notice is necessary.

A Word About Samuel Wilde's Sons Co.

This firm was established nearly a hundred years ago for the importation and sale of coffee, tea and spices. From then to the present time the firm has imported only the best that comes to America, and the policy of the company has always been to give what is bought and to see that proper selections are made for the different sections of the country. It is their proud boast that behind every pound of coffee that they sell stands the reputation gained through nearly a century of fair business dealing. Tell them your coffee troubles, they will smooth away all the rough corners and make it smooth sailing. Their values are the best and prices lowest consistent with honest treatment. They will gladly send samples or have a representative call.

Buy Your Cheese and Delicatessen Here

You should buy your cheese, your delicatessen and your fancy groceries from me because I not only have made a specialty of these goods but because I carry full lines of all of them and can in most cases sell you cheaper than you can buy elsewhere.

All my goods are strictly high grade and from the best manufacturers in the world.

Let me quote you prices.

CARL WILDE, 357 N. Second Street, Philadelphia

Preserving Meats Without a Preservative

Carnizone will positively keep sweet, fresh and wholesome all meats, fowl and other foods.

Carnizone reduces ice bills one-half. Preserves where ice cannot. Prevents the carrying of contagion by infected meats and other produce. Improves the appearance of meats, prevents slime and mould, and avoids the immense loss of trimming off dark spots and the unsightly ends of meats.

Carnizone is not an adulteration, and is wholly within the law. It is not to be applied to material to be kept, but should be sprinkled on the floor of the storage box.

Write for circulars and information to

BELLEVUE CHEMICAL CO., 72 Willoughby Street
BROOKLYN, NEW YORK

Getting All the Canned Goods You Buy?

We sell **Blue Bell** and **Clover Farm** Brand—make a note of these brands—Canned Goods to the jobber on a contract guaranteeing 100 per cent. delivery. The usual contract binds the packer to deliver only as he sees fit; oftimes the market is higher and quality suffers, according to advance. For these Brands, we give the jobber 100 per cent. delivery guaranteed contract, guaranteed quality, this enables you to obtain from the jobber full delivery as to the amount of your purchase, because we delivered all that he has bought. If you will buy **Blue Bell** or **Clover Farm** Canned Goods, you will be insured as to the best treatment because the jobber always gets it. These brands (Tomatoes and Corn) are the finest of their grade packed in Maryland to-day.

STRASBAUGH, SILVER & CO.
Aberdeen, Maryland

If the Butter Don't Suit Give Back the Money

As wholesale distributers of **Gurnse Butter** we give you this public authority to refund the money in case any one of your customers who buys **Gurnse Butter** doesn't like it. Have you the slightest doubt you can sell **Gurnse Butter** with a refunding guarantee like this?

Gurnse Butter is a clean, pure, wholesome creamery butter, without garlic or any other strong flavor—the sort of an all-the-year-round brand that makes a splendid leader.

P. F. BROWN & CO.
No. 39 S. Front Street, Philadelphia, Pa.

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Nordlinger on Coffee.

New York, July 19, 1907.

Editor "Grocery World."

Dear Sir:—There has been a steady increase in the consumption of Brazil coffee, whilst the consumption of milds has shown a tendency to decrease.

The world's production exceeded consumption 6,750,000 bags. All of this excess of the production and more is held out of the market by the three coffee-growing States of Brazil, whose Governments have done just what they stated at the outset they would do; that is, they bought the entire surplus of the past year's production, and are holding it out of the market presumably until consumption should require it, which leaves the available supply for the trade at a lower figure than has been the case in recent years.

The antagonism of the trade and the public in general to the so-called valorization scheme has been persistent since its inception and during the whole period of Government buying.

All hands allowed their stocks to run down to a low ebb, and speculators have liquidated their holdings to a very large extent, which leaves the invisible supply in the world, as well as the speculative commitments, exceptionally small.

The Government purchases ceased about a month ago. Financial arrangements were made to carry the acquired 7,000,000 to 8,000,000 bags for a period of at least twelve months; and if it is true—as is reported—that the world-renowned banking house of Rothschild (which has been opposed from the start to the hazardous undertaking of buying coffee for Government account) is now coming to the aid of Brazil, we believe it is done with the strict understanding that not another bag is to be purchased by the Government. If this is the case it is most likely that the eventual winding up of this venture will likewise be left to the sagacity of the above named bankers, in which event a throwing overboard at ruinously low prices is not to be feared. The question from now on, and until the Government coffee becomes available, will be purely a question of supply and demand.

The consumption of Brazil coffee amounts now to about 13,000,000 bags, with a prospect of its reaching 13,500,000 bags during the present fiscal year. What the production this fiscal year will amount to cannot as yet be stated with any degree of certainty. Reports coming to us and to others vary considerably. We have ourselves estimates of the Rio and Santos crop ranging from 10,000,000 to 16,000,000 bags, with the majority of the estimates tending towards the lower figure.

After the experience of the past year, when an increase in the production of over 100 per cent. was witnessed for the Santos crop, the world at large will be slow to believe that a series of small crops will be encountered, crops small enough as to be millions of bags below the world's requirements.

It stands to reason that after the necessary period of rest and recuperation the trees can produce, with the same favorable weather conditions that they had for the past crop year, a like bumper crop in a few years from now, and this belief cannot be erradicated unless some great catastrophe should wipe out a large number of the trees under cultivation.

But a successful winding up of the Government coffee deal will require an uninterrupted series of small crops. By this we mean, not small in comparison with the bumper crop behind us, but crops below the 11,500,000 bag mark.

Calculating the average consumption of Brazil coffee during the next four years at 14,000,000 bags (including Bahias and Victorias, which is certainly a liberal figure, we would have to have a production of Rio and Santos of not more than 11,500,000 bags to use up the Government holdings during that period, and this would still leave a visible supply in the world of 8,500,000 bags of all kinds.

This is a more favorable aspect than we can reasonably expect to realize.

The folly of the Government undertaking will become more apparent as time rolls by. Each year interest and warehousing expenses will add to the burden, and we believe we are within reason when we calculate this expenditure at $10,000,000 per annum.

The Government started out to establish an equilibrium of values, that the price should not vary much for large and small crops. It paid the planter a very remunerative price, far more than he could have obtained in the open market, for the bulk of his last year's production.

But now we are supposed to be entering a small crop, and we see this crop started at the lowest milreis price which has been ruling in twenty-five years, a sufficient proof that the Government's plan has miscarried. Whilst it enriched the planter on the large crop, it is more than likely that the smaller crop will entail upon him a considerable loss.

For the time being, we consider the position of coffee free from depressing influences. The low price in Brazilian currency puts somewhat of a safeguard on purchases made by consuming markets.

Yours truly,
HENRY NORDLINGER & Co.

* * *

The Spice Market.

Baltimore, Md., July 18, 1907.

Editor "Grocery World."

Dear Sir:—The market is more steady, with fair activity. Conditions are generally unchanged.

Pepper.—There is nothing new to report in spot or futures. Fluctuations have not been great during the week. There is no question that the total crops of this year will be many tons short of 1906, and this fact should have the effect of making prices firmer when the autumn demand sets in.

Cayennes.—Mombassas are somewhat firmer. Bright Chillies are in good demand, but firm prices.

Cloves.—Much better demand noted, with practically no change in market prices.

Pimento (Allspice).—Very steady, but unchanged during the week. Little new-crop goods have been offered up to this writing.

Mace.—Good merchantable stock is in active demand and prices are firm.

Nutmegs.—Prices are somewhat firm and numerous holders have practically withdrawn from the market on account of present low levels.

Cassias.—Very firm and in fair demand, which will increase during the next two months.

Gingers are steady and likely to go higher. All crop of ginger is short, and it certainly looks like higher prices must rule.

Seeds are quiet and unchanged during the week. Mustard is now in good demand. There are also numerous inquiries for celery. Green ginger root is now selling well; prices practically unchanged.

Yours truly,
McCORMICK & Co.

* * *

The Baltimore Canned Goods Market.

Aberdeen, Md., July 18, 1907.

Editor "Grocery World."

Dear Sir:—The absence of liberal buying of spot tomatoes during the past week has brought about surprising developments, surprising because it is scarcely possible that there is anyone, even the best posted, who would venture the opinion that there would be any carry-over of spot tomatoes, and yet in the face of these conditions several blocks have just come into prominence from obscurity and they are being offered by reliable houses of prominence on the basis of 92½ cents, f. o. b., with assurances that they are 1906 packing and National Pure Food Guaranty will be embodied in the contract. Verily, the depths of the ocean are seldom indicated by the surface observation. For this reason we will not venture an opinion as to how long this price will obtain; whether this is a fore-runner of lower prices or whether a week hence may mean higher prices as have heretofore prevailed. Anybody's guess is good!

Ordinarily extra early tomatoes ripen in Jersey, Southern Virginia and Carolina points in July; it is said that this year the quantities coming from these sections will be exceedingly small in comparison with previous years, and as far as late tomatoes are concerned, and these are the ones that swell the actual figures when the count is finally made, from conservative advices given by almost every packer with whom we have been able to consult, there is little indication of any packing being done of any consequence before September 1st, which is about two weeks later than in ordinary seasons. This condition should appeal to the buyer who studies conditions closely, for he well knows that there is a vast difference between the qualities and quantities of the early and late or general packing, and there is always an interval of nothing doing between these two packing seasons. With the fact in view that the early part of the year indicated large sales of future tomatoes, that unfavorable weather up to the 15th of June created another period of heavy buying, it is natural that we are now undergoing a period of dullness, which agitates the mind of the broker more than his principals; buyers having bought liberally, naturally are not buyers to-day; sellers who sold liberally are not anxious for business to-day; but the man whose motto is, "What we want is orders" must be just as busy during the dull period as during the period of activity, and as a result his efforts to get an unwilling buyer in line with an unwilling seller naturally lead to an offering subject to confirmation, which does not always indicate the true side of the market or the true condition of affairs as it actually is. At such times the sale of 1,000 cases of tomatoes not only misleads the buyer of one city, but in the course of a week or ten days this sale is often reported and told of for several weeks, as though it happened but yesterday, and as a result both buyer and seller are misled as to the true conditions,

Has Just Reached Eastern Market and is Now Ready for the Trade

Toasted Cerealine Flakes

10 Cent Cartons, Price $2.70 per case, Three Dozen

More Profit — More Flake — More Customers

That's the record of this matchless Corn flake wherever it has been introduced. No grocer can possibly make a mistake by ordering a trial case of his jobber.

EVERY PURCHASER BECOMES A CUSTOMER

You've Sold the Rest
Now Sell The BEST

AMERICAN HOMINY COMPANY
INDIANAPOLIS, INDIANA

and when an inactive period asserts itself thereafter considerable wonder is expressed as to why the market should fluctuate so suddenly and so often.

Notwithstanding the dullness which prevails in tomatoes, spot corn is holding its own and strengthening from day to day.

To say that corn fields look sick is putting it mildly, that is, as far as this section is concerned. Continuous rains have kept low ground in such a condition that it has been impossible to work with horses, and owing to the extreme scarcity of labor and the expense thereto attached, it is impossible to use the hoe to a degree that will allow the grower to keep his corn ahead of the weeds.

Yours truly,
STRASBAUGH, SILVER & CO.

AMONG THE TRADE.

The Elks' National Convention, which has been in progress in Philadelphia during the past week, did not bring the expected tremendous increase in the consumption of food products. The newspapers, in their advance writings of the affair, greatly exaggerated the probable number of people expected, some of them announcing that 250,000 people would be in Philadelphia during the week. As it developed, the number hardly exceeded 30,000. Even 30,000 is a large number, but their wants in the food line seemed to amount to but little. It was the general experience of the wholesale fruit and produce men that the hotels and cafes actually bought less stuff than normally.

Your Delicatessen and Fancy Groceries

Should be purchased from Carl Wilde, 357 North Second street, Philadelphia, as his is the one house that can be depended on to give you the best values for the least money. His line is full and complete, his stock of cheese the largest and of the greatest variety; same condition extends to the fish line. It will certainly pay you to get in touch with this progressive firm.

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

I.

TALK OVER YOUR TROUBLE.

Things happen in connection with the running of this business that are most aggravating.

If your corns are stepped upon occasionally, don't fly off the handle.

Very likely you were to blame, but if you believe you were not to blame assert yourself.

Talk the thing over. Let us have a clear up and down understanding. You are doing yourself an injustice if you harbor an ill will toward the firm. The firm will soon find it out.

We are not writing in an apologetic sense, but rather a desire to have you understand our willingness to have you fit in rightly—to have your interested assistance, and to have this your mind must be free from canker.

GOING INTO DEBT.

Be very careful about getting into debt. Better come to us and talk it over before your probable creditor does so. We don't refer to clothes in this case, but to the habit of burdening yourself with hundreds of dollars' worth of furniture, or maybe the purchase of a house on a very small payment. No one but the experienced knows what the latter entails.

It is not out of curiosity that we refer to these things. It is because it is in keeping with our mutual aid idea—which must be far reaching.

LOOKING PLEASANT.

Beware of being too familiar in business. I don't mean in a vulgar way. I mean that familiarity that says—I've got this customer sure; she wouldn't feel at home in any other store.

No matter how often the customer comes into the store treat her as though she were a new one.

Above all things look pleasant. Cultivate the habit. Give the impression that your surrounding and your treatment are most agreeable. Mind acts upon mind. That's a law that few of us fully realize.

Feel satisfied with your position. If things go wrong and if you think you are treated unfairly and that your services are unappreciated tell it to the manager. If he's a broad man he'll fix things up. He cannot afford to do otherwise if he wants his business to gain. A sour face is too often the result of a grudge against the firm, and no firm must allow this to go on.

I pin my faith to a smile. I believe it gets more business than cut prices. I believe it's a magnet of the first water. Make up your mind that you're bound to please and you'll soon have a following of good friends and you won't have to worry long about an increase of salary.

Food Crop Situation.

The Crop Reporting Board of the Bureau of Statistics of the Department of Agriculture finds, from the reports of the correspondents and agents of the Bureau, as follows: Preliminary returns show the acreage of corn planted to be about 98,099,000 acres, an increase of about 1,361,000 acres, or 1.4 per cent., as compared with the final estimate of the acreage planted last year. The average condition of the growing crop on July 1st was 80.2, as compared with 87.5 on July 1, 1906, 87.3 on July 1, 1905, and a ten-year average of 85.9. The average condition of winter wheat on July 1st was 78.3, as compared with 77.4 last month, 85.6 on July 1, 1906, 82.7 on July 1, 1905, and a ten-year average of 80.4. The average condition of spring wheat on July 1st was 87.2, as compared with 88.7 last month, 91.4 on July 1, 1906, 91 on July 1, 1905, and a ten-year average of 88. The average condition on July 1st of spring and winter wheat combined was 81.6, as compared with 87.8 on July 1, 1906, and 85.8 on July 1, 1905. The average condition of the oat crop on July 1st was 81, as compared with 81.6 last month, 84 on July 1, 1906, 92.1 on July 1, 1905, and a ten-year average of 88.2. The acreage of potatoes, excluding sweet potatoes, is more than that of last year by about 54,000 acres, or 1.8 per cent. The average condition on July 1st was 90.2, as compared with 91.5 on July 1, 1906, 91.2 on July 1, 1905, and a ten-year average of 91.3.

Canada Revises Her Pure Tea Regulations.

A dispatch from the Canadian seat of government says the advance in the price of tea and other changed conditions of the market have led the Customs Department to revise the regulations adopted eight years ago to protect Canadian consumers against the importation of adulterated teas. Formerly it was considered that teas costing over 14 cents per pound might be accepted for customs entry as free from adulteration. But, owing to the general advance in price, it has been considered necessary to raise the limit, and now all teas costing 20 cents per pound and under are to be considered as open to suspicion of possible adulteration. While American certificates of fitness of consumption are accepted in Canada, any teas imported from the United States without such certificates are not allowed to be sold in this country unless they pass the purity test. The importation of tea into the United States via Canada in the calendar year 1906 amounted to 2,301,201 pounds, valued at $548,290. This was admitted free of duty, as there is at present no customs charge on American tea imports. Canada has the following customs regulations for this article: "Tea and green coffee imported direct from the country of growth and production and tea and green coffee purchased in bond in the United Kingdom, free"; from other countries, including the United States, 10 per cent. duty is imposed. Under this tariff restriction the shipments of tea from the United States to Canada in the fiscal year 1906 amounted to only 78,564 pounds, valued at $18,522.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED — Peanut butter machine, in good condition. Give full particulars. Address C. B. Loeber & Son, 40 Third street, Wilmington, Del. 4

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—Galesburg vegetable display stand and mist machine. Good as new, only been used three days. Will sell for $12, cost $18. Cause for selling, have not enough room. Apply to Herman S. Heins, Ash and Salmon streets, Bridesburg, Philadelphia. 4

FOR SALE—Best general store stock in a busy New Jersey town, forty miles from New York. Owner has made some money at this stand and wishes to go into building business, as town is growing. Will lease building to good party. F. H. Cornell, Spottswood, N. J. 4

FOR SALE—Good-paying grocery store and meat market in Watervliet, N. Y. An excellent chance for a man who understands meats, as the meat business alone pays well. Clean stock, but not heavy. Full investigation solicited. Reason for selling, retiring from business. Address D., 40, care "Grocery World," Philadelphia. 4

FOR SALE—Cheap, second-hand National cash register in good order. Has tape and check printer and all other late improvements. Also Anderson computing cheese cutter. Address J. D. Hocking, 401 W. Walnut street, Lancaster, Pa. 5

BUSINESS OPPORTUNITIES.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

MONEY-MAKING SUBURBAN STORE.

We offer store in clean Philadelphia suburb. Groceries, meats and provisions. Only one other store in place. Size 30 x 60 feet. Does $40,000 per year, half cash. Stock about $1,500. Uses three teams. Everything sold at good profits and clean net profits are 10 per cent. Owner going into other business and will sell at inventory.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

EVERY ONE A GOOD CHANCE.

No. 236.—In best residential district of Norristown, Pa., one of the busiest towns in Eastern Pennsylvania. Store established for twenty years. Does $22,000 to $25,000 yearly on stock of $2,000. Uses one team, but horse not for sale. Nets 50 per cent. Owner going into other business and will sell at inventory. Take about $2,500. Can be greatly increased.

No. 243.—In good residence part of North Philadelphia. Store 16 x 42 feet. Does $14,000 yearly. Stock, $1,200. Good house connected for sale or for rent to good man. Uses one team. Actual net profits range from 8 to 10 per cent. Owner retiring from business and will sell stock at inventory, fixtures, including team, for about $750.

No. 253.—Northeast Philadelphia. Canned goods, butter, eggs and meats. Store 18 x 30 feet. Averages over $300 per week, all cash. Stock about $300 at present, but varies considerably. Uses one team. Good small house connected. This business clears from $25 to $30 per week from one year's end to another. Thoroughly established and profitable. Reason for selling, going into other business.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price inventory.

No. 258.—On North Tenth street, Philadelphia. Store 18 x 45. Does $350 per week, two-thirds cash. Stock about $1,000. Net profits 15 per cent. Uses one team. Good dwelling connected. Owner is in other business and cannot give time. Store established for thirty years and is making money. Good chance to handle meats. Price inventory.

No. 262.—In Germantown, Philadelphia. Store 17 x 23 feet, house and stable connected. Does $12,000 yearly, 75 per cent. cash. Net profits 15 per cent. Stock about $800. Real estate for sale or rent as desired. Is retiring from business and will sell at inventory.

No. 263.—In near Philadelphia suburb. Groceries and provisions. Store 40 x 40 feet. Yearly business, $25,000, half cash. Stock carried, $1,500. Net profits 15 per cent. Good dwelling connected. Uses two teams. Business established and prosperous. Good reason for selling. Price, inventory.

No. 266.—In Montgomery County, Pa., just outside Philadelphia. Only store in suburb. Store 30 x 60, with two back rooms, stable and large yard. Does $22,000 yearly, half cash. Stock $4,500. Uses three teams. Post-office in store, paid last year $332. Actual net profits, outside post-office, 8 per cent. Lack of capital cause of selling. Or will take good partner. Price inventory. Fixtures can be rented with store.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 269.—In Chestnut Hill, Philadelphia. Store 15 x 30 feet. Weekly business, $350, two-thirds cash. Stock about $800. Uses one team. Dwelling connected for rent, if wanted. This business nets 15 per cent. clear. Death of partner compels sale. Price inventory.

No. 273.—In West Philadelphia. Groceries and provisions. Does $325 weekly, half cash. Stock carried $1,500. Profits 20 per cent. Uses one team. Dwelling connected. Low expenses make this an unusually profitable business. Family reasons cause of selling. Price inventory.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town.

No. 280.—In Northeast Philadelphia. Does $325 weekly, all cash. Stock only $250. No team used. Actual net profits 10 per cent. Owner is about to go to England and will sell at inventory. Take about $500—for the money we have nothing like it.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 283.—In North Philadelphia. Size 36 x 45 feet (double store). Does $450 weekly, two-thirds cash. Stock runs about $1,000. Uses one team. Actual net profits 15 per cent. Good nine-room dwelling. Death in family necessitates selling. Price inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 288.—In West Philadelphia. Store 15 x 27 feet. Does $400 to $425 weekly, all cash. Clears $40 cash every week. Uses one team. Good house connected for sale or rent. Owner has a saloon license and must sell store. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 292.—In Philadelphia suburb. Grocery, ice cream, confectionery, bakery. Store 20 x 35 feet. Does $450 weekly, mostly cash. Stock $600 to $700. Uses one team. Business in splendid shape, but owner cannot give time himself and is unable to get satisfactory manager. Clears $50 weekly and can clear $75. Price inventory, which means about $1,500.

No. 293 —In West Philadelphia. Store 20 x 35 feet. Did $23,000 last year, three-quarters cash. Stock about $1,500. Net profits 14 per cent. Good dwelling connected. Owner going in other business and will sell at inventory.

No. 295.—Near Tioga. Store 20 x 30 feet. Business $425 weekly. Stock $1,200; one team. Nets clear 15 per cent. above everything. Expenses low. Real estate for sale or rent. Owner holds Government position and cannot attend to store. Price inventory. Established by present owner twenty-one years ago.

No. 296.—In best northern residential Philadelphia suburb. General provision store. Opened April 1, 1907, and did $175 the first week. Last week in June, 1907, did $376. Stock about $1,000. Business thoroughly profitable, paying clear above everything $70 per week. Owner has other business and cannot attend. Splendid chance for increasing. Price inventory.

No. 297.—In West Philadelphia. Store 16 x 35 feet. Does $250 weekly on stock of $400. Net profits 15 per cent. Good house connected, for sale or rent. Owner ill and must give up business. Price $750, or inventory.

No. 298.—In busiest part of West Philadelphia. Store 25 x 60 feet, and does $550 weekly, three-quarters cash, balance weekly customers. Stock about $1,300. Uses one team. Nets clean 10 per cent. Fixed charges moderate. Owner is inexperienced and prefers other business. Will sell at inventory.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

SALESMAN WANTED—Scotch herring firm, opening branch in New York, requires first-class salesman for Aberdeen canned fish, Scotch and Holland cured herring, Irish and Norway mackerel and some knowledge of German herring trade; only those who have been in the trade need apply. Address Herring, care "Grocery World," Philadelphia. tf

WANTED—Salesman to handle the best jar ever put on the market. Salesmen for manufacturers' agents preferred. Address Kerr Glass Mfg. Co., Portland, Oregon. tf

SITUATION WANTED.

WANTED—Position in grocery store by a young man, twenty-two years of age, with three years' experience. Best of reference furnished. Address Y. M., care "Grocery World," Philadelphia. 4

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street. Philadelphia, Pa.

"Make a Front"

Good advice though a little slangy

Our printed posters are cheaper than painting them yourself, only 2c. apiece, extra price included, and make the front of your store up-to-date and very greatly increase your trade. Samples for postal.

GROCERS' PRINTING CO.
66 N. Fourth St. Philadelphia

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C

AGENTS WANTED

To Solicit Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as a side line.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

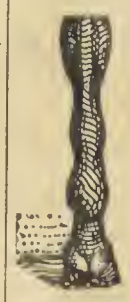
Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

Quaker City Preserve Co.
Philadelphia, Pa.



An Inflamed Tendon

Needs Cooling

ABSORBINE

Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. No blister; no hair gone; and you can use the horse. $2.00 per bottle delivered. Book 2-B free.

Absorbine, Jr., for mankind, $1.00 bottle. Cures Strained Torn Ligaments. Allays pain quickly. Genuine mfd. only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass

A profit of $22.50 on a gross

That is what you can make by handling

German Fir

the cough cure that is guaranteed. A 25c. bottle free upon request. Write for our advertising offer.

Dilliard Remedy Company
EAST BANGOR, PA.

Why Should a Grocer Close His Store in the Summer

There is no reason for it if he follows up-to-date methods for getting business all the year round. Write to-day for the best plan, using your letterhead or enclosing a card. Full information free to grocers.

W. H. RIGHTER
150 Nassau St., New York

this is "Club Cocktail" Pineapple time

||

Club Cocktail Pineapple is one of the most vigorous sellers Martin Wagner Co. has ever put on the market. Surely you **want** a case.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Have the Best Goods and You'll Get the Best Trade

We have made a specialty for many years of supplying the finest Foreign and Domestic Fruit, etc., coming into this market, the sort of goods it's hard to get elsewhere; the sort of goods that bring particular people to your store and keep them coming. If you can call we will show you what we mean; if you can't call, write, and we will give you particulars.

R. DAETWYLER & CO.
New Market and Callowhill Sts., Philadelphia

FOREIGN AND DOMESTIC FRUITS,

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, July 22d. Terms, net 10 days.

First orders must be accompanied by references.

JAMAICA BANANAS.

Jumbo bunches, 10 hands, extra fancy	$2.25	per bunch
Selected, 10 hands,	1.85	per bunch
Selected, 9 hands, packed 2 in crate	1.75	per bunch
Selected, 9 hands, packed in barrels	1.65	per bunch
Selected, 8 hands, packed 1 in crate	1.35	per bunch
Selected, 8 hands, packed 2 in crate	1.25	per bunch
Selected, 8 hands, packed 3 in crate	1.20	per bunch
Selected, 7 hands, packed 1 in crate	1.00	per bunch
Selected, 7 hands, packed 2 in crate	.90	per bunch
Selected, 7 hands, packed 3 in crate	.85	per bunch
Shipped loose in bags, 25 bunches and upwards.		
Selected, 9 hands	1.40	per bunch
Selected, 8 hands	1.10	per bunch
Selected, 7 hands	.75	per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

CALIFORNIA LATE VALENCIA ORANGES.

Fancy, 80 size, per box	
Fancy, 96 size, per box	
Fancy, 112 size, per box	3.50
Fancy, 126 size, per box	4.00
Fancy, 150 size, per box	5.25
Fancy, 176-200-216	5.75
Fancy, 250-288	5.00
Extra Choice, 80 size, per box	
Extra Choice, 96 size, per box	
Extra Choice, 112 size, per box	3.50
Extra Choice, 126 size, per box	3.75
Extra Choice, 150 size, per box	5.00
Extra Choice, 176-200-216, per box	5.50
Extra Choice, 250-288, per box	5.00
Budded Seedling, 96-112 size, per box	
Budded Seedling, 126 size, per box	
Budded Seedling, 150 size, per box	
Budded Seedling, 176-200-216 size, per box	
Budded Seedling, 250-285 size, per box	

Both oranges and lemons continue scarce and high. Our quotations, however, are for the very best brands, which are bound to please you.

FANCY CALIFORNIA AND MESSINA LEMONS.

Fancy California, 240 size, per box	$4.50
Fancy California, 270 size, per box	5.00
Fancy California, 300-360 size, per box	5.50
Fancy Messina, 300 size, per box	5.00
Fancy Messina, 360 size, per box	5.00
Choice Messina, 300 size, per box	4.50
Choice Messina, 360 size, per box	4.50

COCOANUTS.

Cocoanuts, Best Quality Jamaica, 100 to sack	3.75
Cocoanuts (easy shelling), 80 to sack	
Cocoanuts, Barracon (easy shelling), 1	

ONIONS.

REGULAR BUSHEL CRATES.

Texas, Strictly Fancy White, per crate	
Texas, Strictly Fancy Yellow, per crate	
Bermuda, Prime, per crate	

VEGETABLES.

We carry a full line of vegetables in our truck department, but as the market fluctuates daily on this line of goods, orders will be filled at lowest ruling market prices on day of shipment. Just now we are receiving large consignments of very Fancy Potatoes, which are selling at $2.50 to $2.75 per barrel, and are bound to give great satisfaction. Send us your vegetable orders; we know you will be pleased.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocba	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.13
No. 1 Rio	.12
No. 2 Rio	.10
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 1C0 lbs. to case ....per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ⅛ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ aud ½ lb, packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Mouey, 3 lb., sauce, 2 doz	1 50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1 45
Wagner's, 1 lb., tall, 4 doz	.48
Wagner's, 3 lb., plain, 2 doz	.95
Wagner's, 3 lb., sauce, 2 doz	1.00
Excursion, 3 lb., sauce, 2 doz	85
Saratoga, 2 lb., 2 doz	.50
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.85
Standard Shoepeg, 2 lb., 2 doz	.75
Standard, 2 lb., 2 doz	.70
Belmont Cream, 2 lb., 2 doz	85
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Rowe & Co., extra sifted, 2 doz.	
Johnson Brand, soaked, 2 doz	.60
Little Fellow, 2 lb., 2 doz	1.40
Rob Roy, 2 lb., 2 doz	1.00
Pin Money, petits pois, 2 doz	1 50
Pin Money, standard early June, 2 doz.	1.10
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.95
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1 00
Little Darling, 2 doz	1.30
Pumpkins—	
3 lb., 2 doz	.85
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.05
1 lb. Pulp, for soup	.45
Succotash—	
2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	1.10
Standard, 3s, 2 doz	1.05
Gallon, ½ doz.	4.00
Fair Quality, 3s.	1.00
2s, 2 doz	.95

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	1.35
Jockey, 1 lb., tall, 4 doz	1.30
Victor, 1 lb., tall, 4 doz	1.00
Argo, 1 lb., tall, 4 doz	1.50
Sockeye, ½ lb , flat, 4 doz	1.25
Crab Meat—	
½ lb., 4 doz	1.00
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label. ½ lb., flat, 8 doz	
Beaver, ½ lb., flat, 8 doz	2.50
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	1.10
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Glen Cove, ¼ oil, 100	4 00
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.50
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
¾ Crown Mustard, 50 cans	4 00
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 50 cans	3.50
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
Gilbert, 100 cans	9 00
Le Glitzie, 100 cans	
Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	9 25

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	
Blackberries, 2 lb., 2 doz	.85
Blueberries, 2 lb., 2 doz	1.15
Cherries, 2 lb., 2 doz	.90
Gooseberries, 2 lb., 2 doz	1.00
Pie Peaches, 3 lb., 2 doz	1 15
Pears, 3 lb., 2 doz	1.00
Extra Standard Pineapples, 2 lb., 2 doz	2.15
Grated Pineapples, 2 lb., 2 doz	1.85
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 50
Grated Pie Pineapples, James, 3 lb., 2 doz.	.80
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1 00
Standard Peaches, Rialto, 3 lb., 2 doz	2.25
California Apricots, 2 doz	1 95
California Cherries, 2 doz	
California Peaches, 2½ lb., 2 doz	
Wheeler Peaches, 3 lb., 2 doz	2.00
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	
Evaporated, 1 lb. packages, 4 doz	.10
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.15
Best, 25 lbs	
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.10
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ....per doz.	
Citron—	
American Brand, 10 lb.	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	.06
Stuffed, 1 lb ....per doz.	
New Prunes—	
40- 50, 25 lbs	.09
50- 60, 25 lbs	.08¼
60- 70, 25 lbs	08
70- 80, 25 lbs	.07¼
80- 90, 25 lbs	.06¾
90-100, 25 lbs	.06¼
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs.	.09
London Layers, clusters, 20 lbs., per box	3.15
London Layers, 20 lbs. ....per box	1 85
Seedless Muscatels, 50 lbs	
Seeded, 36 1 lb. packages	13
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	07
No. 2 Head, bbls. or 100 lb. sacks	.06
No. 3 broken, bbls. or 100 lb. sacks	04¾
Japan, 100 lb. sacks	.05¾

SALT.

	Per sack
Fine Table, 224 lbs	.90
Fine Table, large sack	.85
Kiln Dried	.95
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.58
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2 39
Fine Dairy, 3s, 100 to bbl	2.28
Fine Dairy, 4s, 70 to bbl	2 23
Fine Dairy, 5s, 60 to bbl	2.24
Fine Dairy, 10s, 28 to bbl	1.99
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.90

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	1.85
Lady Washington Beans, about 200 lbs. to bag	1.95
Green Peas, dried, about 165 lbs. to sack	
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¾
Imported Lima Beans, about 90 lbs. to sack	.06¾
Split Peas, 210 lbs ....per bbl.	7.25
Less quantity	.03¾
Lentils, about 100 lbs. to sack	.09½

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O.	.43
Kingsland, N. O.	.32
Julian F. Bradsbaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.29
Gold Medal	.30
King Syrup	.30
No. 12 Syrup	.18
No. 6 Amber Syrup	.27
California Amber Drips, 2 lb. cans, 2 doz.	1.75
California Amber Drips, 2½ lb. cans	2.00
California Amber Drips, 3 lb. cans, 2 doz.	2.30
California Amber Drips, ½ gal. cans, 1 doz.	1.95

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.10
Cubes	5.45
Fine Granulated, Americau	4.75
Fiue Granulated, 100 lb. sacks	4.75
Confectioners' A	4.70
No. 1, A	4.65
Light Yellow	4 30
Fiue Granulated, 2 lb. bags	5 05
Fine Granulated, 5 lb. bags	4.95

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	3 85
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.20
Red Cross, 4 doz	4.20
Star, 4 doz	4.20
Dime Brand, 4 doz	3.55
Lion, 4 doz	4.20
Banuer, 4 doz	
Hires' Silver, 4 doz	4.15

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4 00
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.35
Our Pet, baby size, 6 doz	2.75
Peerless, small size, 4 doz	2 00
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2 75

MATCHES.

	Per gross.
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl White Floating	100	4.00
Ark	100	1.88
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free..		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4.20
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptba	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3.90
*Philadelpbia Oleine	60	2.65
*P. & G. Oleine	60	3.00
Premium	80	3.67
*Santa Claus	100	3.55
Wbite Floating	200	4.10
*Star	100	3.50
*Sunlight	100	4.10
*Suushine	120	2.45
Star Oleine	60	1.65
*Sunny Monday	100	4.00
*Wbite Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box.
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maideu	1 doz.	.45
Brown Wiudsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2 25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Por gal.
Fancy, barrels	.40@.45
Choice, barrels	.38
Good, barrels	.26@.30
Fancy, quart jars, per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@.35
Ordinary	.22
Blended, fancy	.84
Blended, choice	.30
Blended, good	.28
2-lb tins, 8 dozen, per case,	2.80
Quarts, 2 dozen, per case,	2.80
Sngar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.28@.30
Tins, 2-lb., 2 dozen, per case,	1.95
Tins, 2½-lb., 2 dozen, per case,	2.25
Tins, 3-lb., 2 dozen, per case,	2.50
Tins, 5-lb., 1 dozen, per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 100@110	
Extra Shore 1s, count 110@115	
Medium Irish 2s, count 325@375	16.00
Norway, count 400@450	
Norway, count 300@350	
Norway, oount 240@270	
Norway, count 170@185	
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	
Bloaters, Cromarty, 100s	

TEAS.

Gnnpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.12@.18
Snperior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	.16@.20
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.20@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	.08@.10
...ng—	
Common to fair	.13@.15
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Oouchong—	
Common to fair	.14@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.34
Old Government—Best	.27
Old Government—Choice	.25
Old Government—Prime	.23
Old Government—Good	.21
Imitation	.20
African	.20
Mocha—	
Genuine Arabian	.23
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia bnds	.30
Cinnamon, Mats	.10½
Cinnamon, Twaio	.17
Cinnamon, Ceylon	.21@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.80
Cloves, Zanzibar	.19@.20
Cloves, Amboyna	.22
Cloves, Penang	.30@.35
Ginger, African	.08
Ginger, Jamaica, bleached	18½@.20
Ginger Jamaica, unbleacned	.17@.19
Ginger, Calcutta	.08
Nutmegs, 75–80s	.25@ 35
Nutmegs, 105–110s	.18@.20
Nutmegs, 130–140s	.15@.18
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.39½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagns—	Per doz.
Extra white 2½s, nnpeeled Calif.	
Standard white 2½s, Calif	
Tips, green, 1s	
Tips, white, California, 1s	
Beans, Baked—	
Standard, plain 1s	.42½
Standard, plain or sance, 2s	.50@ .60
Standard, plain or sance, 3s	.70@ .85
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.50@1.60
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.60
Extra standard 2s	1.15@1.25
Standard	.90@1.10
Soaked	.60@ .80
Beans, Stringless—	
Fancy 2s	1.90@2.50
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1.00@1 10
Fancy New York 2s	.90@1.00
Standard New York 2s	.75
Maryland 2s, Maine Style	.65@ .70
Other standard grades 2s	.60
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.40@1.75
Sifted 2s	1.30@1.35

—3—

Telephone 2s	
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.15@1.20
Soaked 2s	.50@ .65
Succotash—	
Extra fancy Maine 2s	1.25
Fancy Maine 2s	1.00@1.10
Extra standard 2s	.75@ .90
Pumpkin—	
Fancy, 3s	.85@1.15
Fancy, gallons	2.75
Sqnash—	
Fancy 3s	1.15
Tomatoes—	
5½-in. cans, fancy New Jersey	1.50
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.95@1.00
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	3.65
Quarts, glass jars	2.75
Beets—	
Fancy Strawberry 3s	1.50@1.75
Cut 3s	1.00@1.10
Sweet Potatoes 3s	.90@1.00
Sauer Krant 3s	.80@1.10
Spinach—	
Standard Maryland 3s	1.45@1.50
Fancy New Jersey 3s	1.50@1.75
Gallons	4.50

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.40
Extra 2½s	2 50
Extra standard 2½s	2.10
Standard 2½s	
Gallons	
Cherries—	
Extra White 3s	4.00
Extra White 2½s	3.20
Extra standard White 2½s	
Standard White 2½s	2.40
Standard gallons	9.00
Bartlett Pears—	
Extra 3s	8.25
Extra 2½s	2.65
Extra standard 2½s	2.10
Fancy 3s	2.30@2.40
Standard 2½s	2.10@2.20
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	1.60
Standard 2½s	1.40
Gallons	4.50@5.50
Peaches, L. C.—	
Extra 3s	3.25
Extra standard 2½s	2.65
Peaches, Crawford—	
Fancy 3s	3.10
Extra standard 2½s	1.95

EASTERN.

Pears—	
Choice New York 2s	1.50
Choice New York State 2½s	2.60
Standard 2s	1.25
Pineapples—	
Sliced or grated 2s	2.00@2.20
Sliced or grated 1s	1.00@1.10
Pie, grated, gallons	2.50
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	2.50
Strawberries—	
2s, fancy	2.50
2s, extra	
Raspberries—	
Red, fancy, 2s	1.80
Standard 2s	1.10

FISH.

Lobster—	
Flat 1s	
Flat ½s	
Kipperod Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.00
Medium Red	1.10
Red 1s	1.10@1.15
Columbia River Chinook Salmon—	
Flat ½s	1.20@1.25
Tall 1s	1.75
Flat 1s	2.00
Oval 1s (steaks)	2.75
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.13
Smyrna Sult., fancy, 6 cr., 30 lbs	
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	.12

—4—

Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	
California, 4 cr., 50 lbs	
California, 3 cr., 50 lbs	.10
California, 2 cr., 50 lbs	
Figs—	
Baskets, 1 lb. and 2 lb.	.15 @.18
Layers, 2¾-in., 10 lbs	.09
2½-in., 12 lbs	
2¼-in., 12 lbs	
2-in., 12 lbs	.08
Currants—	
Fancy, 1-lb. cartons	.10½
Cleaned, 1-lb. cartons, choice	.09¾
Bulk, choice, 50 lbs	.09
Natural, choice	.08
Citron—	
According to quality	.17 @.20
Lemon Peel—	
According to qnality	.11 @.12
Orange Peel—	
According to quality	.11½@.12½
Fard Dates—	
60 lbs., bulk	.06 @.07
1-lb. pkgs., 30-lb. case	.09
Persian Dates—	
60 lbs.	.03½@.05
Prnnes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.10¼
40x50, choice	.09¼
50x60, choice	.07¾
60x70, choice	.07¼
70x80, choice	.06
Choice, 50-lb. box—	
60x70, .06¾; 80x 90	
70x80, .06¼; 90x100	.05½
Prunes in cartons—	
Fancy 40x 50	.11
50x 60	.10
60x 70	.09½
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	
40x50	
Apples—	
Fancy, 50 lbs.	.10¼
Fancy, 1-lb cartons	
Prime, 50 lbs.	.09
Choice, 1-lb. cartons	.10¼
Peaches—	
Fancy, peeled, 25 lbs.	.24
Unpeeled, fancy, 25 lbs.	.14
Extra Choice Mnir	
Apricots—	
Royal, extra fancy, 25 lbs	.26
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.23
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	@.60
Valencia, 28 lbs	.36 @.43
Flot, shelled	
In shells—	
California P. S., 80 lbs	.25
French Princess	
Tarragona, 120 lbs	.16
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.10½
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.16 @.19
Louisiana Paper Shell	
Walnuts—	
California Hard Shell, No. 1	
Grenoble, 220 lbs	
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.17
Extra choice, boxes, 25 lbs	.13½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@18.00
French quarters, boneless	
French quarters, with bones	14.50@18.00
High quarters, boneless	24.50
Halves, boneless	15.00@38.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ½s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@18.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.	.08@ .09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.	Column.	*DECLINES.*	Column.	*ADDITIONS.*	Column.
		Marrow Beans	29		

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
larm Cash Drawer	33
lum	47
mmunition	4
xle Grease	5
ags, Paper	41
ag and Twine Holders	33
aking Powder	5
arley	29
askets	62
ath Brick	59
eans	29
lacking, Shoe	6
luing	6
orax	47
rooms	61
rushes	63
uckwheat Flour	28
ung Borers	33
utchers' Sundries	44
utter Dishes	62
utter	7
utter Color	47
amphor	47
andies	15
andles	7
anned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	30
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Puddine	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	2
Sulphur	47
Sundries	59
Syrups	60
Tacks	59
Tapioca	30
Tar	48
Teas	1
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

onfectioners' Lozenge	5.25
" Powdered	5.25
" Crown A	5.45
" Crystal A	5.10
" Coarse Granulated	5.35
agle Tablets	6.38½
rystal Dominoes	7.35
ut Loaf	5.80
atent Cubes	5.35
owdered	5.20
xtra Fine Granulated	5.20
oarse Granulated	5.20
ranulated	5.10
ine Granulated	5.10
" in 50-lb. bags packed 2 in 100-lb. bag	5.15
" in 25-lb. bags packed 4 in 100-lb. bag	5.15
" in 10-lb. bags packed 10 in 100-lb. bag	5.25
" in 5-lb. bags packed in bbls	5.30
" in 5-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. bags packed in bbls	5.40
" in 2-lb. bags packed in 100-lb. bags	5.40
" in 2-lb. cartons in cases	5.30
" in 2-lb. paper packages in cases	5.30
nfectioners' A	4.90
—Keystone A	4.85
—American A	4.80
—Centennial A	4.75
—California A	4.70
—Franklin B	4.65
—Keystone B	4.60
—American B	4.55
—Centennial B	4.50
—California B	4.45
—Franklin Extra C	4.40
—Keystone Extra C	4.35
—American Extra C	4.30
—Centennial Extra C	4.25
—California Extra C	4.25
—Franklin C	4.25
—Keystone C	4.25

TEA.

	Per lb.
PANS—Basket-fired	18 @ 35
PANS—Pan-fired—Common to Fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
RMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
OCHOW—Common, cargo	13 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
NPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	13 @ 20
Choice to extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	17 @ 38
CEYLON—Common to Fine	17 @ 40
ENGLISH BREAKFAST—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

		In ½ & lb.	In ¼ lb.
Ceylon and India, No.	1	.45	.47
" " "	2	.40	.42
" " "	3	.35	.37
Black and Green, "	1	.45	
" " "	2	.40	
English Breakfast, "	1	.45	
" " "	2	.40	
Formosa Oolong, "	1	.45	
" " "	2	.40	

Counter box, 30 ten cent tins, only packed in No. 1 quality, $2.00

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, " "	.60
Ex. Gold, " "	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), "	.50
Formosa and Oolong, "	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades per doz.	.90

Caricol Blend, Martindale & Co.:— Per lb.

5-lb. Silver Sacks	.22
1-lb. "	.22½
½-lb. "	.23
¼-lb. "	.23½
⅛-lb. "	.25

Spring Garden Tea—

100 lb. barrels per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

McCormick & Co's, Banquet Brand— Per doz.

No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

—3—

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz., per doz.	.85
" " " quarts, 1 " "	1.40
" " " " 3 " "	1.40
" " " ½ gals. 1 " per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
" quarts, 1 " "	.90
" " 3 " "	.90
" ½ gals. 1 " per bbl.	1.80
Violet, pints, 2 doz. per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross "	8.40
Peerless, ¼ gross "	4.40

BAKING POWDER. Per Doz

Davis' O. K., ¼-lb., 4 doz. per doz.	.45
" ½-lb., 3 " "	.90
" 1-lb., 2 " "	1.65
" 5-lb., ½ " "	7.20
Cleveland's, 10-c. size, 4 doz. per doz.	.84
" ¼-lb., 4 " "	1.23
" ½-lb., 2 " "	2.28
" 1-lb., 1 "	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	45
" ½- " 2 doz. cases	.90
" 1- " 1 "	1.65
" 5- " 6 cans in case per lb.	.-2
Sea Gull, 6 oz., glass, 4 doz.	45
Parrot and Monkey, 4 doz.	.45

Rumford's Yeast Powder:—

4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass, 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl. per gross,	12.25

Rumford Baking Powder:—

5c.-tins, 4 doz. per doz.	.45
10c.-can, 4 doz. in box "	.90
½-lb. cans, 2 doz. in case "	1.25
1-lb. cans, 1 doz. in case "	2.50
Royal, 10c. size, 4 doz.	.86
" ¼ lb., 4 doz.	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1 lb. cans, per doz.	2.25
" " " ½ lb. " " "	1.25

Sea Foam Baking Powder—

¼ lb., 4 doz. in case	.95
½ lb., 2 doz. in case	1.75
1 lb., 1 doz. in case	3.40
5 lb., ½ doz. in case	16.50

—4—

Boston Brand, 5 lb. size, ½ doz. case ... per doz.	12.00
" 1 " 1 " ... "	2.50
" ½ " 2 " ... "	.55
" ¼ " 3 " ... "	.75
Purity Brand 5 " ½ " ... "	6.00
" 1 " 1 " ... "	1.50
" " 3 " ... "	.80
" ¼ " 3 " ... "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz. per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M. per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.25
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.60
" " 5, "	7.65
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz.	1.15
Bixby's Royal Polish, 1 doz.	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz.	.82½
Browns, Army and Navy, 1 doz.	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70

Whittemore Bros & Co.—

Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos, Choice	@.09
" Fancy	.09¼@.09½
Maracaibo, Strictly Fancy	.11¼@.11½
" Choice	@.11
Washed Caracas, Fancy	.12½@.13
Java, Extra Fancy Old Government	@.18½
" Extra Fancy	@.18
" Fancy	@.16½
Mocha, ½ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Fancy Golden	@.13
" Prime	@.11½
" Choice	@.09½
Santos, Choice	@.12½
" Fancy	@.13
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14
" Fancy	@.14½
" Extra Fancy	@.15
Java, Extra Fancy Old Government	@.23
" Fancy	@.22
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.18½
Eureka	.15½
Leader	.18
Jap	.13
Special, No. 6	.12½
Special Drive	.12

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 35/100
Lion	13⅛	13¼

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins,	.26
Saindo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

	Per lb
German-American Coffee Co.—	
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18
Tumbala, 60 or 100 1-lb. cartons	.16
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, M. & J. Blend, 40 or 60 1 lb. tins	.27½
Tourist, M. & J. Blend, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.15
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box per box	3.90
12 tins in box per carton	.95
2 lb. tins per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Gun Caps, E. B per M	.60
Gun Caps, musket per M	.65
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB. bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7 40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.28
" First, "	.27
" Second, "	.26
" Third, "	.25
" Imitation, 30–60 lbs	.23
" 5-and 10-lb. rolls, 60- and 100-lb. boxes	.29
Ladles, 30–60 lbs., bakers' use	.22
Print Butter:—	
Star or S. D. brands, 1 lb., 20–50-lb. bxs.	.31
B. B., E. D. brands, 20–50-lb. boxes	.30
J. J., C. V., Gilt Edge, Gold Medal, 20–50-lb. boxes	.29
Sheaf ("400") Elgin, 20–50-lb. boxes	.29
Sheaf	.27–.28
B. S. Gilt Edge, cartons	.31
Gurnse, pounds or half pounds	.29
Belle Spring	.27

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.11½
" 16's, "	.12½
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	09¾
Bright Light, " " per box	2 35
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, 2-lb. cartons, size 6 x 1½, per lb.	
Martha Washington, long 12s per lb.	

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints per gross	4.35
Mason's, quarts per gross	4.60
Mason's, half-gallons per gross	6.50

—8—

Jelly Tumblers—	
Barrels, 22 doz per doz. (No charge for barrels.)	.16
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.85
Mason's Caps and Rubbers, ½ gro., "	2.10
Jar Rubbers—	
Lip, wide per gross	.85
Acme, wide, 1 doz. cartons per lb.	.45
" medium, 1 doz. cartons "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium per lb. (25 lb. lots 1 cent per lb. less.)	.25

COOKING HERBS.

Antumn brand, Sweet Marjoram per doz.	.25
" Sage "	.25
" Thyme "	.25
" Savory "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory per case	1.00
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—	
½-lb. cartons, 1 doz per doz.	.40
¼-lb. " " "	.75
½-lb. " " "	1.25
½-lb. screw cap bottles, 2 doz per doz.	.90
¼-lb. square cans, 2 doz "	.80

CANNED GOODS.

	Per Do
Tomatoes—	
Mrs. Lippincott's Frying	1.50
Frying, Good Luck Brand	1.25
DuBois' Frying	1.25
Jersey King, No. 3, Standard Jersey	1.10
Rio Grande, fancy, Jersey	1.12
Silver Lake, fancy, Jersey	1.20
Lima Beans—	
Tinsley's, extra small	1.35
Turkey, fancy, Jersey	1 10
Silver Lake	1.10
Boyer's, Fancy	
Oxford, Maine packed	.87
Lanfair, 2s	.65
String Beans—	
Red Jacket, extra small	1.55
Cloister, fancy N. Y	1.45

Don't Miss This, Grocers

Spring Garden Tea is a blend that will please nine out of ten of your customers, at 60c. per pound—which means you make 160 per cent. profit on it, as these are our prices:

In 100-lb. Barrels	18	cents per lb. net
In 5-lb. Silver Bags	19	cents per lb. net
In 1-lb. Silver Bags	19½	cents per lb. net
In ½-lb. Silver Bags	20	cents per lb. net
In ¼-lb. Silver Bags	21	cents per lb. net

(Silver Bags: Packed in cases containing 100 Pounds)

Thomas Martindale & Co., Philadelphia, Pa.

"THE BOTTOM AS GOOD AS THE TOP"

Our **Apelpi Evaporated Apples** are a prime grade of New York fruit, selected from the best flavored and matured apples.

The square cartons are lined with waxed paper and their contents are guaranteed to be as fine as anything in the market.

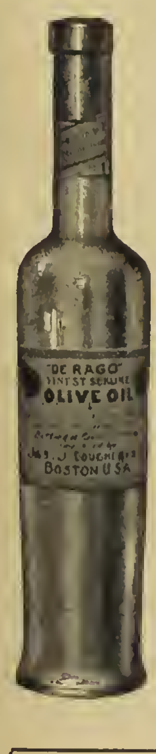
Every piece of fruit is hand picked and must be perfect before it goes into our machines.

The result is a product for which the demand is not only enormous, but constantly growing.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON Distributers — **28 So. Front Street** Philadelphia, Pa.

It is Not Only a Food But a Medicine



There are many different kinds of olive oil, but only one **De Rago**. **De Rago Oil** is so carefully made and so **pure,** physicians all over the country prescribe it for invalids.

De Rago is an absolutely unadulterated product of the finest hand-picked olives. It is as carefully prepared as a druggist's prescription. It is the kind that people **stick to,** for once they try it nothing else seems like **real** olive oil.

Jas. J. Loughery & Company
Importers — Boston, Mass.

—9—

Boyer's, 2s	
M. & B., 3s	
M. & B., No. 2	
White Wax Beans—	
Acorn	
Compass, No. 10, 1 doz	3.00
Baked Beans—	
B. & M., No. 3	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.87½
Campbell's, No. 2, sauce	.87½
Oxford, No. 3	.90
Narragansett, No. 2, tomato sauce	.97½
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.77½
Moore & Brady, No. 3, sauce	.82½
Moore & Brady, No. 1, picnic size, plain	.35
Moore & Brady, No. 1, picnic size, sauce	.37½
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	.92½
Martin Wagner Co., No. 3, tomato sauce	1.00
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.47½
Schimmel's, No. 1, sauce	.50
Schimmel's, No. 2, sauce	.87½
Schimmel's, No. 2, plain	.82½
Bunker Hill, No. 3, plain	.75
Bunker Hill, No. 3, tomato sauce	.77½
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.80
Van Camp's, No. 2, 2 doz. per doz.	.82½
Victory brand, No. 1, 4 doz. per doz.	.45
Corn—	
Kornlet	1.55
American Beauty, extra fancy, Shoe Peg	.85
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.85
Rival Blue, fancy, York State, crushed	.77½
Shoe Peg, Susquehanna	.80
Shoe Peg, Osborn's	.72½
Mark, crushed	.67½

—10—

Peas—	
French, Extra Fins, 100 cans, per case	16.25
French, Tres. Fins, 100 cans, per case	14.75
French, Fins, 100 cans	13.75
French, Moyens, 100 cans	13.50
Belle Rose, Fancy N. Y. State Sifted, Little Champions	1.50
Bell Rose Sifted Sweet Wrinkled	1.30
Honey Bee, Early June	
Little Nell's, Baltimore	.65
Beets—	
Red Jacket, No. 3, small	1.45
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1.05
Poland, extra fancy Maine	.92½
McMurray's Mountain	.80
Spinach—	
Booth's, No. 3	1.30
Farren's, No. 3	1.40
Farren's, No. 10	4.25
Sweet Potatoes—	
Plantation, No. 3	.92½
Delaware, 3-lb., 2 doz	95
Pumpkin—	
Catawba brand, extra fancy, N. Y. State, No. 3	.85
M. & W., Dog Head, No. 3	.80
Andrews & Co., No. 2	.47½
Asparagus—	
Del Monte, mammoth, No. 2½	4.25
Oak, large, No. 2½	4.50
El Rio, medium, No. 2½	3.25
Sovereign, large, round, 2 doz	2.75

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra standard	2.00
San Antone, standard	1.70
Pears—	
Bartlett, extra quality, 2½s	2.65
Bartlett, extra standard, 2½s	2.60
Cherries—	
Extra quality, 2½s	3.50
Extra standard, 2½	3.40
Standard, 2½	

—11—

Peaches—	
Extra standard, lemon clings, 2½s	2.65
Extra standard, sliced lemon clings, 2½s	2.65
Extra standard, sliced lemon clings, 1 lb., 4 doz	1.45
Prize Medal, lemon clings, No. 10, 1 doz	7.75
Express, yellows, 2½s	
Plums—	
Extra standard egg	1.50
Extra standard green gage	
Standard egg	
Standard gage	

DOMESTIC CANNED FRUIT.

Apples—	
Derby, No. 10, 1 doz	2.85
Pride of Shenandoah, No. 3, 2 doz	.95
Spring Garden, fancy, 3s, 2 doz	.90
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	
Blueberries—	
Main, No. 2	
Main, No. 10	
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	
Peaches—	
Calumet, yellow, light syrup	1.65
Terrapin, No. 3	1.05
Pears—	
Matchless, extra fancy, No. 2	1.40
Raspberries—	
Mikado, red, fancy, N. Y. State, preserved, No. 2	1.25
Rhubarb—	
Silver Lake, No. 3	
Strawberries—	
Silver Lake, No. 2	
M. & W., No. 1	
Terrapin, standard, No. 2	
Pine-apple—	
M. & B., India River, E. & C., No. 2	1.60
Wagner's, E. & C., No. 2	1.45
Singapore, chunks, No. 1½, 4 doz	1.20
Singapore, cubes, No. 1½, 4 doz	1.20
Wagner's, No. 1, cocktail, 2 doz	.95
James, No. 3, pie, grated	.75

—12—

The Paul Taylor Brown Co's
Singapore Pineapple, extra preserved.

Tan Chop Hin, ¾-lb. chunks per doz.	.80
" 1 " " "	.87½
" 1½ " " "	1.17½
" 1¾ " sliced "	1.35
" 1¾ " grated "	1.35
" 2¾ " whole "	1.85
Packed in their own juice:—	
1¾-lb. chunks, extra heavy syrup...per doz.	1.45
1¾ " sliced "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz.
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	.95
Star, No. 1, 4 doz	.97½
Lobster—	
B. & M., No. ½, flat, 4 doz	2.17½
B. & M., No. 1, flat, 4 doz	4.10
Star brand, No. ¼, flat, 4 doz	1.30
Star brand, No. 1, tall, 4 doz	3.65
Star brand, No. 1, flat, 4 doz	4.15
Shrimps—	
Barataria Canning Co., new, No. 1, 2 doz	1.10
Lopez & Dukate (Barataria), new, pickled, No. 1, 2 doz	1.05
Mackerel—	
Pickert's, soused, No. 3, 2 doz	3.25
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.60
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.07½
Boyer's, No. 2, 2 doz	2.00
M. & B., No. 1, 2 doz	1.05
Stewart's, No. 2, 2 doz	2.00
Stewart's, No. 1, 2 doz	1.00
Victory, No. 1 doz	1.05
Kippered Herring—	
Maconache's, 2 doz., plain	1.50
Salmon—	
Cook's, Holly, Colorado River, No. 1, tall	1.75
Cook's, Holly, Colorado River, No. ½, flat	1.15
Hapgood's, No. 1, tall, 4 doz	1.85
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.10
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
No. ½, flat, 4 doz	1.20
Rising, light, fancy, red, No. 1. tall	1.17½
Humes, Karluk, No. 1, tall, 4 doz	1.22½

Ritter's Guaranty

In compliance with the rules and regulations for the enforcement of the Food and Drugs Act published by the Commission appointed for this purpose, we have filed a guaranty covering all our products with the Agricultural Department in Washington under the serial number 1017.

In the future all our products will be labeled in accordance with Regulation Nine as follows: *Guaranteed under the Food and Drugs Act, June 30, 1906, No. 1017.*

This guaranty is sufficient and covers every sale we make and no individual guaranties are necessary.

It has always been our aim to manufacture pure and wholesome food, to comply with existing laws and to protect all who buy our products, and we shall carry out this principle in the future.

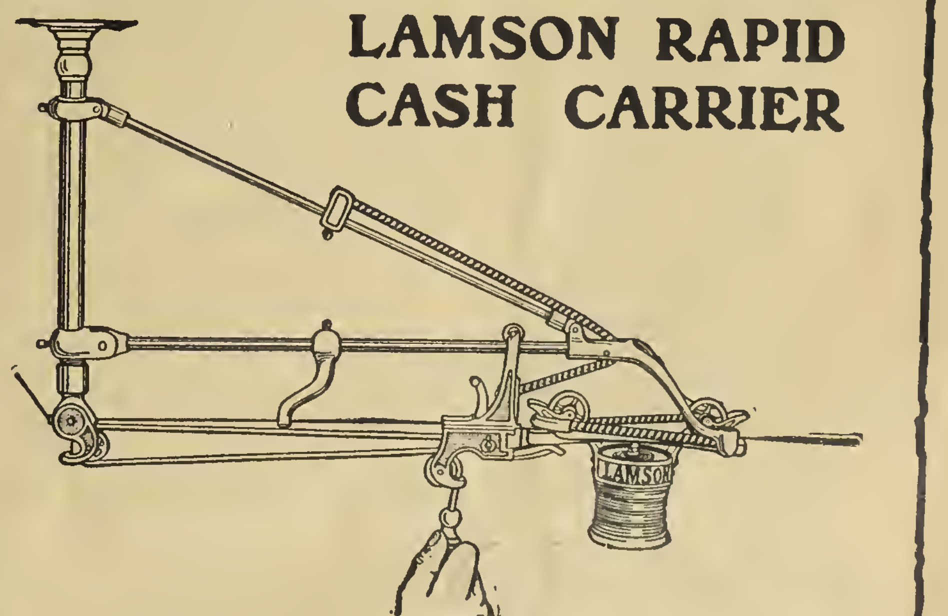
We hope to deserve your continued confidence and patronage.

Philip J. Ritter Conserve Co.

PHILADELPHIA, PA.

Fruit Butters	Preserved Fruits	Fruit Syrups
Cranberry Sauce	Catsup	Honey
Mince Meat	Chili Sauce	Mustard
Jellies	Salad Oil	Baked Beans
Jams	Crushed Fruits	Soups
Canned Fruits		Canned Vegetables

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.30
Leader, fancy, red, No. 1, tall	1.22½
Defender, medium, red, Alaska, No. 1, tall	1.12½

Plain.

La Champagne, ½'s, key	25 00
" ¼'s, key	17.00
Lucullus, ¼'s	13.00
C. Morel, ¼'s	10.00

SARDINES—Boneless.

Le Marchand, ¼'s	
La Champagne, ¼'s, key	
Cadean, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.40
½s, Martels	13.50
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8.25
Mustard—	
¾s, Irma, 100 cans	3.42½
¾s, Eureka, key, 100 cans	3.27½
¾s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3.00
¾s, Underwood's, 50 cans	3.90
¾s, Irma, 50 cans	3.25
¾s, Harbor, 50 cans	3.35
¾s, Booth's, extra, in cartons, 50 cans	2.70
¾s, Continental, key, 48 cans	2.60
¾s, Bianchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.67½
¼s, Continental, key, 100 cans	3.37½
¼s, Le Baron, 100 cans	3.12½
¼s, Imperial, 100 cans	
Gold Label, ¼s, oil, 100 cans	6.25
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.20
" " with key, No. 2, 1 doz	2.25
Fairbank's, with key, No. 1, 2 doz	1.15
" with key, No. 2, 1 doz	2.15
" with key, No. 6, 1 doz	7.65
" with key, No. 14, ½ doz	16.50
Libby's, with key, No. 1, 2 doz	1.20
" with key, No. 2, 1 doz	2.20

Chipped Dried Beef.

No. 1, 2 doz	1.85
No. ½, 2 doz	1.05
Glass, No. ½, 2 doz	1.25
Glass, No. 1, 2 doz	2.25
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.72½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.55

—14—

Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.12½
Fairbank's, No. 2, 1 doz	2.15
Armour's, No. 1, 2 doz	1.22½
Armour's, No. 2, 1 doz	2.25
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.05
Kingan's, No. 2, 1 doz	2.05

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.50
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.40
Libby's, No. ½, 4 doz	.70

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.82½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—

	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1 50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3 25

Potted Meats.

Curtice Brothers, "Blue Label"—

	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2 25
Tongue	1.25	2 25
Chicken	1.95	3 00
Turkey	1 95	3.00

Soups.

Snider's Tomato Soup—			per doz.
3 lb. cans, 2 doz			2.35
2 lb. cans, 2 doz			1.35
1 lb. cans, 4 doz			.90
Gallons, cans, ½ doz			5.00
Schimmel's, assorted, 1 lb., 4 doz			.85
Campbell's:—			
No. 1 cans, 4 doz. to case, straight or assorted, all kinds except Tomato	per doz.		.87½
No. 1 cans, 4 doz. to case, assortment No. 1 containing 8 cans Tomato	"	"	.87½
No. 1 cans, 4 doz. to case, Tomato	"	"	.95
No. 8 cans, 24 to case, all kinds except Tomato	"	"	2.50
No. 8 cans, 24 to case, Tomato	"	"	2.65
Gallon cans, 6 to case, all kinds except Tomato	"	"	7.75
Gallon cans, 6 to case, Tomato	"	"	8.25

Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consommé	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONERY.

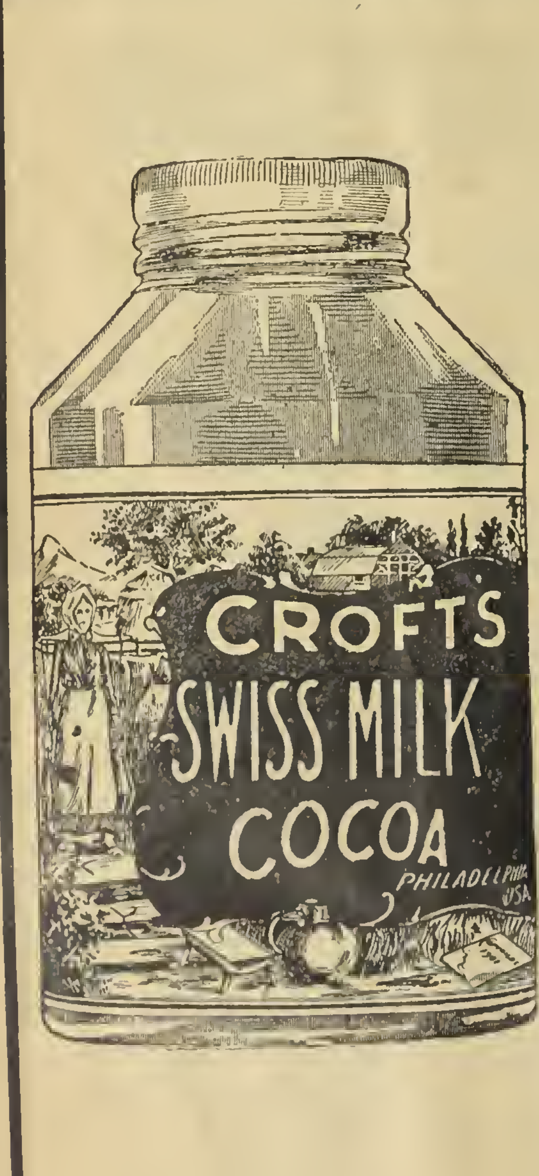
Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08¼
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09¼
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.09¾
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.10
I X L Assorted Chocolate	"	.11½
King B Assorted Chocolate	"	.12½
No. 1 Fine Assorted Chocolate	"	.15½
Nonpariel Drops	"	.10½
Chocolate Covered Caramels	"	.11
Dairy Chocolate Chips	25-lb. pails	.15½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.16½
Cream Cocoanut Balls	28-lb. pails	.09½
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.07½
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Losengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes,	30-lb. cases	.11½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, half-pints, 2 doz	1.20
" " pints, "	2.00
Waldorf, medium, 12 oz., screw top, 2 doz.	.87½
Snider's Catsup:—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—	Per Case
Small, 25 bottles in case	2.75
Medium, 25 bottles in case	4.25
Large, 12 bottles in case	3.25



WHERE *the* GLASS JAR COMES IN

The glass jar in which **Croft's Swiss Milk Cocoa**—and that only—is packed offers the entering wedge to a sale, because it is unusual.

No woman ever saw cocoa packed in glass before; the sight is novel; she asks about it, and if you help a little, she buys.

Bought once, **Croft's Swiss Milk Cocoa** will always be bought again, for it has a flavor which has never been successfully imitated. Our exclusive making process removes the bad, develops the good, and the result is the smoothest, most delicious drinking cocoa on the market.

Croft & Allen Co.
PHILADELPHIA, PENNA.

Do It Now!

Delays Are Dangerous!

Forgetting to CHARGE GOODS causes Merchants to Lose Thousands of Dollars Yearly.

The McCASKEY REGISTER SYSTEM absolutely Compels Clerks to Complete EVERY TRANSACTION at the time it is made.

CASH Sales—CREDIT Sales—C. O. D. Sales—PRODUCE or EXCHANGE Sales or CASH on ACCOUNT are all handled with but ONE WRITING and Completed Ready for SETTLEMENT at any Minute without making another figure.

CREDIT Sales handled as Fast as CASH Sales.

Complete Information regarding Every Detail of your Business.

It's SYSTEM. A 64-page Catalog FREE for the Asking.

THE McCASKEY REGISTER CO., 30 Rush St., Alliance, Ohio

New York Office: 140 West Forty-second St., G. M. Orton., Mgr.

New Jersey Office, 15 Clinton St., Newark.

C. T. Baxter, Dist. Mgr. for Maryland, Eastern Penna. and Delaware. Office at 406 Central Trust Bldg., Cor. Market and 4th Streets, Philadelphia, Pa.

J. D. Lasley, Dist. Mgr. for Virginia, North and South Carolina and District of Columbia. Office, Room 15 Central Nat'l Bank Bldg., Washington, D. C.

AGENCIES IN ALL PRINCIPAL CITIES

See our Exhibit at The Jamestown Exposition, Section 8, Manufacturers and Liberal Arts Building.

—17—

Campbell's Beefsteak Tomato Ketchup:—
½ pints, 24 bottles to case 1.10
Pints, 24 bottles to case 2.00

Campbell's Tomato Ketchup:—
Pint bottles, 24 to case, per doz 1.40
½-pint bottles, 24 to case, per doz .... .90

Campbell's Chili Sauce:—
Pints, 2 doz. to case 1.40
½ pints, 2 doz. to case .... .90
Asst. Condiments, 2 doz. to case, per doz... .90

CHOCOLATE AND COCOA.

Walter Baker & Co's:— Per lb.
Premium, 12 to 25 lbs .... .30
Caracas, sweet, 6 lbs .... .32
German, sweet, 6 to 12 lbs .... .22
Auto, sweet, 6 lbs .... .32
Cocoa, ¼-lb. cans, 12 lbs. in box .... .37
Cocoa, ½-lb. tins, 12 lbs .... .37

W. H. Baker s:—
Best Cocoa, ½-lb. size .... per lb. .36
" ⅕-lb. " .... " .38
Premium Chocolate, ½s, 12 lbs .... .30
" ¼s, 12 lbs .... .31
Best Sweet Chocolate, ¼s .... .21
Best Sweet Chocolate, 1-5s .... .21
Vanilla Sweet Chocolate, ⅙s .... .29

Hershey's—
Vanilla Sweet, ⅙s, 6 lb .... per box 1.55
Swiss Milk, ⅙s, 6 lb .... " 1.45

Cocoa, Epp's, ½-lb. tins, 7 lbs .... .42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin, .72
" " 6-lb. boxes, ½-lb. tins, per tin, .37½
" " 6-lb. boxes, ¼-lb. tins, per tin, .19
" Huyler's, ½s, 6 lb .... .43
" " ¼s, 6 lb .... .45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per doz.
¼-lb. round cans	.18½	2.21
½-lb. "	.29	3.48
1-lb. "	.57	6.84
1½-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—
Milk Chocolate, 6 to lb .... .45
Queen, 4 to lb .... .42
Sweet Vanilla, 4 to lb .... .28
" 8 to lb .... .28
Plain Cooking Chocolate, ½-lb. cakes .... .32

Blooker's Cocoa Powder—
¼-lb. tins, 2 doz. in box .... per doz. 1.88
½-lb. tins, 2 doz. in box .... " 3.50
1-lb. tins, 1 doz. in box .... " 6.50
5-lb. tins, 1 doz. in case .... per lb. .52
10-lb. bags, 1 doz. in case .... " .50

—18—

Wilbur's Cocoa—
Breakfast, ¼-lb. tins, 6-lb. boxes .... per lb. .37
" ½-lb. tins, 6-lb. boxes .... per lb. .36

Wilbur's Chocolate—
Premium, ½s, 12-lb .... per lb. .30
Sweet Clover, ⅙s, 6-lb .... per lb. .25

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ½s .... .36
Cocoa, labeled, ⅕s .... .38
Premium Chocolate, ½s .... .28
Premium Chocolate, ¼s .... .30

Ideal Chocolate and Cocoa Co.:—
Ideal Cocoa, ½-lb. size .... per lb. .40
" " ⅕-lb. " .... " .41
" Baking Chocolate, ½-lb size .... " .27
" " " ¼-lb. " .... " .29
" Milk Chocolate, 6-lb. box .... per box 1.65
" Vanilla, Sweet, 6-lb. " .... " 1.65

Lowney's:—
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages .... .33
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages .... .33
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages .... .33
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages .... .33
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages .... .28
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages .... .28
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages .... .28
Vanilla Sweet Chocolate, 50 5-cent packages in box .... per box 1.65
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins 41
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins .... .41
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins .... .40

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins .... .39
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins .... .39
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins .... .39
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins .... .38
Diamond Chocolate, sweet, ¼-lb. pkgs.
6-lb. boxes, 12 boxes in case .... per lb. .24
12 " " 6 " " .... " .24
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb. .30
6-lb. bxs., 12 bxs. in case, ¼ lb. tins " 32
½-lb. tins, 6-lb. bxs., 12 bxs. case " 30
Milk Chocolate, 50 5-cent packages in box, per box 1.65

Peter's Milk Chocolate:—
No. 61—½ lb. size, croquettes .... per lb. .48
No. 62—¼ lb. " " " .48
No. 63—½ lb. " flat packets .... " .48
No. 64—¼ lb. " " " " .48
No. 93—⅕ lb. " " " " .48
No. 66—⅛ lb. " " " " .50
No. 67—1/16 lb. " " " " .50
No. 68—1/20 lb. " " " " .50

Croft's Cocoa and Chocolate—
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes .... .40
Croft's Cocoa, ⅕s, 2 doz. in box 1.85
" " ¼s, 6 lb. " .... .37
" " ½s, 6 lb. " .... .35
" " 1s, 12 lb. " .... .32
" " 5 lb., 6 cans in box .... .30
" Swiss Milk Chocolate, 48 5-c. cakes.. 1.50
" " " 120 2-c. cakes.. 1.50
" Caracas, ¼-lb. cakes, 6 lb. in box... .30
" Superior Sweet, 6 lb. " ... .22
" Premium, ¼s, 12 lb. " ...
" " ½s, 12 lb. " ...

Hawley & Hoop's Breakfast Cocoa—
A No. 1, ½-lb. tins, 12 in box .... .34½
" ¼-lb. " 24 " .... .35½
Cocoa Shells, cleaned, bags .... per lb. .01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—
½-lb. decorated cans, 12-lb. boxes .... per lb. .30
½-lb. " " 24-lb. " .... " .29
Special 10-c. packages, 30 to box .... per box. 2.10

Blue Ribbon Breakfast Cocoa—
Decorated ½-lb. tins, 6-lb. boxes .... .36½
" ½-lb. " 12-lb. " .... .36

Bedford Cocoa—
Labeled ½-lb. cans, 6-lb. boxes .... .29½
" ½-lb. " 12-lb. " .... .29
" ⅕-lb. " 6-lb. " .... .31½
" ⅕-lb. " 12-lb. " .... .31

Vanilla Sweet Chocolate—
Blue Ribbon, ⅙s, 6-lb. boxes .... .26½
" ⅙s, 12-lb. " .... .26
Buster Brown, 5-c., 48 cakes .... per box, 1.35
" 3-c., 72 " .... " 1.40

—20—

Premium Chocolate—
½-lb. cakes, 12-lb. boxes .... .27½
½-lb. " 24-lb. " .... .27

Milk Chocolate—
40 3-cent cakes in box, 24 to half case .... .80
40 " " 48 to case .... .80
24 5-cent cakes in box, 24 to half case .... .78
24 " " 48 to case .... .78

CONDENSED MILK.

Eagle, 4 doz 6.25
Eagle, 2 doz 3.15
Challenge, 4 doz 3.85
Defiance, 4 doz 3.85
Dime, 4 doz 3.55
Winner, 4 doz 4.15
Baby, 1 doz., glass 2.00
Red Cross 4.15
Peninsular 4.10
Dr. Hand's, 2 doz 3.10
Leader 3.80
Banner, 4 doz 4.05
Star, 4 doz 4.15

Evaporated Milk—
Peerless, family size, 4 doz 3.40
Peerless, 5c. size, 4 doz ....
St. Charles, family size, 4 doz ....
St. Charles, hotel size, 2 doz ....
Silver Cow, 5c. size .... 6 doz.
Pet, 10-c. size, 4 doz .... per case 3.40
Pet, 5-c. size, 6 doz .... per case 2.75

HIRES CONDENSED MILK AND CREAM

Per case.

Hires Condensed Milk .. 5.60
Queen 4.00
Blue Ribbon 3.80
Premium 3.80
Silver 4.15
(Each of above brands 4 doz. in case.)

Gold Cream
Packed in cases of Forty-eight 20 oz. cans.
Less than five cases 4.00
Five cases or more 3.95
Twenty-five cases or more... 3.90
Fifty cases or more 3.85

Compare This Picture With Your Store

We can make your place look like this and we can afford to do it for less money than anybody else.

MILLER & ENGLAND
7012-14-16-18 Woodland Avenue
PHILADELPHIA, PA.

CASH REGISTERS
SECOND-HAND

You cannot afford to be without a Cash Register when you can purchase one for so little money.

Come in and let us show you our line. It costs you nothing to investigate.

CASH OR MONTHLY PAYMENTS

American Second-Hand Cash Register Exchange
901 Filbert St., Philadelphia, Pa.

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ½s	.26
" ¼s	.28
" ½s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10½
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Bijou Cookie	.07½	.08
Brown Edge Water		.09
Butter Toast	.07½	.08
Clover Mixed		.08
Cocoanut Ripple		.10
Cry Babies		.09
Fig Bars		.10
Fruit Cookies	.07½	.08
Fruit Gem	.08	.08
Ginger Snaps, XX	.06	.06½
Ginger Vedettes	.07	.07½

—22—

Graham Wafers		.10
Grandma Cookies	.07½	.08
Honey Jumbles, XX		.10
" " Iced		.10
Honey Kernel		.10
Iced Ginger Tablet		.08
Iced Penn Treaty		.07½
Iced Vedette Wafer	.07½	.08
Macaroon Cookie		.10
Man-in-the-Moon		.08
Matchless	.08	.08
Milk Lunch	.07	.07½
Oriental Cookie	.07½	.08
Quaker City Mixed	.07½	.08
Quiver Mixed	.07	.07½
Orange Cookies	.07½	.08
Peerless		.08
Soda Biscuit, XX	.06	.06½
" " No. 1	.07	.07½
Spiced Wafers	.07½	.08
Sunshine Cookie	.07½	.08
Suprema	.08	.08
Wavelets		.09

Package Goods—	Per doz.
Bonnie Water	.95
Butter Toast	.50
Cracker Meal	.84
Cresco Cookies	.95
Fairy Oyster	.50
Gingerettes	.95
Gold Medal Soda (10-cent size)	.95
" " (5-cent size)	.50
Graham Wafers	.95
Milk Lunch	.95
Ivinettes	.95
Butter Thins	.95

Freight paid on 100 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish. p. dz.	1.15

—23—

Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish. p. dz.	1.75
Wein Senf, in bbls. ...per gal.	
" 1 gallon stone jars ...per jar	.75
" 5 gallon kegs ...per keg	2.50
Prepared Mustard, in bbls. ...per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz.	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub.	.26
...loaf,	.26½
Sap Sago, 3 to a lb.......cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.35
Edam Cheese, 12 in case.....case, 9.50, single,	.85
" in tin...per lb.	.26
" 1-lb. tins...per case	3.25
Camembert, in wood boxes........per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatonr and Bier-Kase...per doz.	4.00
American Swiss, No. 1.......loaf cut	.20
" " Square loaves, No. 1, about 25 lbs. each...per lb.	
Limburger Cheese, No. 1.....box, .14; ½ box. 15; less	.17
Muenster Cheese...per lb.	.16
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.19½
Pineapple (Picnic size), 6 in box.........per box	
" (Gem size), 6 in box.......... "	
Royal Luncheon Cheese—	
Dinner size, 1 doz. in case............per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size.per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.30
" d'Isigny, " 6 in box... "	1.30
Wm. Tell brand, 12 in box "	1.10
Neufchatel (Cow brand), 25 in box.....per box	.95
Star Cream, or Phila., 12 " .... "	2.00
Miniature Cream, or Phila. 12 " .... "	1.00
Hand Cheese, 8 doz. "	1.25
" 4 " "	.65
" 4 " Thuringer "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.15
Schutzen Cheese, 12 in box "	.95
American Mountain Cheese (Alpen Kase), 50 1-lb. packages ...per lb.	.16

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight)........per lb.	.48
Wiener Wurstel, 16 in tin...per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) ..... "	.32
Imported Cervelat Sausage (Rolff's).....per lb.	.42
Imported Frankfurters...per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size...per doz.	3.00
American Holsteiner..by bbl. 11½ less, per lb.	.14
" Landjager, short...per lb.	.24
" " long... "	
" Mortadella, Dry...per lb.	.25
" Knackwurst, 25 in box, per box, $4.75...per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .21; less	.22
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .19½; less	.21
" Cervelat, Crescent, 50 and 100-lb. boxes, .16; less	.17
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .22½; less	.24
" Salami (E), 50 and 100-lb. boxes, .21; less	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .19; less	.20
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less	.18
" Tongue Sausage...per lb.	.18
" Smoked Brannschweiger Liver Sausage...per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz.	.90
" Petit Delicatess Frankfurters, with Sauer Kraut...per doz.	.90
" Lebanon Beef Bologna......per lb.	.15-.16
" Paprika Speck "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen...per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars. per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2.50
Calves' Head, in round tins...per doz.	1.65
Pickled Meats, in glass "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

Imported Delicacies Are Goods Every Grocer Isn't Posted On—I Am, and I'll Tell You Anything About Them You Want To Know

Olive Oil, Macaroni and Roman Cheese direct from Italy are my specialties. The Olive Oil and Roman Cheese I am headquarters for are the famous F. Bertolli's, Lucca, Italy.

The Macaroni is Francesco and Luigi Cirillo's, from Torre Annunziata, Italy.

These are the finest goods coming into this market, and enormous quantities of them are sold throughout this territory. If you want the best, get in touch with

Joseph Cuneo's Son
901-03-05 South Eighth Street
—— PHILADELPHIA, PENNA. ——

The GREAT Ramly

Is the one spelled R-A-M-L-Y, the finest Turkish cigarette ever made to sell for 10 cents. So good, other cigarettes are made to look like it, so they will sell on the Ramly's reputation.

If you want to give your customers an ideal smoke, sell them the Ramly. You won't have to tell them about it the second time—they'll *ask* for it.

Mentor Cigarette Company

404 Atlantic Avenue

Phila. Rep., ARTHUR HAGAN & Co.
151 North Third Street

BOSTON, MASS.

Remember—Hooton's Cocoa, Newark, N. J.

Order a box of your jobber, or if your jobber does not carry it in stock, send direct to

Hooton Cocoa & Chocolate Co.
351 North Fifth Street
NEWARK, N. J.

—25—

et Salad, in glass	per doz.	1.00
" in pint jars, glass	"	
" in quart jars, glass	"	
mb tongues, in glass	"	1.60

OLLAND AND SCOTLAND HERRINGS.

		Kegs or Pails.
olland Herring, mixed, "Y. M." ⅛ bbl.	5.50	60–75
" milkers, " ⅛ bbl.	6.50	75–85
" mixed, Standard, bbl. ⅛ bbl.		
olland Herring, milkers, Standard, bbl. ⅛ bbl.		
otland Herring, mixed, large fulls, bbl. ⅛ bbl. 8.00		
" milkers, large fulls, bbl. ⅛ bbl. 8.00		
rinirte Herring, Imported, abont 40 in pail.		1.25
oll Herring, Imported, about 25 in pail		1.00
iced Herring, Imported, about 40 in pail.		1.00
orway Stockfisb, dry	per lb.	15
atjes Herring	per pail	

BISMARCK HERRING.

nt size, round tins, with key	per tin	.20
uart " " "	"	.35
Qt. " " "	"	.55
Qt. " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

oll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
at-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
nglisb Sprats, 36 buncbes per box	
uger's Roll- and Brat-Haring, oval tins, per doz	2.50

RUSSIAN SARDINES.

nported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.05
nt Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
ussian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

riginal Package	per ⅛ bbl.	5.50
epacked in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" in 5-gal. kegs	per keg	2.75
" in ⅛-lb. flat tins	per doz.	.95
" in ⅛-lb. tall tins	"	1.50
" in 1-lb. tall tins	"	2.00
ancy Kegs—1/1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg		.20

SALT SARDELLEN.

riginal Package, 1902	per anker	16.00
epacked—kegs, about 8 lbs	per keg	2.75
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz	16.00	½ kilo Cans, per dz.	16.00
½ " "	8.50	¼ " "	8.50
¼ " "	4.25	⅛ " "	4.25
⅛ " "	2.25	1/16 " "	2.25

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—abont 2000	per cask	
50 " bbl.— " 1200	per bbl.	9.00
15 " keg— " 500	per 100	
10 " keg— " 300	"	.85
5 " keg— " 150	"	
10 lb. pail— " 50	"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	3.20
5 " "	"	1.15
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitzkngeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg.	per bundle	.30
Basler Lebkucben, No. 1, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-cbow, 5 gal. keg 2.50, 10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		
Green Kern	per lb.	.09½
Potato Flour	"	.07
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.80
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

COTTOLENE.

30 2-lb. tins	per case	6.50
15 4-lb. "	"	6.50
6 10-lb. "	"	6.50

Freight prepaid on two-case lots.

—27—

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.20
Western	.19

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.14
New York, Full Cream, new, 1st's, 40-lb. bxs.	.13
Picnic, Full Cream, new, fancy, 20-lb. bxs	.14

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.	.27
Anchovies, in oil, ½ bottles	4.50
" " ¼ "	3.25
Ancbovy Paste, fancy, per doz.	4.75
" plain, per doz.	3.75
Bouillon, Burnham, pints, 2 doz. in case	3.75
" " ½ pints, 2 doz. in case	2.00
Capers, Nonpariel, ½ gallon kegs	1.25
" " Quart, glass, per doz.	6.75
" " bottled, ½ size, per doz.	2.25
" " " ¼ " "	1.85
" " " ⅛ " "	1.10
Canton Ginger, large pots, cases 6 jars, per case	4.50
" med. " " 12 " "	5.00
" small " " 24 " "	4.50
Cberries in Maraschino, in glass, 1-doz. case	8.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" " 3 lb., 2 dz. case "	2.20
Currie Powder, pints, per doz	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ⅛'s	2.40
" ¼'s	4.50
" ½'s	8.00
" 1's	16.00
Frencb Peas, Extra Fins, per case	19.00
" Fins, per case	16.00
" Moyen's, per case	13.00
Kippered Herring, 6 doz. in case, per doz.	1.60
Hill's Irisb Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	.29
" " Breakfast Biscuits, per lb. (Packed 7 lbs. and 5 lbs. in a can.)	.32
Red Pepper, Ring, pints, per doz	1.25
" " ½ pints, per doz	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz	6.50
" " " 2 oz., "	3.55
Armour's Beef Extract, 2 oz., "	4.45
" " " 4 oz., "	8.20
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz., per doz.	4.00
" " " 8 oz., "	7.25
" " " 16 oz., "	13.50
Theodore Marquet Mushrooms:—	
First Choice	
Cboice, 100 tins per case	
Extra, " "	
Hotel, " "	22.00

—28—

Truffles, 1/16, per tin,	.28
" ⅛ "	.50
" ¼ "	1.00
" ½ "	2.10
Shrimps, Pickled, small size	1.00
Dunbar's Sbrimps, 2 doz., per doz	2.25
" Figs in Cordial, 1 doz., per doz.	5.00
Bishop's Figs in Cordial, 1 doz., per doz	6.50
Crystallized Ginger, 1-lb. tins, per doz	4.00
" " ½-lb. " "	2.25
Rose's Lime Juice, per doz	3.60
Victor Rose Water, per doz	2.25
" Peach Water, per doz	2.25
Pitted Olives, per doz	5.25

FLOUR.

	Per Bbl.
Gold Medal	5.95
Ceresota	5.95
Pillsbury's	5.90
Taylor's Fancy	5.20
Pride of the West	4.90
Sunbeam	4.80
Quaker City	5.50

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages	
Franklin Pancake, 30 2s	3.55
Uncle Jerry's Pancake, 40 packages	
Hecker's Buckwheat, 16 3s	
" " 64 1½s	
" Flapjack Flour, 24 2s	
Log Cabin Pan Cake Flour, 36 2s	3.25
Ralston's Purina Pancake Flour, 36 2s	3.00

HONEY.

Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz	per doz.	.95
Selser's, medium bottles, 2 doz	per doz.	1.35
Schimmel's, 12- oz. bottles, 2 doz. in case		1.35
" 6- oz. " " "		.90

How Jim Got His Piano Free

Is one of the most interesting stories ever told to grocers. If you will write to us we will tell you about it and at the same time show you how *you* can get a piano free.

We have made arrangements to spend a large proportion of our advertising appropriation this year to pay grocers for any extra effort on their part to increase the sale of Shredded Codfish, Acme Sliced Beef, Star Boneless Herring, Acme Sliced Bacon, Washed Figs and Peanut Butter. You won't find it difficult to increase your sales on these goods, Mr. Grocer, for there is scarcely a consumer in the land who doesn't know what they are and how unmatchable they are from point of quality.

J. W. BEARDSLEY'S SONS
474-478 Greenwich Street - New York

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

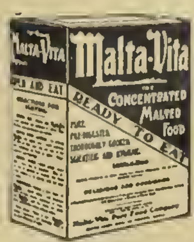
—29—

FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, 100 lbs	1.75
" yellow, granulated, 100 lbs	1.75
" " table, 100 lbs	1.70
Western yellow, 100 lbs	1.45
Quaker, 36 packages	2.65
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.10
Beans—	
California Lima, new ... per lb.	.06¼
Marrows, Fancy N. Y. State, grain bags ... bush.	2.12½
Marrows, New, Extra Choice, N. Y. State, grain bags ... bush.	2.10
Medium, Fancy N. Y. State, grain bags, bu.	1.85
Pea, fancy, N. Y. State, grain bags, bushel	1.87½
Pea, fancy, Michigan, grain bags ... bushel	1.80
Red Kidneys ... "	2.37½
Peas—	
Green ... per bushel	2.05
Scotch ... "	2.25
Split, yellow ... "	2.00
" green ... "	2.65
Lentils—	
110-lb. bags ... per lb.	.08¾
Less quantity ... "	.09¼
Shaker Corn—	
Fancy, barrels ... per lb.	.03⅝
Less quantity ... "	.03⅞
Hominy—	
Lea's Breakfast, 10 pkgs ... case	1.45
Lea's Pearl, 100 lbs ... per bag	1.90
Schumacher's Breakfast, 10 pkgs. to case	1.25
Barley—	
OO	.05½
No. 3, 100-lb. bags	2.95
Noodles, Climax, 24 10c. pkgs., case	1.05
" " 48 5c. pkgs., case	2.15
" " asstd., 24 5c., 12 10c. case	1.10
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Oatmeal, B, per bbl	6.10
" " kegs 100 lbs., per keg	3.20
Oaten Goods, in cases—	Per case
Avena, 36 packages	2.85
Banner Oats, 20 packages	3.85
Friends' Oats, 36 packages	3.00
Mother's, 36 packages	3.15
Pawnee, 36 packages	2.65
Quaker, 18 10c. size	1.50
H-O, 24 2's	3.00
Rolled Oats—	
Avena, per bbl., 180 lbs	5.60
Avena, per keg, 90 lbs	2.95
Standard, 180-lb. bbls	5.35
" 90-lb. bags	2.55

—30—

Sago—	
Fine, bags about 160 lbs	.05¾
50-lb. lots	.06¼
Admiral, Pearl, 24's	.07¾
Tapioca, Instantaneous, 50 1's	.08
" Colburn's Hasty, 24 1-lb. pkgs	.07½
" Minute, ¼-gross, per gross	11.00
" Flake, about 125 lbs ... per lb.	.06
" " less quantity ... "	.06¼
" Pearl, 150 lbs ... "	.07⅜
" " less quantity ... "	.08¼
Ralston Hominy Grits, 36 2-lb. pkgs ... case	2.70
Purina Cream Graham ... per bbl.	5.00
Ralston Barley Food, 24 2's ... per case,	3.15
Purina Health Flour, 20 5's, Cartons "	3.60
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour	5.00
Packed in 12's, 24's and 48's.	
No. 1, assorted case containing 15 2-lb. packages Wheatlet and 10 5-lb. packages Franklin Flour	4.00



MALTA-VITA, 36 packages ... 2.85

Egg-O-See, 36 packages	2.85
Egg-O-See Corn Flakes, 36 packages	2.85
Cook's Malto Rice, 36 2-lb. packages	4.25
Force Food, 36 packages	4.25
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.75
Flaked Rice, Cook's, 24 packages	2.75
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.40
Pettijohn's Food, 24 packages	2.35
Quaker Puffed Rice, 36 packages	2.80
Quaker Wheat Berries, 36 packages	2.85
Vigor, 36 packages	2.65
Ralston Kornkins, 18 25-lb. sacks ... per bale	3.75
" Health Crisps, 36 10c. packages	2.80
Ralston's Breakfast Food, 36 2-lb. pkgs. pr. case	4.50
Ralston Health Food, 24 2s ... per case	
Triscuit, 30 packages	2.50
Toasted Corn Flakes, 36 packages	2.85
Zest, 36 packages, 10 cent size	2.25
Zest, 36 packages, 15 cent size	2.75
Zest, 20 packages, 25 cent size	3.50

—31—

HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs	4.75
Cases, 3 doz. pkgs.	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling ... per doz	1.07½
" Acidulated ... "	1.07½
Cox's, large ... "	1.57½
" small ... "	.95
Plymouth Rock, Pink or White ... "	1.20
Nelson's ... per doz.	1.35
" small ... "	.95
Bromangelon, assorted 3 doz ... "	.87½
Fruit Pudding, 2 doz., asst. flavors ... "	.80
Jell-O, assorted flavors, 2 doz ... "	.87½
Jell-O Ice Cream Powder, 2 doz ... "	.97½
Chalmer's ... "	.90
Peter Cooper	.90
Tryphosa ... per doz.	.92½
Imperial Wine Jelly ... per doz.	.95
" " ... per gross	11.00
Gelatine, McKinley's ... per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs ... per case	2.70
Kusto, 60 5-cent packs ... per case	2.00
Puddine, assorted, 2 doz ... per case	1.60
D-Zerta Jelly, assorted, 2 doz ... per doz.	.90

—32—

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05½
" Elbows, " "	.05½
" Marcaroni, long, "	.05½
" " square "	.06¼
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05¼
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.91
Spice Drops, in baskets, 20 lbs	1.64
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle ... per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2 ... per doz.	9.00
" " " 3 ... "	6.50
" " " 4 ... "	4.50

As Received.

When Filled.

Closed.
Ready for Delivery.

A Year's Broken Eggs

If you pack your eggs for delivery in the old-fashioned way, without precautions, you'll be surprised if you keep count, how many you break in a year.

Not a single egg need be broken from one year's end to another if you will pack them in **Safety Ark Egg Carriers.** Many wholesale egg dealers are packing eggs in these carriers to ship to their own trade. If yours doesn't, buy the carriers yourself—they cost only a trifle. They hold a dozen, or half a dozen each—whichever you like—and they not only prevent breakage, but they advertise you as a merchant who believes in doing things right.

CENTRAL EGG CARRIER CO.
Manufacturers
McGRAW, NEW YORK

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY

Boost Your Own Business

BUY your Coffee, Tea, Baking Powder, Spices, etc., in BULK. We will supply you with the finest cartons ever made at a moderate cost, and label them to your liking—pack your goods in them and every pound you sell you will be boosting YOUR business instead of somebody else's. Shall we send you a sample carton?

PAPER CANISTER MFG. CO.
221-23 North 23d Street. *Philadelphia, Pa.*

—33—

Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1½ to 2 in	1.60
Can Openers, "Never Slip" ...per doz.	.90
Hopper's Can Opener ...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4 ...per doz.	9.00
" 5 "	12.00
" 6 "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3 "	2.60
" 4 "	3.00
" 5 "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.

We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**

Dime cartons, 2 doz. in case ...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins, 2 doz. in case "	2 00
Dime Tumblers, 2 doz. in case "	.90

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...					
Ex. Norway, No. 3...	27.00	14.00	7.15	1.60	1.33
Ex. Norway, No. 4...					
Ex. Bloaters, xxx	36.00	18.50	9.40	2.05	1.69
Ex. Shore, No. 1	26.00	13 50	0.90	1 55	1.29
Shore, No. 1	23.00	12.00	6.15	1.40	1.17
Large, No. 1	22.00	11.50	5 90	1.35	1.13
Large Irish, No. 2	19.00	10.00	5 15	1.20	1.01
Extra Irish, No. 2	18.00	9 50	4 90	1.15	.97
Medium Irish, No. 2..	17.00	9.00	4 65	1.10	.93
Small Irish, No. 3	16.00	8.50	4.40	1.05	.89
Irish, No. 3					
Large, No. 3	16.00	8.50	4 40	1 05	.89
Herring.					
Lab. Split, Lg. No. 1.	7 50	4.25			
Lab. Split, Lg. No. 2.	6.50	3.75			
Shore, Round, Large.	6.00	3.50			
Shore, Round, Med...					
Ocean Whitefish	6.00	3 50			
Salmon, Halifax					
Shad, No. 1, Mess	14.00	7.50	3 90	.95	.81
Shad, No. 2, Mess					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.07½
Our Choice, Haddock, 40 lbs	.07
Gilt Edge, Hake, 40 lbs	

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

—35—

LOOSE CODFISH.

Extra Large Georges Cod	.08
Large Bank	.07½
Medium Bank	.07
Pollock	
Hake	

In original cases, 450 lbs., ½c. less

SMOKED FISH.

New Extra Scaled Herring ...per box	.15
Small Extra Scaled Herring ...per box	.15
Boneless Herring, fancy 10 lb. boxes, per lb	.13
Smoked Salmon, whole fish ...per lb.	.25
New Cromarty Bloaters, 50s ...per box	
" " 100s "	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Extra fancy, 25 lbs.	.09¾
Fancy N. Y. State, 48 1 lb	.09½
Fancy N. Y. State, 50-lb boxes	.08½
Apricots—	
Fancy Moorparks, 25 lbs	
Extra choice Royals, 25 lbs.	.19
Choice Royals, 50 lbs	17½
Cherries—	
California, Royal Ann, unpitted, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.09⅝
Gold Medal, loose, 25 lbs	.08⅜
Admiral, 40 1-lb. packs	.09½
Private Growth, extra, cleaned, 36 lbs	.08¾
" cleaned, 30 lbs. bulk	.08½
Nectarines—	
White, 25 lbs ...per lb.	
Peaches—	
Fancy yellows, 25 lbs	.13½
Extra choice Muir's, 50 lbs	
Fancy Muirs, 25 lbs.	
Pears—	
Fancy California, Bartlett, 25 lb	

—36—

PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs				
30– 40, 25 "	.10½	.10		
40– 50, 25 "	.09	.08¾		
40– 50, 50 "				
50– 60, 25 "	.07¾	.07½		
50– 60, 50 "				
60– 70, 25 "	07	.06¾		
60– 70, 50 "				
70– 80, 25 "				
70– 80, 50 "	.06	.05¾		
80– 90, 50 "	.05½			
90–100, 25 "	.05			
90–100, 50 "	.04¾			
100–120, 50 "	.04	.03⅞		

Raisins—	
Muscatels, 4 crown, 50 lb	
" 3 " 50 lb	.10
" 2 " 50 lb	.09
Cal. Thompson Seedless, 50 lbs	10
Cal. Cleaned Sultanas, 50 lbs	.10
Cal. Sultanas, 50 lbs	09½
Seedless Muscatels, 50 lbs	.09½
Raisins, Seeded—	
Admiral, fancy, 40 1s	.12½
Butterfly, extra fancy, 36 1s	.12¾
Citron, 10 lbs	.17½
" 25 lbs	
Lemon Peel, 10 lbs	12
" 25 lbs	
Orange Peel, 10 lb	12
" 25 lb	

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case ...per case	2.30
Case No. 5, 1 doz. 25-cent size " "	2.05
Case No. 6, 2 doz. 15-cent size " "	2.47½
2 doz. 15-cent size, 1 lb ...per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case ...per doz.	2.15
24-12 oz. package, packed 2 oz. in case " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2 40

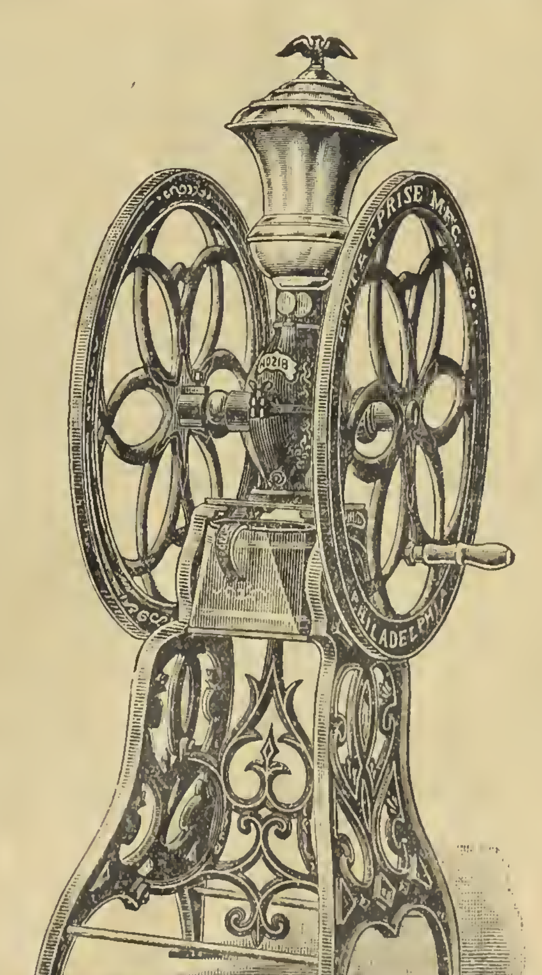
HORSERADISH.

Tumblers, 10-c. size, 2 doz ...per doz.	
Tumblers, 5-c. size, 4 doz "	
Tumblers, 10-c., Lord's Prayer, 2 doz. "	

MARKED "ENTERPRISE"

Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.



IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

—37—

INK.

Arnold'z, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.84	4.60	5.30
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luzter Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		4½ doz.	3.38

		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" " dec., 107,	"	.90	1.00

	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz.	.52½
Chloride, sifting, 25 lb. boxes, 1 lb	per lb.	.05¼
" " 25 lb. boxes, ½ lb	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.60
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.95
" 4 doz	"	3.85
Popular, 4 doz	"	1.45

MATCHES.

			Per gro.
Swift & Courtney's, 200's, 1-gross case			1.75–1.90
"	400's, 1	"	3.50–3.70
"	500's, 1	"	3.75–4.00
Blue Hen,	200's, 1	"	1.50–1.60
"	500's, 1	"	4.00–4.25

—38—

	Per Grozs.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.92½
" 500's	3.95
Vulcan Safety, 65s, No. 1	.55
" 65s, No. 2	.50
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50–3.75
Searchlight, 500's	4.25–4.50
Press, 200's	1.80–1.90
" 500's	4.50–4.75
America, 200's	1.30–1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue head, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5.00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1.00
Blue Ribbon, 165s, 1 gross to case	1.05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls.	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kans, 6 to crate	per doz.	9.80
" 5-lb. " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25

—39—

National, 30-lb. Kits, bbls., ½ bbls	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.40
No. 3, glass jars	per case 6 jars	3.10
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.65
No. 10, wooden pails	per box 6 pails	6.25
Celebrated—Seedless.		
Barrels, Halves, Quarters and kits	per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs	"	.09
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters and kits	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs	"	.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150test	"	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Per Doz.
Theodore Marquet, Mammoth, 64 oz	15.50
" Extra, 64 oz	13.50
" Mammoth, quarts	7.25
" Extra, quarts	6.75
" Extra, pints	4.50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz	2.40
Farcies	3.75
Queen, 6 oz	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

—40—

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.90
" " pts., 2 doz	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz	8.75
" Finest Sublime, qts., 1 doz	6.50
" " pts., 2 doz	7.50
" " ½-pts., 2 doz	4.75
" " 8-oz. flasks, 2½ doz	7.50
" " 12-oz. flasks, 2½ doz	9.00
" Sublime, 8-oz. flasks, 2½ doz	6.50
" " 12-oz. " 2½ doz	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gal.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

Jas. Hill & Sons Co.		
Quarts, Cal. style, 1 doz. in case	per case,	8.50
Pints, " 2 " "	"	9.00
½ Pints. " 2 " "	"	4.75
Oliver's Olive Oil—		
1 dozen quarts		6.00
2 dozen pints		6.75
2 dozen half-pints		4.25
6 1-gallon tins	per gal.	2.00

Special prices for quantities, on application.

AMERICAN OIL.

Lubon's No. 8, 2 doz.	per doz.	.48
Lubon's, No. 16, 2 doz.	per doz.	.90
Lubon's No. 32, 1 doz	per doz.	1.75
Table Oil, No. 16, fancy bottles, 2 doz., per doz.		.95

—41—

PAPER.
WRAPPING.

Straw, Milo, 7 lb., 15 x 20	per ream	.24
Manila, 15 x 20, full	"	.36
" 24 x 36, full, 20 lbs.	"	.70
" 18 x 24, full, 10 lbs.	"	.37½
" Special, 15 x 20, 6 lbs.	"	.18½
Manilla, Bakers', 15 x 20, 10 reams in hundle	per ream	.11
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03
Roll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide	"	.03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03⅛
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03½
White Tea Paper, 12 x 16, reg.	per package	.14
" " 15 x 20, reg.	"	.19
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼......	.48	.29		.31	.35	.45
½......	.53	35		.37	.43	.55
1......	.71	.45	.78	.49	.55	.73
2......	.89	.53	.97	.61	.71	.93
3......	1.09	65	1.25	75	.89	1.15
4......	1.25	.77	1.39	87	1.05	1.33
5......	1.45	91		1.07	1.21	1.55
6......	1.73	1 03	1 95	1.23	1.41	1.81
8......	2 09	1.19	2.29	1.49	1.68	2.19
10......	2.27	1 37	2.55	1 65	1.83	2.41
12......	2.69	......	3.11	......	......	2.89
14......	3.37	......	3.97	......	......	3.75
16......	3 87	......	4.41	......	......	4.01
20......	4 39	......	4.79	......	......	4.55
25......	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	3.75
25-lb. " "	"	5.75
50-lb. " "	"	10.75

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25
Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10

—42—

Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs.	.18½
Loose, barrels, 30 lbs.	.18

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz.	.90
Medium, 2 doz.	1.45
Large, 1 doz.	2.75
Peanutene, No. 2 jars, 2 doz.	1.85
Peanutene, No. 4 jars, 3 doz.	.92½

PICKLES.

Barrels, 45 gal., 1200s	9.00
10-gallon kegs, pine, 600s, full count	2.75
10-gallon kegs, 300s	2.50
Sweet Pickles, 500s to 600s, 5 gal......per keg,	2.65
Sweet Pickles, 700s, 5 gal. "	3.00
Sweet Pickles, 1,000s, 5 gal. "	3.65
Sweet Pickles, 2,000s, 5 gal. "	4.50
Chow-Chow, No. 1, 5 gal. kegs	1.95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00
Williams Bros.—	Per Doz.
English Spiced Pickles, 8 oz., octagon (any assortment except onions	.85
English Spiced Onions, 8 oz., octagon	.90
English Spiced Pickles, 10 oz., octagon	.90
English Spiced Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart	3.00
Sweet Gherkins or Sweet Mixed, 32 oz., octagon	3.10
Highland Brand Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart	2.35
Sweet Gherkins or Sweet Mixed, 32 oz., octagon	2.35

Crosse & Blackwell's:—

Chow-Chow, Gherkins, Mixed Pickles, Cauliflowers, Piccalilli, Walnuts, Onions	Octagonal Style. Qts. Casks. 4 doz.	Pts. Casks. 5 doz.	Pts. Casks. 4 doz.	½-Pts. Casks. 6 doz.
	5.75	3.25	3.50	2.10
Smaller Quantities.	5.90	3.35	3.60	2.25

Chow-Chow, quarts, stone	5.50

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

—43—

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls.	.16
" " " 40 grain, bbls.	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.14
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's......per doz.	2.00

PROVISIONS.

Hams, Skinback, 18-20 lbs.	.15
" 14-16 lbs.	.13¼
" 10-12 lbs.	.13½
Picnics, 6-8 lbs.	.09¾
N. Y. Shoulders, 10-12 lbs.	.10
Dried Beef, sets (city smoked)	.13
" Tenders and Knucks	.15
" Flats	.11
" Air Dried, sets	.18
" " Tenders and Knucks	.20
Jersey Pork, Butt......per bbl.	18.50
" Family...... "	19 50
Breakfast Bacon, rib in	.14
" honeless	.15
S. P. Bellies, 14-15 lbs.	.11½
Bologna, 25-lb. hoxes	.07
Boiled Boneless Ham	.22
Beef Tongues, smoked, 5-6 lbs......per doz.	10.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—	
Superior Honey-cured Hams, skinback	.16½
" " " large	.15½
" " " medium	.15½
" " " small	.15½
" " Breakfast Bacon	.15
" " " honeless	.17
Beef, air-dried, regular sets	.18
" " insides and knuckles	.20
Ham Bologna	.11
Beef "	.11
Boiled Hams	.25
Beef Tongues......per doz.	11.00-12.00
Swift & Co.—	
Premium brand Hams, 10 lb.	.15¼
Premium brand Hams, 12 lb.	.15
Premium brand Hams, 14 lb.	.14½

—44—

Premium brand Hams, 16 lb.	.14½
Premium brand Hams, 18 lb.	.15
Premium brand skinned Hams, 18-20 lb.	.15¾
Premium brand boiled Hams, skinned, fatless	.25
Premium brand Bacon	.20
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut	.17
Winchester brand skinned Hams, all aver.	.15
Winchester brand Picnics	.10

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, abont 340 lbs.	10	9⅛
Plain Tubs, 50 and 60 lb. cans	10	9¼
10-lb. Tin Pails, 60 lbs.	11	9⅞
5 " "	11⅛	10
3 " "	11¼	10⅛

John Bower & Co.—	
Pure Kettle Rendered, tierces	.10¼
" " tubs	.11½
" " 3, 5 and 10-lb. cans,	.12½
Swift & Co.—	
Premium brand, tierces	.10¾
Silver Leaf brand, tierces	.09¾
Jewel, compound, tierces	.09⅛
Cotosuet tierces	.09⅜

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native	.09½-.10½
Common to fair, native	.08 -.09
Western Dressed Beef—	
Choice, native cattle	-.09½
Common to fair "	.08 -.09
City Dressed Veal—	
Prime	-.12
Good to choice	-.11
Dressed Hogs—	
Pigs	-.09½
Hogs, heavy	-.09½
" 180 lbs.	-.09½
" 160 lbs.	-.09½
" 140 lbs.	-.09½
Dressed Sheep and Lambs—	
Lamb, Western, good	.13
Lamb, Western, culls	.10
Sheep, choice	.09½
" medium	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues		.90-1.00
Cow Tongues		.75-1.00
Calf Heads, scalded		.50-.75
Sweethreads, veal	per pair	.60-.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20-.25

Grocer's Refrigerator

Every Grocer intends to own a

McCRAY REFRIGERATOR

some time. That time should be NOW. Another year without a McCRAY REFRIGERATOR meaus you are allowiug a useless waste of ice aud loss of goods to go ou, thus cutting dowu your profits.

Did you ever consider how many customers you may be losing by selling them butter that they think "Don't taste just right?"

A McCRAY REFRIGERATOR keeps butter and milk sweet and pure. They are perfect refrigerators aud will, in a short time, repay their cost through saving of butter aud other provisions, and of ice. They are sold eutirely ou their merits.

McCRAY REFRIGERATORS ARE GUARANTEED

We also build coolers for Meat Markets, Hotels, Restaurants, etc.—in fact for any purpose.

We can here give you but a faint idea of the McCRAY REFRIGERATORS. Let us send you our catalog No. 64, showiug our large line of grocers' boxes from which you can make a selection.

WRITE FOR OUR CATALOGS: No. 64 for Grocers, No. 57 for Meat Markets, No. 46 for Hotels, Restaurants, Public Institutions, etc., No. 81 for Residences.

McCRAY REFRIGERATOR CO., 602 Mill St., Kendallville, Ind.
PHILADELPHIA OFFICE, 206 South Eleventh Street
(ALSO BRANCHES IN MANY OTHER LARGE CITIES)

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia

CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc. HAMS Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
SUPERIOR AND FAIRMOUNT MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

—45—

Beef Kidneys	per doz.	1.00
Beef Livers		.05
Ox Tails	per doz.	.50-.05
Hearts, beef	per lb.	.03-.05
Rolls, beef		13
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.11
" " western		.11

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H	.14 -.15
" Y. T	.14 -.15
Old hens and toms	.14 -.15
Common to Good	.10 -.12
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.30 -.34
Philadelphia, fresh killed, 3½ to 4 lbs. to pair	.32 -.34
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.32 -.34
Western, 4 to 4½ lbs. to pair, fancy	.25 - 27
" 3 to 3½ lbs. to pair, fancy	.22 - 24
" fair to good	.10 -.20
Fowls—	
Western, fancy	.15½-.16
Heavy Roasters, 4 to 5 lbs	.20 -.22
Fair to good	-.18
Old cocks	.10 -.11
Western capons, fancy, frozen	.19 - 20
" " small, frozen	.16 -.19
Squabs—	Per doz.
Prime, large, ancy	3.50
Mixed	2.00-3.00
Dark	1.25-1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.22 -.24
Large Springers	24 - 25
Fowls	.16 - 16½
Roosters	-.11
Ducks	.12 -.14

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4 00
2-lb. " ½ "	"	3.75
3-lb " ½ "	"	5.40
5-lb. " ½ "	"	8.70

SAUER KRAUT.

Extra Quality Long cut, 50-gal. tierces	
Extra Quality Long Cut, 15 gals., kegs	3.00
Compass, No. 3, cans, 2 doz	.82½

—46—

PLUM PUDDING.

Richardson & Robins:—		
Individual Size, 2 doz. in case, ½ lb.	per doz.	1.00
No. 1, round conical, with key, 1 doz.	"	2.35
No 2, " " 1 "	"	4.25
No 3, " " ½ "	"	6.50
No. 4, " " ½ "	"	8.50
P. P. Sauce, 2 doz., No. 1	"	1.50

Atmore's Genuine English Plum Pudding—Seedless:—

Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ½ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz.
Assorted, No. 2, stone crocks	1.12½
Assorted, No. 32, jars	.90
Assorted, No. 5, toy pails	2.25
American, pure apple, tumblers, assorted slices	.87½
American, assorted, uncolored, No. 10, tumblers	.87½
Schimmel's, assorted, No. 10, tumblers	.77½
National, assorted, No. 10, tumblers	.67½
National, assorted, No. 6, tumblers	.45
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.11
National, 30-lb. pails	.07¼
Southwark, 30-lb. pails	.05¼
Vineyard, 30-lb. pails	.05⅜
Southwark, 5-lb. toy pails, ½ doz	3.60
Fruit Butters—	Per doz.
Apple, No. 2, stone crocks	1.12½
Apple, No. 32, jars	.90
Apple, Southwark, No. 3, tins	.95
Apple, No. 5, toy pails	2.75
Apple, 30-lb. pails ... per pail	.88
Apple, 20-lb. crocks ... per lb.	.06⅞
Apple, Schimmel's, 30-lb. pails ... per lb.	.05½
Peach, Plum, National, 30-lb. pails ... per lb.	.06¼
Prune, 30-lb. pails ... per lb.	.06¾
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.10
Vineyard, assorted, No. 16, jars	.83
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.65
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

—47—

	Per Doz
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, "	4.60
Raspberries, "	4.60
Apricots, " peeled	4.85
Pineapple, "	4.60

DRUGS.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb.	per ca.	2.40
" " " ½-lb., "	"	2 60
" " " ¼-lb., "	"	2 80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.09
" Lump, bulk	"	.09
Butter Color, W. & R.	per doz.	2.00
Bluestone, bulk	per lb.	.09
Copperas	per lb	01¾
Camphor, gum, 1-oz. blocks	"	1 40
" Flakes, bbls	"	.02¼
" " less quantity	"	.02¾
" Tar Balls, bbls., 250 lbs.	"	.02½
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Chill Tonic	per doz	3.60
Epsom Salts	per lb.	.01½
" Bee Brand, ¼-lb. carton,	per doz.	.30
" " ½-lb. "	"	.40

—48—

Glauber Salts	per lb.	.01¾
Glue	"	.11
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.55
Haarlem Oil	per doz.	.35
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.27
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.24
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10.c. "	"	.75
Paris Green, 100-125-lb. kegs	per lb.	28½
" ½-lb. packages	"	.32
" ½-lb. "	"	.31
" 1-lb. "	"	.30
Jamaica Ginger, Hires', flasks	per doz.	.90
Sewing Machine Oil, 3 oz	"	35
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.05¾
" granulated, kegs, " 100 "	"	05¾
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2.45
" 100-lb. bags		2.25
" less quantity		.03½
Squills, Syrup, 1 oz	per doz.	.34
Syrup of Figs	per doz.	2.00
Venetian Red	per lb.	.02½
Whiting	"	.02

		1 oz.	2 oz.
Glycerine	per doz.	.37	.65
Laudanum	"	.45	.85
Paregoric	"	.35	.65
Peppermint	per doz.	.40	.58
Sweet Spirits Nitre	"	.40	.70
Sweet Oil	per doz.	.30	.40
Turpentine	"	.36	.45

Husband's Magnesia	per doz.	2.85
Bull's Cough Syrup	"	1.90
Roach Powder, Omega, 4-oz. cans		.80
" "	per gross	9.00

	Per Doz.	Per Gross
Roachsault, large	4.00	45.00
" medium	2.00	22.50
" small	.80	9.00

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.40

	Per doz
McCormick & Co., Bee Brand—	
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES
and the
"STAR" COFFEE MILLS
Electric Coffee Mills

For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also SHERER COUNTERS. WRITE FOR CATALOGUE.

MORGAN & CORNELL = 211 DUANE ST. NEW YORK

—49—

Reliable Brand—	10c. size.	25c. size.
Castoria, Dr. Pitcher		2.00
Castor Oil, tasteless	.80	2.00
Death-to-Pain	.80	2.00
Diarrhœa Cure	.80	2.00
Vermifuge	.80	2.00
Cough Cure	.80	2.00

W. F. Young's Veterinary Remedies, wholesale prices—	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Tarolenm, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's ...por doz.	4.25
Bath Brick, box 25 bricks ...per box	.60
Sealing Wax ... "	.03
Silver Sand ...per bbl.	1.25
Tar, pints ...per doz.	.75
" quarts ... "	1.00
" gallons ...each	.30
" ½ barrels ... "	3.50
" barrels ... "	6.00
McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums ...per case	3.75
U. S, Nerve and Bone Liniment, 25c. size...	2.00
McCord's Magic Medicine, 25c. size...	2.00
50c. size...	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
50c. size	4.00
McCormick's Watermelon Syrup, 50c. size..	4.00
Wondercure Headache Powders, 10c. size...	.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—		Per doz.
Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00

Sauer's Flavoring Extracts:—	
No. 1, Lemon and Vanilla ...per doz.	.45
No. 2, Vanilla and Rose ... "	.90
No. 2, Lemon and assorted ... "	.85
No. 4, " " ... "	2.00
No. 4, Vanilla ... "	2.25
Assorted cases, Nos. 1 and 2 ...	10.80
" Nos. 1, 2 and 4 ...	11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen, No. 25, per doz.	2.00
" " " " No. 2X, "	.80
" " " " No. X, "	.45
" Lemon, " " No. 25, "	1.75
" " " " No. 2X, "	.80
" " " " No. X, "	.45
Ingersoll's Flavoring Extracts:—	
High Grade Vanilla ...per doz.	1.75
" Lemon ... "	1.75
Select Vanilla ... "	.75
" Lemon ... "	.75
" assorted ... "	.75
" small size ... "	.45
Vanilla ...per gal.	11.00
Lemon, 1 oz ...per doz.	.80
" 2 oz ... "	1.50
" 4 oz ... "	3.00
" ...per gal.	7.00

Orange, Almond, Peppermint, Wintergreen and Jamaica Ginger same price as Lemon.

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet ...per doz.	1.15
Blair's " " ... "	1.10
Hansen's Junket Tablets, 8 doz., per doz.	.73
Blair's Rennet Tablets, 3 doz., per doz.	.75
Union Tablets, 8 doz., 5c ...	.45

CIDER.

Draught Cider—	Per gal.
Corson's Champagne ...	.18
" Dry Hard ...	.18
Bottled Cider—	**Per case**
Duffy's 1842 Apple Juice, 1 doz. quarts ...	3.50
" " 2 doz. pints ...	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints .	4.25

—51—

Mott's Brand Golden Russet, 1 doz quarts..	3.75
" " 2 doz. pints...	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages...	2.75
" boxes, 20 packages...	.55
Gee Whizz, 72 packs ...	.47
Fleer's Chiclets, 3 lbs., bulk...	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets...	.07
" " " 3-lb. " ...	.06⅜
Coronot, choice, 1-lb. pockets...	.06
" " 3-lb. " ...	.05½
Imperial, fancy Japan, 1-lb. pockets...	.05⅜
" " 3-lb. " ...	.05¼
Pearl Head, 5-lb. cotton sacks...	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags...	.07¼
Fancy Head, 100-lb. bags ...	.06
Choice, 100-lb. bags ...	.05
Prime, 100-lb. bags...	.03⅞
Japan—	
Fancy, 100-lb. bags ...	.05¾
Choice, 100-lb. bags...	.05½

SALT.
WORCESTER SALT.

Worcester, bbls., contain 320 lbs...	2.65
" " 60 bags, 5 lbs., lim...	4.00
" " 22 " 14 " ...	3.75
" " 30 " 10 " ...	3.75
" " 115 " 2½ " ...	4.00
Worcester, Irish Linen, bags, 250 lbs...	2.50
" " " 56 " ...	.65
" " " 28 " ...	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 30 10-lb. bags, in bbls., per bbl...	3.00
" Pretzel, bbls. contain 280 lbs...	2.40
" " sacks, 180 lbs...	1.55
" Cheese, bbls. contain 280 lbs...	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case ...	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel ...per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags...	.40
" " " 140-lb. " " ...	.75
Agricultural Salt, 200-lb. burlaps...	.60

CEREBOS
TABLE SALT
PURE AND EXTRA DRY

Family size, case of 4 doz...	3 60
Hotel size, case of 2 28-lb tins...	3.00

SALAD DRESSING.

P. J. Rittor Conservo Co., ½ pts., 3 doz. cases	
" " pints, 2 "	
" " quarts, 1 "	
Campbell's ½ pints, 2 doz to case, per doz...	.87½
Durkee's, large, 1 doz ...per doz.	4.00
" small, 2 doz ... "	2.40
Schimmel's, small, 2 doz ...per doz.	.87½
My Wife's, pints, 1 doz ...	2.30
" half-pints, 2 doz ...	1.35
Snider's Salad Dressing:—	
Pints, 1 doz ...per doz.	2.40
½ pints, 2 doz ... "	1.40
Luncheon, 3 doz ... "	.90
Gallons, 6 jugs in crate ...per jug	1.25

SAL SODA.

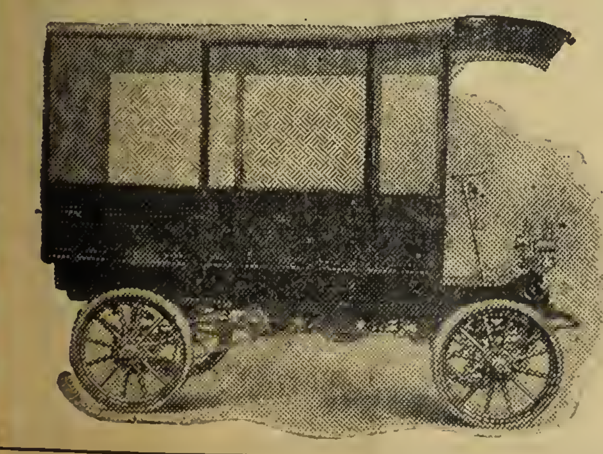
Bbls., 375 lbs ...per 100	.67½
Kegs, 150 lbs ...per 100	85
60-lb. boxes, bulk or granulated ...	.62

SAUCES.

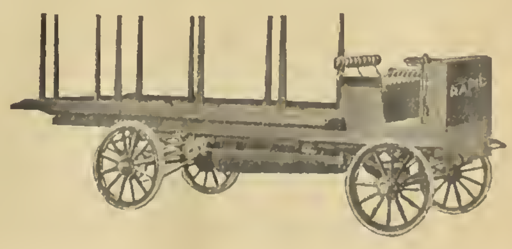
Lea & Perrins' Worcestershire, large.. "	7.50
" " middle "	4.50
" " small.. "	2.50
Chili Sauce, Campbell's, ½-pints... "	.87½
Worcester Sauce, Campbell, ½pts., 2 dz. per doz.	.77½
" " " pints, " "	1.40
North of England Sauce, ½ pints...per doz.	.77½
Chef Sauce, ½ pints, 2 doz ...per doz.	.80
Snider's Chili Sauce:—	
Pints, 1 doz ...per doz.	2.40
½ pints, 2 doz ... "	1.40
Gallons, 6 jugs in crate ...per jug	1.00
Snider's Oyster Cocktail Sauce:—	
Pints, 2 doz ...per doz.	2.40
½ pints, 2 doz ... "	1.40
Gallons, 6 jugs in crate ...per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

You May THINK You Can't Afford an Automobile in Your Business, but as a Matter of Fact You Can't Afford NOT to Have One



A Rapid Motor Truck or Delivery Wagon will do more work than two double teams, at half the cost. You can just cut your delivery expenses in two by getting one.
Write for catalogue.



Rapid Motor Vehicle Company
PONTIAC, MICHIGAN

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

—53—

SEEDS.

Canary, bush. 60-lb	3 25	Mustard, Brown	.06
Caraway	.08	Mustard, Yellow	.05½
Celery	.10	Rape, per lb.	.05½
Coriander, bleached	.36	Poppy, per lb.	.09
Flax	.03½	Sunflower, per lb.	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs	per keg	1.80
" bulk, 25-lb. boxes	per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes	"	.04⅝
Arm & Hammer bd., ¼'s, 36 lbs.	per lb.	.05⅝
" " " lbs., 36 "	"	.04⅞
" " " ¼, ½, 36 lbs.	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04⅞

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.73
Hires' Ginger Ale, Carbonated, 2 doz.	.73
Welchs Grape Juice, case quarts, 1 doz.	4.50
" " " pints, 2 doz.	4.75
" " " ½-pints, 3 doz.	4.25
" " " 3-ounce, 8 doz.	6.00
" " " ½-gallons, 1 doz.	8.00
" " " gallons, 6 gal.	7.50
5 per cent. discount on 5 case lots.	
Clicquot Club Co. :—	Per case
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2 10

POLISHING AND CLEANING COMPOUNDS.

Bon Ami, 10-cent size	per gross	2.50
Electro Silicon, 1 doz.	per doz.	.72
Putz Liquid, large, 3 doz.	per gross,	16.50
Putz Liquid, large, 3 doz.	per doz.	1.45
Putz Liquid, small	per gross,	7.00
Putz Liquid, small	per doz.	.60
Putz Paste, large	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No 2, pint cans	"	32.00
No. 3, quart cans	per doz.	4.50
No. 4, half-gallon cans	"	7.50
No. 5, gallon cans	"	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs. ....per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3 50
Acorn	120	2.70
Ark	100	1.72½
American	72	2.80
Bee	100	3.85
Best, Babbitt	100	3.70
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	100	4.25
Brown	60	2.40
Borax, Dreydopple	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	4.00
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.60
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.75
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.50
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	4 00
Magic Cleaner	100	3.00
Marseilles, laundry size	100	6.00
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	3.85
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

—55—

Oleine, Conway's	60	2.90
" Golden	60	2.55
" Eavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2.20
" Philadelphia, 1 lb.	60	2.90
" " 14 oz.	60	2.65
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2 80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4.50
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.70
Star	100	3.50
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.40
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.70
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes	per box	2.70
" 6 oz., 100 packages	"	2.65
" 8-oz. packs	"	2.70

—56—

Soapine, 7 oz., 100 packs	2.37½
" 12 " "	3.90
" 17 " 36 packs ....per box	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.20
Finola, 100 packages	3.60
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.30
Young's Pearl Borax, 60 1-lb. packages	3.60
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 2 doz. ....per doz.	43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85

SPECIALTIES.

Anker's Bouillion Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	18½	.19½	.21½
Black, Low Grade	.14	.15	.17
White, High Grade	....	.32	.34
White, Low Grade	....	.23	.25
Cayenne, High Grade	....	.21	.23
Cayenne, Low Grade	....	16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.31	.32	.34
Low Grade	.24	.25	.26
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade	....	.78	.80
Nutmegs—			
High Grade	....	.35	37
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

		Per doz.
McCormick & Co., Bee Brand—		
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice	⅛ lb.	.40
	¼ lb.	.75
Banquet Brand—		
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice	⅛ lb.	.40
	¼ lb.	.75

DO YOU HAVE
A Delivery Wagon?
A Telephone?
A Cash Register?

These are secondary considerations nowadays. The essential thing is MODERN FIXTURES—to **display** and **sell goods.** You cannot have this without

Walker Bins

A catalog telling all about them will be mailed on request.

WALKER PATENT PIVOTED BIN CO.
24 South Seventh Street, Philadelphia, Pa.

No Friends Among the Wheelwrights

Wheelwrights don't think much of the "J. M." delivery wagon; it doesn't make enough money for them. No wagon pays fewer visits to the repair shop, or makes its visits shorter.

The most celebrated delivery wagon made—the best wagon ever built for the grocery trade. Strong as iron, yet easy-running; finest steel tires, and wheels from second-growth hickory.

Send for catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz	per doz.	.45
Dime size, 2 and 4 doz	"	.85
¼ lb: net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz	"	1.90
1 " 1 doz	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.

	Per doz.
Campbell's, jar, 2 doz	.87½
Gulden's, No. 6, with spoon, 2 doz	.95
Gulden's, No. 20, with spoon, 2 doz	.88
Gulden's Mustard and Horseradish, 2 doz	.85
Beer Mug, fancy, large size, 2 doz	.65
Lemonade Glass, tall, 2 doz	.67½
Horseradish and Mustard, 8 oz., with spoon, 2 doz	.90
Milk Jar, glass top, 2 doz	.85
Water Tumblers, glass, 10 oz., 4 doz	.37½

WHOLE SPICES.

	Per lb.
Pepper, Black	.10
Allspice	.07
Cloves	.19
Mace	.48
Nutmegs, 80's	.24
" 110's	.17
Cinnamon Bark, China	13
" Canton	.13
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.75
Green Ginger Root	
Whole Mixed Spices, bulk, 6-lb. boxes	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06¼
Niagara, 40-lb., 1-lb. "		.04⅝
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb, "		.06⅝

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03½
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05½
" Linen Gloss, 3-lb. cartons	.04⅜
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅝
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03½
" 1 lb. packages, 48 lbs	.04¾
" 3-lb. cartons, 48 lbs	04⅜
" 6-lb. boxes	.05½
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2 20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages ... per package	.08
Starch Polish. 20 cakes ... per box	.50

STOVE POLISH.

		Per gro
Enameline Paste, small, ¼ gross		4.00
Enameline Paste, large, ¼ gross		7.00
Enameline, Liquid, large, ¼ gross		6.65
Enameline, Liquid, small, ¼ gross		4.90
Electric Paste, ½ gross boxes		4.20
Magic Paste, ¼ gross boxes		4.75
Parlor Pride, large size	per doz.	.87½
" "	per gross	10.25
" small size	per doz.	.70
Climax Enamel ¼ gro	per gross	9.40
Black Jack, ¼ gross, per gross		6.60
Rising Sun	per gro.	5.75
Sun Paste, 5-cent size	"	4.50
" 10-cent size	"	7.20

—59—

X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ½ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼ gross	2.25
Per box of ½ gross	4.50
Per gross	9.00

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¾
McAllister, 36 packs	"	.05⅜
Rosensteins, 1lb. pkgs., 2 doz.	per lb.	.05½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per doz.	.35
Red, quarts, 3 doz	"	.70
Silver, pints, 3 doz	"	.35
" quarts. 3 doz	"	.70
Bath Brick, 25 bricks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ½ gross case, assorted, 6. 8. 10's	per case	.90
Carpet Tacks, Silver Steel, 4 oz	per doz.	.06½
6 oz	"	.07
8 oz	"	.07½
10 oz	"	.08½
12 oz	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.09
No. 11, steel	per doz.	.09½
No. 12, steel	per doz.	.12
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather. cut into taps, 6 inches high		1.50
5½ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.90
Fly Paper, Tanglefoot	per case	
Fly Paper. Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb	per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80
Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb	"	.09
Best Jute Plow Line, 8 yds. to lb	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines. 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 610	.52
Fancy, No. 626	.50
Strictly Prime, No. 627	.38
Good, No. 635	.29
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 621	.34
Choice, No. 576	
Prime, No. 638	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery	2.50
Five A, for confectionery	2.60

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	.90
1 " case	"	.92½
Karo, 10 cent size, 2 doz	per doz.	.85
Karo, 25 cent size, 1 doz		2.20

COFFEE AND TEA BINS
THAT PROVE THEIR "METAL"

Picture your store fitted out with Tea Canisters and Coffee Bins like these. They are trade winners. Effective store decoration brings the people in—your sales force do the rest.

When installing Coffee Bins, get the kind that will stand the racket—you'll never have to replace them. Our bins are constructed of the heaviest tin.

And for Over Fifty Years They Have Proven Their "Metal"

Write for catalogue showing variety of designs

HENRY TROEMNER, 911 Arch Street
PHILADELPHIA, PA., U. S. A.

—61—

Banner, in jars, compound	per dos.	.97½
White Clover, in jars, compound	"	92½
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00
Maplecane, 2 dos. 2½-lb. cans	per case	3.80

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2 40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per dos.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per dos.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, cacb	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per dos.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, 3 string, split handles	2.35
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per dos.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.40
61, Peerless, doubls, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118, Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.65
O. G., 3 electric hoops	1.80
Clear, 2 hoop	1.60
Clear, 3 hoop	2.70
Electric Cedar, 2 hoop	2.15
Electric Cedar, 3 hoop	2.35
Pine, 3 galvanized hoops	2.90
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	1.55
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.25
2, Wire ends	1.45
3, Wire ends	1.65
5, Wire ends	
Picnic Plates, 8 inch	2.40
Picnic Plates, 9 inch	2 65

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per dos.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per dos
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per dos.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
29, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.35
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per dos.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.33
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39
Brown-Holland Pipe Tobacco, 2½-lb. cartons, 2½-oz. packages	1.10

YEAST CAKES.

Compressed	per dos.	.18
Magic, 1½ dos. packages	per box,	.58
Yeast Foam, 1½ dos	per box	.58

FLOTO'S ESSENCE
TO USE WITH
COFFEE

No. 1. All Tin Cans
No. 2. Combination Cans
No. 3. Cardboard Cans

FLOTO'S KOENIG'S CHICORY

IN ROLLS—5 and 2½ to set

MANUFACTURED BY
GEO. FLOTO'S SONS
186 UNION AVENUE
Factory, 1, 3, 5, 7 and 9 Devoe St. Brooklyn, New York

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

The Walter M. Lowney Company
447 Commercial Street, Boston, Mass.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

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Contents.

PAGE

ondition of the Men Who Ate Sulphured Molasses..... 8

o Go Back to Bleached Glucose..... 8

einz Manager Says Food Preservatives Are Unnecessary..... 9

ore Local Delegates to Pennsylvania State Convention..... 10

wo-Minute Sermons for the Retail Grocer..... 11

litorial..... 12

Helping Gimbel Brothers to Fight Retail Grocers.

Cannot Hide Behind the Law.

The Heinz Preservative Contention.

gin with the Bee to Adulterate Honey, 12

art-to-Heart Talks with Grocery Clerks..... 13

w Federal Ruling Hits Ruby Prunes Hard..... 13

ocery and General Store Failures for Current Periods..... 14

e New York Letter..... 14

is Law Would Straighten Out Mail Order Advertising..... 15

e Grocery Markets..... 16

rket Notes..... 18

w Rice Opening High..... 18

e Sclence of AdvertisIng..... 19

e Stroller's Column (Contributed)..... 20

etting Back Into the Business.

ndow Dressing for Grocers..... 22

to Cutting Meat..... 27

ociation News..... 27

respondence..... 28

ong the Trade..... 28

d Commissioner Foust on Clean Grocers..... 30

nsylvania News Items..... 30

at Department..... 31

imore Prices-Current..... 33

York Price-List..... 34

ocery World" Prices-Current..... 35

Index to Advertisements.

PAGE

"Advertising World"..... 27

American Hominy Co..... 29

Anker's Bouillon Capsules..... 11

Arbuckle Bros..... 4

Atmore & Son..... 44

Baker, W. H..... Cover 4

Baker & Co., Limited, Walter..... 27

Baltimore Manufacturers' Advertising Association..... 6

Beardsley's Sons, J. W..... 20

Bellevue Chemical Co..... 10

Bell Co., The William G..... 18

Bell & Sons, Samuel..... 41

Bishop, R. W..... 31

Blooker's Cocoa..... 11

Borden Condensed Milk Co..... 46

Bower & Co., John..... 45

Bown Bros..... 36

Bradstreet System, The..... 31

Brown & Co., P. F..... 10

Buckley, Elton J..... 8

Burk, Louis..... 17

Butler Brothers..... 13

Central Egg Carrier Company..... Cover 3

Clicquot Club Co..... 41

Computing Scale Co..... 39

Consolidated Law Association, Inc., The, 50

Cowan & Sons, H..... 36

Crescent Mfg. Co..... 16

Croft & Allen Co..... 38

Cuneo's Son, Joseph..... 40

Daetwyler & Co., R..... 32

Dilliard Remedy Co..... 32

Dixon Crucible Co., Jos..... Cover 1

Enterprise Mfg. Co. of Pa., The..... 43

Esterbrook Steel Pen Co., The..... Cover 4

Exton & Co., A..... 20

PAGE

Fallin & Co., Ira S..... 45

Fell Manufacturing Co., E. C..... Cover 2

Fischer & Co., B..... 11

Fleischmann's Yeast..... 32

Flesch, J. A..... 47

Flodon Manufacturing Co..... 3

Forbes, J P..... 16

Franklin Sugar Refining Co..... Cover 1

Freihofer Vienna Baking Company..... 5

Fulton & Walker Co..... 48

German-American Coffee Co..... 5

Gold Medal Flour..... 41

Grocers' Printing Co..... 31

Hagan & Co., Arthur..... 40

Harding & Co., E. E..... 16

Hicks, Frank B..... 11

Hill, C. V..... 42

Hires Condensed Milk Co..... Cover 4

Holland Rusk Co..... 45

Hooton Cocoa and Chocolate Co..... 40

Indexed Coupon Books..... 16

Kellogg & Sons, H..... 11, 42

Kingsbury, H. P. D..... 45

Kirk, Foster & Co..... 30

Lamson Consolidated Store Service Co., 37

Lautz Bros. & Co..... Cover 2

Leggett & Co., Francis H..... 21

Levering Coffee Co., The..... 15

Loughery & Co., Jas. J..... 36

Lutz & Schramm Co..... Cover 3

Maher's Veterinary Hospital, Dr...Cover 1

Manufacturers' Trade-Mark Association, 4

Martindale & Co., Thos..... 36

Mentor Cigarette Co..... 40

McCahan Sugar Refining Co., The W. J., Cover 3

McCaskey Register Co., The..... 38

Miller & Co., Chas. C..... 46

PAGE

Mince Meat..... 44

Moneyweight Scale Co., The..... 39

Natural Food Co., The..... 50

Paper Canister Mfg. Co..... 42

Philadelphia Electric Co., The..... 15

Piqua Bracket Co..... Cover 2

Porcela Co., The..... 18

Quaker City Preserve Co..... 31

Rae's Lucca Oil..... 42

Ralston Purina Mills..... 4

Righter, W. H..... 32

Ritter Conserve Co., Phillp J..... 37

Royal Milling Co..... 41

Royal Specialty Co..... 11

Sauer Co., C. F..... Cover 4

Scott & Co., Inc., John..... 9

Shane Bros. Co..... 16

Shinn & Kirk..... 42

Snider Preserve Co., The T. A..... 4

Standard Cash Register Co..... 10

Stickney & Poor Spice Co..... 5

Strasbaugh, Silver & Co..... 19

Sulpho-Napthol Co., The..... 44

Swift & Co..... 27

Tongue & Bros., R. E..... 19

Troemner, Henry..... 49

Wagner Co., Martin..... 32

Walker Patent Pivoted Bin Co..... 48

Washburn-Crosby Co..... 41

Whittemore, Bros. & Co..... Cover 2

Wilde's Sons Co., Samuel..... 46

Williams Bros. Co., The..... 47

Williams, R. S..... 41

Wrigley Mfg. Co..... 15

Young, P. D. F., W. F..... 31

Young & Co., Chas. W..... 5

Zimmerman Co., M..... 19

Condition of Men Who Ate Sulphured Molasses

Extracts from Copy of Louisiana Experimenter's Report Into the Effect of Sulphur-Bleached Molasses Upon Human System. Interesting Since Question Is Only Temporarily Settled by Recent Federal Decision. Subjects of Experiment Gained in Health and Weight.

Apropos of the decision by the United States Agricultural Department that for the present food products, notably syrup and molasses, containing not over 35-1,000 of 1 per cent. of sulphur dioxid, could be sold without molestation under the Federal food law, a copy of the report of the Louisiana investigation into the healthfulness of sulphured molasses, which has reached the "Grocery World" during the week, is extremely pertinent and interesting, particularly so when it is remembered that the Federal decision only provides that molasses containing sulphur may be sold until the present crop is exhausted. This doubtless means that the subject must come up again for final settlement.

The Louisiana investigation into the effect upon the human system of syrup and molasses which had been bleached with sulphur dioxid was conducted by the Louisiana Sugar Experiment Station, and the report of the investigation, with its conclusions, is signed by Prof. Blouin. For the most part it is technical, but the "Grocery World" extracts a few paragraphs here and there so as to make clear the trend and particularly the conclusions reached:

The syrups and molasses used in the experiment were those furnished by the New Orleans Coffee Co., who allowed choice of the several brands which they had on hand. Mr. J. W. Hearn, president of the company, made affidavit that these syrups and molasses were in the original packages coming from the plantations of "Albemarle," "St. James," and "Belle Grove."

Both syrups and molasses have been manufactured for over a hundred years, and for that length of time have been used as articles of food. In the early days of the industry these products were regarded as delicacies, but as their production became greater they have assumed the position of staple food products, not only for man, but for the domestic animals. With the invention of new machinery and with the introduction of chemical methods the processes of manufacture have changed, with the result that the quality of syrups, sugars and molasses has been improved and the quantity increased. From years of observation and experience it was believed that the effects on both man and beast of this class of foods, even when used in large quantities, were beneficial. Only of late the question of the evil effects of sulphur as sulphites has arisen.

The Louisiana experimenter, in trying the effect of preservatives upon human subjects, adopted a much fairer course than Dr. Wiley in his experiments with the use of salicylic and boric acids in food. In the Wiley experiments the preservatives were administered in capsules and the victims impressed with the fact that they were the subjects of an investigation as to the use of poisons upon the human body. The Louisiana experimenters adopted the following course:—

The prospective subjects before being selected were simply told that it was desired to test syrups and molasses. The method of administering the syrups and molasses was carefully explained, as well as the fact that these syrups and molasses were those to which they had long been accustomed. When the syrup feeding period began the squad as a unit attacked the syrups and molasses with a faith born of experience and continued eating these articles in surprisingly large quantities and with great regularity during the entire three weeks. No subject anticipated harmful results—none thought himself a martyr to the cause of science, but rather regarded himself as fortunate. There was no tendency to mental depression and consequent induced physical collapse by constantly recurring thoughts of poison. Not only was there no nausea induced by the food, but, on the contrary, the palatability of these products was such as to create a keen appetite and more than one subject requested a continuance of molasses after it had been stricken from the bill of fare.

There was no feeling of a duty in eating the syrup and molasses, as each subject thoroughly understood that he was to eat his only as his appetite demanded. Even at the risk of repetition, it cannot be too strongly emphasized that the idea of poison, drugs, preservatives and the like was foreign to the conditions of this experiment, and hence could exert no influence on the subject's state of mind.

The summary of the experiments and the conclusions end the report as follows:—

SUMMARY.

The object of the experiment was to observe the effects on human subjects of feeding syrups and molasses of high sulphite content. Negroes in good health were selected on account of:—

1. Their fondness for foods of this kind.
2. Their entire ignorance of the supposed evil effects of the sulphites in the food.

The experiment was divided into five periods of one week each, designated as Periods I, II, III, IV and V. During period I, the subjects were fed on a normal diet without syrup or molasses, and data recorded in order to ascertain their normal conditions. During Periods II, III and IV they were allowed syrup or molasses as they desired to eat it along with their regular food. Observations were made during these periods as to the effects produced.

During Period V they were again fed without molasses and observations and examinations were made. The articles of food were clean, wholesome and substantial and the general conditions such that should harm have resulted it could have been concluded that the sulphites in the syrups, etc., were the cause. The control and supervision of the subjects were such that they could not, had they been so inclined, deviate from the daily programme.

The subjects were in ignorance of the presence of sulphites in their food, and consequently there was no tendency to produce unnatural mental conditions by anticipation of harm resulting from eating the syrups, etc.

CONCLUSIONS.

From the foregoing tabulated data and from the observations of the subjects and from their own statements as to their condition of health, etc., while considering the effects of regular hours, sanitary and hygienic surroundings and general contentment, it is believed that the following conclusions are thoroughly justified:—

(1) From a practical standpoint the experiments on molasses feeding were carried on for a sufficient length of time and on a scale large enough to test the effects of these foods on the human subject in ordinary health.

(2) We believe that our mode of examination is the fairest way to test the effects of substances on the human subject under natural conditions; for here we had a large number of docile and ignorant men who did not know what was expected of them, were neither frightened nor awed, and put in the same condition as persons who partake of molasses as a food; eating of the same according to their taste and liking, and the effects on them carefully and faithfully noted from day to day and week to week.

(3) As in none of our cases were the body functions interfered with, in each one the body weight increased, and as the blood steadily increased in number of red blood cells, in the percentage of haemoglobin, etc., it must be admitted that these subjects were gaining in health and neither doing nor taking anything prejudicial to their physical well-being.

(4) The subjects gradually improved in weight, body functions and blood conditions, notwithstanding the fact that during Periods II, III and IV they daily took a considerable quantity of syrup or molasses containing appreciable quantities of sulphur as sulphites.

The amount of molasses consumed, although in some instances very large, does not seem to have had any deleterious effects on the functions, weight and blood conditions of the subjects, but rather to the contrary.

We are, therefore, free to conclude that molasses feeding, even when said molasses contains as high as over 900 milligrams per kilo of sulphur as sulphites, can be carried on under ordinary circumstances without prejudicial effect to health.

To Go Back to Bleached Glucose.

Glucose Trust Takes Advantage of New Federal Decision Permitting Sulphur Dioxid in Food and Will Henceforth Sell Whitened Glucose to Manufacturers Who Order It.

The Corn Products Co., usually known as the Glucose Trust, has taken immediate advantage of the Federal decision permitting the temporary use of sulphur dioxid in food products. During the past week the concern has issued a circular letter to the trade quoting the decision, and stating that hereafter bleached glucose would be furnished for such of the trade as desired it. The glucose to be supplied under this decision will be simply the old water-white kind which was universally supplied before the recent trouble in Pennsylvania under the old State food law.

In its letter the Trust makes it plain that in order to obtain the bleached glucose it must be specified. Up to date the trade have been slow to take advantage of it, but there seems no doubt that they will eventually, particularly the manufacturing confectionery trade, as the neutral corn-colored glucose which has been supplied since the Pennsylvania trouble has not given satisfaction. It has been prone to ferment, hard to work, and for the most part not to be compared, the candy makers say, with the old white product.

All glucose bleached white with sulphites, however, will be so labeled and will not be guaranteed to conform with the food law.

Does Not This Knowledge Appeal to You?

This statement, made by Chas. W. Young & Co., Philadelphia, is founded on facts.

"Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps."

Try it yourself, it will not only satisfy you, but make you an ardent advocate of it.

ELTON J. BUCKLEY
Editor "Grocery World"
Attorney and Counsellor at Law
730-731 Drexel Building, Philadelphia, Pa.
Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

Heinz Manager Says Food Preservatives Are Unnecessary

Executive Head of Big Pittsburg House Contradicts Other Manufacturers' Statements That Preservatives Must Be Used in Certain Products. Says Anything Can Be Packed Without Them, But Possibly Not in Same Variety of Package.

A few years ago, at the National Pure Food Congress, in St. Louis, I said that artificial preservatives should be restricted. I say to-day that they should be entirely eliminated from any and all foods. They are not necessary. Sour and sweet pickles can be put up and kept without alum or preservatives. Tomato products, mincemeat, fruit preserves, fruit butters, fruit jellies, sauces, relishes and all other products of fruit or vegetable origin can be kept without preservatives.

It is true that in some few cases the manufacturer may have to depart from his present way of manufacturing and packing and when he has done so he will find that he can carry on his business better and with less loss than heretofore.

In a few cases he may have to use smaller packages. In other cases he may have to seek a new package. For instance, in place of a stone crock he may have to use a glass bottle or a tin can, lacquered on the inside, which is a most excellent substitute for it, and in many respects possesses distinct advantages of its own. It can be easily sterilized and is not expensive.

I assert from personal knowledge that there are no food products made of fruits and vegetables which the manufacturer cannot put on the market without artificial preservatives. Those manufacturers who, to-day, say that their business will be ruined if preservatives are eliminated will not say so a few years hence. A few years ago some of them held that if coloring matter was prohibited it would ruin them. All of those men get along without coloring matter to-day and I believe that the majority of them would not go back to its use, even if it were permitted.

The consumer would never have bought a highly colored food if he had known that the color was artificial. The claim is sometimes made that the consumer wants color. Yes, he wants the best he can get, as long as it is natural. As soon as you tell the consumer that it is artificial, and perhaps injurious, he will never purchase the artificially colored food. If you tell the consumer that an article is artificially preserved and that the general use of such articles will likely injure his health, he will never purchase an artificially preserved article of food. If the Government tolerates the use of preservatives it will mean to the consumer that they are not injurious, as practically all food laws state that no deleterious substance shall be used in foods.

If preservatives are to be omitted, it is doubtless true that as to a part of the food industry a few bulk goods may in a measure give way to package goods in the cause of purity and in some cases perhaps packages may have to be reduced in size. Without entering into any extended argument on this point, we may say briefly that we do not regard this as an unmixed evil. The elimination of loss to the dealer through spoilage and the freshness and better sanitary condition of the food itself when bought by the consumer in an original, factory-filled package will largely offset any disadvantage arising from this change.

I cannot contemplate with any degree of satisfaction the reactionary opposition which urges concessions upon certain articles in the matter of purity, on the ground that the absolute prohibition of preservatives will injure a great industry. I believe that such a position is entirely untenable, is not to be justified and cannot be supported by facts. I do not wish to exaggerate dangers in either direction, but through the late Chicago meat agitation that has been going on the minds of the people of the whole world are inflamed. A deplorable prejudice exists against all American food products, and we believe that

STATE HOUSE

CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

instead of injuring the preserving industry by the prohibition of preservatives this great industry will, on the contrary, be injured by their toleration, through a growing lack of confidence in all prepared foods.

SEBASTIAN MUELLER,
Gen'l Mgr. H. J. Heinz Co.
Pittsburg, Pa., July 25, 1907.

More Local Delegates to Pennsylvania State Convention.

Additional Retail Grocers' Associations Select Representatives for the Annual Session of the Pennsylvania Retail Grocers' Association. Food Commissioner Foust to Be Present.

Special correspondence of "Grocery World."

Erie, Pa., July 26, 1907.

The Oil City Business Men's Exchange will be represented at York by S. W. McCuen, president, and Edw. S. McAlevy. The DuBois Business Men's Exchange will be represented at York by L. E. Weber, president, and G. W. Tozier, secretary.

E. L. Conaway has been elected secretary of the Uniontown Retail Merchants' Association in place of W. C. Armstrong, resigned. W. C. Armstrong continues as secretary of the Connellsville Merchants' Association.

The Business Men's Association of Mauch Chunk will be represented at York by A. H. Luckenbach, president, and E. F. Kuntz. This association had 50 members in good standing on July 1st.

James Foust, Dairy and Food Commissioner of Pennsylvania, has been cordially invited to attend the York convention, and in a letter dated July 10th he says, "Will be there at least one day and may stay during the entire session."

The Retail Grocers' Association of New Brighton will be represented at York by F. H. Iden and Rev. T. S. Woods.

The Merchants' Association of Hanover will be represented at York by L. H. Hoffacker and D. D. Erhart.

The Business Men's Association of Tower City and vicinity will be represented at York by J. R. Reinhard, secretary, and George Evans, president alternate. The Business Men's Association of Jermyn and Mayfield will be represented at York by A. B. Winter, president, and C. A. Stuart, secretary. O. W. Corrall will represent the Union City Business Men's Exchange at York, with Secretary S. C. Brooks as alternate. The Connellsville Merchants' Association will be represented at York by Patrick May, vice-president, and W. C. Armstrong, secretary. W. N. Leche and J. S. Patterson were elected alternates.

State Secretary A. M. Howes visited Corry on July 12, 1907, and secured 21 charter members. An association will be organized.

The Business Men's Association of Huntingdon will be represented at York by O. M. Brumbaugh and William Reed.

The Retail Merchants' Association of Lykens and vicinity will be represented at York by W. H. Kissinger, president. The Merchants' Association of Columbia will be represented at York by L. J. Schroeder, treasurer. The Retail Grocers' Association of Lancaster will be represented at York by D. E. Long and C. L. Graybill. The Bradford Business Men's Association will be represented at York by First Vice-President J. Kreinson, Second Vice-President M. F. Flaherty, and Secretary George L. Dobie.

The Harrisburg Retail Grocers' Association, at its meeting on July 15th adopted resolutions condemning the action of the Governor in his veto of the Garnishee Bill. Several of the Harrisburg merchants expect to be guests at the convention.

The Merchants' Protective Association of Pittston and vicinity will be represented at York by Wm. Giles, president; D. M. Evans, secretary, and Hon. Wm. Drury. The Erie Retail Grocers' Association will be represented at York by D. M. McDannel, treasurer. Thomas West, president of the Waynesboro Merchants' Association, will attend the York convention.

A. M. Howes, State secretary, organized the 132d affiliation on Friday evening, July 19th, which will be known as the Corry Business Men's Exchange. Twenty-four charter members were secured and the following officers elected: President, W. H. Duffy;

Preserving Meats Without a Preservative

Carnizone will positively keep sweet, fresh and wholesome all meats, fowl and other foods.

Carnizone reduces ice bills one-half. Preserves where ice cannot. Prevents the carrying of contagion by infected meats and other produce. Improves the appearance of meats, prevents slime and mould, and avoids the immense loss of trimming off dark spots and the unsightly ends of meats.

Carnizone is not an adulteration, and is wholly within the law. It is not to be applied to material to be kept, but should be sprinkled on the floor of the storage box.

Write for circulars and information to

BELLEVUE CHEMICAL CO., 72 Willoughby Street
BROOKLYN, NEW YORK

A Load of Installment Notes

Don't tie yourself up by buying an expensive cash register on a lease or a lot of installment notes. You may like the register, but you'll soon tire of the notes.

Buy a ***Standard Cash Register,*** which will do all you want a register to do, and yet costs so little that you can pay spot cash for it and not feel it.

Keeps your sales straight, both cash and credit, and holds your clerks straight too. Small, but as accurate as any register costing ten times as much. Write for handbook.

Standard Cash Register Co.
No. 32 CHESTNUT ST., WABASH, IND.

It Cannot Vary

The disadvantage of buying print butter not under a certain brand is that the quality varies. Your customer gets exactly what suits her to-day, but to-morrow something that doesn't suit her at all.

Any manufacturer who undertakes to pack butter under a brand name—like our ***Gurnse***—takes on himself a terrific amount of work and worry, because he simply *must* get butter that will hold a fixed standard. It *must* not vary.

Our ***Gurnse Butter*** is the finest, fresh creamery, so unvaryingly pure and good that we permit you to refund the money to any dissatisfied customer. The quality is always the same and always perfect.

P. F. BROWN & CO., 39 S. Front St., Philadelphia

first vice-president, A. L. Bush; second vice-president, George Ream; third vice-president, O. A. Sweatland; fourth vice-president, C. F. McCray.

The Business Men's Association of Jeannette will be represented at York by Charles Schumacker. The Chambersburg Merchants' Association will be represented at York by W. H. Snyder and W. O. Appenzellar.

A. M. Howes,
State Secretary.

Two-Minute Sermons for the Retail Grocer

III.—What Managing Means.

Are you really a good manager?

A real manager does not try to shoulder all the work in the house and take care of it himself. He knows that almost every hour of the day there is something going to turn up which will require his very best judgment and time to consider it thoroughly. He cannot do that and at the same time take care of a mass of detail work. If he attempts it he is not a real manager. He may be filling a manager's chair and drawing his pay, but he is really nothing but a substitute for a manager, or a manager in the kindergarten stage.

Thousands of good men are today fooling themselves into the belief that they are properly managing a business, when in fact they are slaves to the detail work of the business. They fear to delegate authority to their subordinates, when in fact that is exactly what should be done. All worthy subordinates are anxious to shoulder responsibilities, knowing that their real value depends upon such action, and a judicious selection of assistants is one of the main duties of a real manager. He knows he cannot take care of all details and he at once puts all that work in competent hands, and then he gets a short report to show how that part of the work is going. He realizes at once that if he has the right kind of help the business will run along well, even though he is not there, but with an outfit of poor help he would be unable to do anything, no matter how hard he worked himself.

This is a little point which is often overlooked by men who wish to be managers. F. A. P.

BLOOKER'S COCOA

IS A LUXURY TO THE PALATE
A NECESSITY TO THE STOMACH
AN ECONOMY TO THE POCKET

ALL GROCERS SHOULD HAVE IT

American Depot, 46 Hudson St., New York
In stock by H. KELLOGG & SONS, 19 South Front Street, Philadelphia, Penna.

Anker's Bouillon Capsules

SEE THEM MELT!

Put a package of these on your counter, with a little card telling what they're are good for, and they'll melt away like snow. ANKER'S BOUILLON CAPSULES make bouillon, soup or beef tea, and everybody likes one of the three, especially when they're so delicious as they are. Ten capsules in a box—drop one in hot water. Good goods and a good profit.

ROYAL SPECIALTY CO., Sole Manufacturers 92 READE STREET NEW YORK

I Knew What I Was About

Most bookkeeping systems gotten up for grocers are invented by people never in the grocery business. The little record book that I am selling, which does all the bookkeeping any grocer needs to do, was invented by me—I am a retail grocer.

That is why it is short, simple and covers the whole storekeeping ground in about one-fourth the time and space of other systems.

Price, $1.00. Send one cent for sample sheet. Book sent on approval.

FRANK B. HICKS, MACEDON CENTER, N. Y.

The Hotel Eater's Demand

A coffee that succeeds on a hotel table is a good coffee and will stand up under any test you can give it.

That's because hotel-eaters are supercritical. They expect more than they get at home; in fact they expect perfection.

Hotel Astor Coffee is the year-in-and-year-out brand of some of the most exclusive hotels in New York City. They never think of buying anything else—they wouldn't dream of it.

The success of this coffee under this exacting test is really the reason that led us to push it through the grocery trade. We have a plan of building up orders among your trade. May we tell you about it? A postal request is enough.

B. Fischer & Company

190 Franklin Street
NEW YORK
31 South Front Street
PHILADELPHIA

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Helping Gimbel Bros. Fight Retail Grocers.

The enterprising Gimbel Bros., the Philadelphia department storekeepers who admit conducting the only good grocery store in Philadelphia, have harked back to the old abandoned cut-store scheme of offering an assortment of goods for a dollar. Their initial list is as follows:—

An Introductory Parcel for $1.	
2 pounds Granulated Sugar..	$ .06
One 5c. can Ritter's Baked Beans	Free
One 10c. can of Shoepeg Corn.	.04
One trial size pkg. Electricity Baked Triscuit	Free
Two 5c. cakes Babbitt's Best Soap	.03
One sample can Vulcanol Stove Polish	Free
One 12c. can Gimbels pure ground Black Pepper	.08
One 5c. pkg. Franklin Mills Self Rising Flour	Free
One 10c. pkg. Jelly Dessert Powder	.06
One individual pkg. Zest Breakfast Food	Free
One pound of our 45c. Mixed Tea	.35
One pkg. of Cerebos Salt, enough to fill shaker	Free
One 5c. cake Scouring Soap...	.03
One pound of our 30c. Liberty Bell Coffee (ground)	.25
One 10c. can Schimmell's Tomato Soup	.05
One generous sample Postum Cereal Coffee	Free
One 10c. pkg. Apitezo Grains..	.05
	$1.00

Anything for nothing, or apparently for nothing, always commends itself to women, so there is a good chance that this offer found many takers. The "Grocery World" feels sure that the manufacturers whose goods are included as "free" in this assortment either contributed the "free" goods gratuitously or made substantial reductions in price, probably the former. It is not the habit of people like the Gimbels to give anything of their own away. If this is the case the "Grocery World" feels that these manufacturers are scarcely treating the retail trade fairly. This journal has never gone so far as to contend that a manufacturer should absolutely refuse to sell a department grocery store. We believe that an honestly conducted department store has exactly as much claim to consideration as any individual retailer. It seems quite clear, however, that no manufacturer should do anything to favor the department store as against the grocery store; in fact, if there is to be partiality, it should lie in the other direction, since the department store has the advantage at nearly every point. Notably in its greater impressiveness, its greater advertising facilities, its greater fertility of invention and its usual lack of scruple.

So that when manufacturers aid a department store grocery to give away goods which every regular grocer is endeavoring to *sell*, they are doing an unfair act which the organized retail trade should vigorously resent.

Cannot Hide Behind the Law.

From England comes the story of a unique legal decision which has much common sense behind it. The case was in an English bankrupt court. A retail grocer applied for the benefit of the bankrupt laws and asked to be discharged from all his debts. The plea was refused because the bankrupt had engaged in the business with neither experience nor business training and had conducted it from the beginning in a loose and slipshod fashion. Since his predicament was of his own making, therefore, and his plight simply the inevitable, the court refused to relieve this grocer of the burden thus negligently made.

This decision really enunciates the principle that a man who carelessly and lightly enters upon a business of which he knows little or nothing, and who in that business shiftlessly and slipshodly shuffles along, giving neither thought nor care to the learning of it, is personally responsible for the catastrophe which will almost certainly overtake him, and cannot hide from his creditors behind the bankrupt law.

This is pretty nearly elementary common sense.

The Heinz Preservative Contention.

When the general manager of the H. J. Heinz Co. declares without reservation, as he does in another column, that any food made can be successfully packed without preservative, he opposes practically the solid phalanx of all other manufacturers in the same line, and introduces into the preservative question a complication which will probably postpone, rather than hasten, the final conclusion.

Other men who make the same products as the Heinz Co., not so large as the Heinz concern perhaps, but fully as worthy of consideration, declare that they have found no way to avoid preservatives. When the National Association of Food Manufacturers sent its recent inquiry to manufacturers all over the country, asking "what would happen to your business if preservatives were forbidden?" practically every one who answered at all said "we could not continue—we would be ruined."

So that the entire manufacturing industry, outside of the H. J. Heinz Co., contend that preservatives are not only necessary, but indispensable. The Heinz Co. declares they are not even necessary, and unquestionably its statement is entitled to much weight. "What can be done once can be done again."

But there is this to be said, right to that point. If the Heinz Co. has discovered some secret method of avoiding preservatives, is it fair to insist that its competitors shall do what cannot be done, except by the secret plan which the Heinz Co. naturally refuses to disclose? These competitors say "do everything we can, using all of the general knowledge of the trade, we find no way to avoid preservatives." If the Heinz Co. should accompany its denial with a full disclosure of its own method, then the burden of proof would be upon the other manufacturers to show why they could not do as well as the Heinz Co. by the same method.

And this is what the Heinz Co. should do if its statements are to have any weight with the Federal Government. It is manifestly inequitable to compel the entire balance of the manufacturing trade to follow a standard concerning which they know nothing.

Begin With the Bee to Adulterate Honey.

It Is Learned That German Honey Producers Gorge Their Bees With Sweet Stuff in Order to Increase Production. Dark Colored Honey Colored With Electricity. Foreign Methods of Adulteration Far Ahead of Ours.

Special correspondence of "Grocery World."

Washington, D. C.,
July 26, 1907.

Judging from some information secured during the week from a report just placed on file here by Consul-General Richard Guenther, writing from Frankfort, Germany, the food manufacturers of other countries can give us cards and spades when it comes to the artificial improving of food.

A case in point was reported to the recent annual meeting of the Free Association of German Food Articles Chemists. It was charged and proven that it was the practice of certain producers of honey to feed bees with saccharine substances—gorge them, in fact—in order to increase the production of honey. This will henceforth be considered adulteration in Germany. It was also reported to the convention that the makers of dark-colored Australian honey darkened the color of their product by using electricity.

One prominent chemist gave a number of recipes which occasionally are used for making "finest" marmalades. Potato syrup, coloring matter, acids, washed fruit grains, waste from the manufacture of fruit syrups, etc., are the chief ingredients. For the most part, these are new to most American manufacturers.

HOLT.

The first man to whom we sold books, fourteen years ago, still uses them. Forbes coupon books. See adv.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

II.

INSTRUCTION REGARDING PRUNES.

The valley of Santa Clara in Southern California is famous for prunes just as Maine is famous for corn and Jersey for tomatoes.

Santa Clara prunes are the kind you are selling daily. They differ from the Northern prune inasmuch as the skin is more smooth and the meat is more delicate. They hold the dark color longer and they lack coarseness.

They are the cheapest and the most popular at the present time of all evaporated goods and should be mentioned in taking every order. We have a big stock of 60-70s especially and we must move them before the hot weather sets in.

ABOUT PEAS.

We do not handle "soaks" that is common dried peas cooked and canned.

——— sugar is a pea you can recommend to the average buyer. They're medium in size, but evenly graded and not artificially sweetened.

——— Favorite are a little smaller and of excellent flavor.

——— are of a larger variety and have the champion of England flavor.

—— —— Early Junes are still the favorite, being very small and tender and possessing to a remarkable degree the fresh taste.

—— —— look and taste similar to the French or Belgian kind and can be safely sold to your most particular trade.

Now is the time to push peas. Our stock is heavy and you already have the dozen and case prices.

NEW CUSTOMERS.

Whenever you strike what you know to be a new customer be sure and hand the name and address to the manager.

He will do the "follow-up" part and see that she comes again. He will in the first place acknowledge her business with us by a letter of thanks.

Don't overlook this. Under no circumstances must we lose a customer through no fault of ours.

A record will be kept of the clerk that hands in such names and due credit will be given him for the interest he may take in this excellent way of holding new trade.

COMPLAINTS.

Whatever criticism you may hear from time to time about the store don't hesitate to report it. Getting face to face with our faults is the only way we can remedy them.

We must overcome any prejudice that may exist about our business. The mere fact that it is prejudice makes us all the more earnest to fight it.

State the facts as you hear them. The firm is broad enough to listen to all sides and will think all the more of you for being candid.

New Federal Ruling Hits Ruby Prunes Hard.

Brand Made Cherry-Colored Instead of Black by Use of Sulphur. If Ruling Is to Be Obeyed Cherry Color Cannot Be Obtained. Distributing Agent Issues Circular to Buyers.

The past week has witnessed much discussion over the recent Federal decision that goods containing sulphur dioxid would not for the present be prosecuted, particularly as to the effect of the ruling on California dried fruits, all lines of which are bleached with the fumes of sulphur.

Naturally the Government's ruling gives the fruit people much more than they expected, since it was the expectation that the use of sulphur would be forbidden entirely. For this reason the California people are disposed to

Ready on Our Sample Floors

By far the largest and most varied lines of holiday goods and Fall and Winter general merchandise are ready for inspection on our sample floors in thesse SIX cities:—

New York Chicago
St. Louis Minneapolis
Baltimore Dallas

In quiet, well lighted space used solely for that purpose—we show samples only, all compactly arranged for quick, yet thorough comparison.

Thus—we save your time. Then we make you SURE you know our "rock bottom" by indicating ***net prices in plain figures.***

Hence, the market buying merchant who FIRST sees our display gets soonest the largest number of Fixed Values for Comparing to be used in ALL his buying.

This season—use our sample displays. And to get August business use the goods and plans both in our August catalogue—No. D622 and yours for the asking.

WHOLESALERS OF GENERAL MERCHANDISE

Butler Brothers

The House That Covers the Country

conform with the ruling, although in almost all lines of dried fruits more sulphur dioxid than the 35-1,000 of 1 per cent. is being used.

In some lines, however, the new ruling will probably necessitate some rather radical changes in business methods. For example, the J. K. Armsby Co., agents for Ruby prunes, has, during the week, written all buyers of 1907 Ruby prunes, notifying them that it might be found impossible to conform with the new ruling and still give the brand of prunes named their characteristic cherry color. As is generally known, Ruby prunes command a premium over ordinary brands, partly because of their rich cherry color, other grades being black. Since prunes invariably turn black in the curing, the lighter color must be produced partly by the use of a large quantity of sulphur, though one factor in its production is that Ruby prunes are picked green.

The chance is, therefore, that the buyers of this year's Ruby prunes will either have to take them black, or nearly black, or if they elect to take them red, will buy the chance of prosecution with their fruit.

Grocery and General Store Failures for Current Periods.

Report for Second Quarter of 1907 Shows Fewer Disasters Than Last Year. Figures for June Show Increase in General Store Failures and Decrease in Grocery Failures.

The report of grocery and general store failures for the month of June shows more general store failures and less grocery failures than the corresponding month of 1906. The figures are as follows:

General stores—In June, 1907, 92; liabilities, $731,336; in June, 1906, 71; liabilities, $462,340.

Grocery stores—In June, 1907, 163; liabilities, $480,201; in June, 1907, 168; liabilities, $502,952.

The official report for the second quarter of 1907 is also at hand, and shows for that period a falling off in both lines. The figures are as follows:—

General stores, second quarter, 1907, 264; liabilities, $1,910,131; second quarter, 1906, 271; liabilities, $1,788,012.

Grocery stores, second quarter, 1907, 488; liabilities, $1,999,866; second quarter, 1906, 512; liabilities, $1,761,921.

The New York Letter

Good Prospects for State Food Show. L. J. Callanan Looking Into Paint Adulteration. Death of Grocers' Pet Bills Expected. Sausage Fight Coming. New Cracker Combine Projected.

Special correspondence of "Grocery World."

New York, July 26, 1907.

Thirty-five manufacturers have booths at the State food show, which will be opened Monday in Elmira, under the auspices of the New York State Association of Retail Grocers. The officers of the association are to meet Saturday in Elmira to see that everything is in proper shape for the opening, and some will remain over until the State convention, August 5th to 8th. Secretary Charles Thorpe, who will leave here to-morrow to look after the many details entrusted to him, is confident that this will be, in every respect, a most successful exhibit of food products.

* * *

Retailers, as well as jobbers, give somewhat different accounts of the condition of trade these days, according as they sell chiefly to the city or country trade. One will say that he is selling more canned goods and other articles in large packages than usual. This is explained by the demand from the summer boarding houses and hotels. Another finds it a pretty heavy demand for the small packages, and of course it comes from the city trade, buying from hand-to-mouth in the warm months to an even greater extent than in winter.

* * *

A number of the wholesale dealers in California dried fruits assembled one day this week in the Mercantile Exchange to meet Willard M. Griffin, representing the California Growers' and Packers' Association. He had been to Washington to consult the authorities with reference to the ruling on the use of sulphur in preparing the fruit. The dealers were assured that the fruit would be prepared and forwarded with every care on the part of the packers and that they would take entire responsibility on any question that arises, if any should arise, as to the fruit conforming to the requirements of the food law.

Mr. Griffin said that while the authorities had not receded from their position with reference to the use of sulphur, yet he believed that there will be no trouble. The packers are to reduce the amount of sulphur used, in accordance with suggestions of the authorities, and Government chemists will co-operate with and advise the packers so that business will not suffer if they show a disposition to do what is right. It is inferred that those packers who try to live up to at least the spirit of the law will receive consideration, while the other class will feel the "big stick."

* * *

These being the days when adulterations of all kinds are the subject of discussion, grocer L. J. Callanan is getting ready to direct attention to something different in this line from the usual allegations. Paint is the subject which he has been quietly investigating and on which he will shortly give out some data. He remarks that the average grocer buys considerable paint for painting his store and his home, and is, therefore, interested, as is the general public.

According to the statement that Mr. Callanan is preparing, the adulteration of paint is on a scale that is most surprising. He will advocate the enactment in this State of a law with reference to the standard of paints similar to a statute passed some time ago in a Western State.

* * *

Now comes to the front the "Sausage Trust" and an organization of delicatessen merchants who propose to fight the makers of the wursts. Meetings have been held by the dealers who have made known their grievances which, they say, have been aggravated from time to time. The chief trouble is that the manufacturers allow too small a margin of profit, in the opinion of the retailers, who assert that there is no remedy now because of the manufacturers being in a combine. There is talk of lawsuits and of starting independent factories. Nearly 100 retailers attended the meetings, at which plans were discussed for fighting the "Trust," as it is called.

* * *

To-day being the last day for Governor Hughes to act on the bills passed at the last regular session of the Legislature, the hopes for the wife's liability bill and other measures which the grocers have advocated are not very bright. The bills which the Governor has not approved by to-day will die. Nobody has any line on what the Governor may do, but it is not usual for a Governor to sign many bills at the last minute. Of course, if the grocers are disappointed this time they will begin all over again and have new bills ready when the Legislature meets next winter.

* * *

Brokers and salesmen in the wholesale grocery trade abandoned business cares Wednesday and gave themselves up to the pleasures of their annual golf tournament which took place on the Nassau Country Club grounds. William P. Baker, of Austin, Nichols & Co., proved the champion.

* * *

Representatives of the independent cracker companies in this city deny reports that they attended Monday a conference in this city for the purpose of organizing a new combination with resources sufficient to compete with the National Biscuit Co. One of the independent manufacturers said that they have heard talk of such a movement, but that they have not been invited to a conference and that apparently there is nothing in such reports. Other manufacturers spoke in a similar way. Yet, it is pointed out that whenever a combination is in its embryonic stages denials of this sort have always been heard.

Some time ago it was said that St. Louis people were back of the project for a new cracker trust. The latest report is that Baltimore concerns are to form the nucleus of the new combination, with a capitalization of not less than $30,000,000. Two companies are especially mentioned, the Maryland Biscuit Co., and the American Pie and Bread Co. It is said that M. J. Fitzsimmons represents these companies in the negotiations. There are in New York a half dozen independent cracker com-

panies whose aggregate business is sufficiently heavy to make them attractive to any person thinking of forming a combination. But these manufacturers, besides denying that they have attended any conference, speak as if they prefer independence, even to the alluring offers that a new "trust" might present. FRED A. MCGILL.

This Law Would Straighten Mail Order Advertising

A Bill to Be Introduced in Next Congress by Associated Advertising Clubs of America Penalizing All Forms of False Advertising. Boosting Merchandise a la Department Stores Included. States to Be Asked to Pass Same Act.

Special correspondence of "Grocery World."

Washington, D. C.,
July 26, 1907.

It is announced here that at the next session of Congress a bill will be introduced prohibiting all manner of dishonest and fraudulent advertising. The bill is aimed particularly at fake mining advertising, but will also by design include lying mail-order advertising and patent medicine advertising.

The bill is quite lengthy and cannot be reproduced in full for that reason. Some of the more important extracts, however, forbid the following forms of fraudulent advertising:—

Advertisements of "damaged goods sales," of "fire sales," "bankrupt sales" and the like where merchandise not a part of such "damaged," "fire damaged," or "bankrupt stock," or other stock represented in the advertisement is offered, represented or sold as a part of such stock. Advertisements stating former selling values or present or former worth, in excess of recognized trade standards of selling values or worth, or where values or worth are stated and are represented as worth more than such prices at which the goods or commodity advertised were sold in the regular course of business to numbers of persons within a period of eighteen months prior to date of such advertisement. Advertisements which represent merchandise to be other than as stated upon labels or other markings upon containers or packages of such merchandise, as in the case of food labeled and sold in compliance with pure food laws of this or other States or of the United States.

Advertisements wherein is contained any statement or statements of quantity or quality of merchandise to be sold, and containing exaggerated or false statements of quantity, or where the goods offered are seconds, inferior quality, or otherwise not of standard quality and such facts are not disclosed in the wording of the advertisement. Advertisements offering for sale any merchandise or other commodity described as of one material or substance only, when it is a combination of two or more materials or substances, especially where the undisclosed material or substance is an adulterant or material used to cheapen the merchandise or other commodity, as in instance where goods are represented as "all wool" goods, but are "cotton and wool."

Advertisements containing statements as of fact, when it is a matter of opinion, unless clearly stated as opinion, as where the words "The best in the world," "finest cheviots," etc., are used. Advertisements in which are contained so-called guarantees or promise of guarantee of future increase in value of shares, stocks, bonds, real estate, merchandise or other commodity.

Advertisements predicting future greater values or stating present value of stocks, bonds, lands, merchandise or other commodities, and wherein is contained, as an incentive to purchase the stocks, bonds, lands, merchandise or other commodities, a description of the procedure, success or results of any similar enterprise or process of manufacture or similar merchandise.

The bill will be fathered by the Associated Advertising Clubs of America, which will also endeavor to have the same act passed by each individual State.

HOLT.

Olives.

Francis H. Leggett & Co., of New York, announce in this number of the "Grocery World" a line of bulk and bottled new-crop olives. As Leggett & Co. are known far and wide as large handlers of olives, it will pay our readers to make a note of "Leggett's" offerings.

Write for copy of "Premier Enquirer." Unique, artistic, instructive and interesting. Most up-to-date grocery paper published. Please mention "Grocery World."

Tourist Almoco Golden Drip

These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.

Levering Coffee Co.
Baltimore, Md.
Established 1842

Does Light Attract YOU?

We believe you'll say yes—as a matter of fact it attracts us all. If you could induce almost everybody who passed your store to stop and look in your window, and you had something there which made them remember your store, would you increase your trade? We think you'll say yes again. You can put a display of goods in your window which you can afford to sell close and light it with electric devices in such a way that every passer-by will stop to look. You can so impress them that they will come in the next day to buy. You know what to do with them when they come in. Sell them enough to pay the cost of your lighting for a month.

We will show you how it can be done if you will go to the phone and call us up. Don't wait a day. Start to increase your trade NOW.

The Philadelphia Electric Co.
TENTH AND CHESTNUT STREETS

KLEENATUB

THE NAME TELLS THE STORY WITHOUT ANY TALKING

A display carton of 12 packages of KLEENATUB on your counter will bring you a steady income.

KLEENATUB is being extensively advertised
KLEENATUB pays a handsome profit

ORDER THROUGH YOUR JOBBER

The Wrigley Mfg. Company, Philadelphia

MAPLEINE

Are You In?

HERE'S THE KEY

and your profits at the end of the year with increased patronage thru

"MAPLEINE"

is what will lock your customers and new one's to you. They turn your name over time and again, as **Mapleine** daily delights its customers.

ISN'T THAT

what you want? or do you want this trade to go to the merchant who sells it. *You'll* realize before long what you lose if you do not turn your order in to-day.

E. E. HARDING & CO., Agents
200 South Front Street, Philadelphia, Pa.
CHAS. W. JACOBS & ALLISON, 18 Cedar St., NEW YORK CITY
Manufactured only by
CRESCENT MFG. CO., Seattle, Wash., U. S. A.

USE THEM! WHY?

BECAUSE

The first man to whom we sold coupon books still uses them. BECAUSE:—Many of our customers have been using them regularly for fourteen years. BECAUSE:—We are making and selling more books this year than ever. BECAUSE:—Some of our customers who left us to try other systems have come back to

FORBES' INDEXED COUPON BOOKS

BECAUSE:—They are recognized more each year as the best, simplest, safest and most satisfactory short way of keeping accounts. BECAUSE:—A week's book-keeping can be done in an hour. No losses from forgotten charges. Prevents disputes. Cash buyers like them. Made in all sizes. Sent to you carriage charges paid.

Let us send you samples at once.

J. P. FORBES, Forbes Building, Coshocton, Ohio

If you could read the many letters that we receive from enthusiastic housekeepers, you would wonder why you ever thought "King Midas" flour too high priced for your trade.

With the help that we give and his own enthusiasm, a go-ahead grocer can double his flour business with "King Midas."

Better let us tell you more about it.

SHANE BROTHERS CO.

670 Bourse Philadelphia

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

THE GROCERY MARKETS

Tea.

The tea market is absolutely unchanged from last week. The entire line of prices is steady and without even slight fluctuation. First and second crops of both new Japans and new Formosas have practically been closed out, having sold at comparatively high prices. The demand for tea is only fair.

Coffee.

The market for Rio and Santos coffee has ruled very dull during the past week, and options have declined about 15 to 20 points. Actual Brazil coffee remains about the same. The cause of the weakness in options is that the speculative trade have stubbornly stayed out of the market, which is the very last thing the syndicate want or can stand. In the absence of speculative interest, the market will continue to sag of its own weight. Mild coffees are steady and unchanged. Mocha is steady, except the long bean, which has declined a fraction. Java has scored another advance, a thousand mats having been sold in New York during the week at 1 cent per pound advance over the June sale price.

Syrup and Molasses.

Glucose is unchanged for the week. As reported elsewhere, the Trust announced during the week that it would now supply bleached-white glucose if the trade desired it. This is under the Federal Government's decision that sulphur dioxid can temporarily be used in food. Compound syrup is dull and unchanged in price. Sugar syrup is in fair demand at ruling prices. Molasses is quiet and unchanged. The sulphur dioxid decision has been a godsend to the Louisiana syrup and molasses people, as they were greatly perturbed over their coming crop.

Sugar.

The raw sugar market has rapidly improved during the past week, owing to a variety of causes, chiefly reaction from a too depressed market, improvement in European growing weather and excess of meltings over receipts. Refined sugar is unchanged, but if raws continue firm nobody would be surprised to see an advance. The demand for refined sugar is fair, as is usual at this season.

Fish.

New mackerel is in good demand, mainly because most grades are scarce. The supply of new shore mackerel is still light, and the price is gradually advancing, due partly to scarcity and partly to improving quality. New Irish mackerel is also available, but in very small quantities. New Norways have shown rather poor quality and the price has therefore been comparatively low. Cod, hake and haddock are all dull and unchanged in price. Domestic sardines are in fair demand at unchanged prices. Imported sardines are firm and wanted. Salmon is fairly active and unchanged. Future sockeye prices are still not forthcoming.

Canned Goods.

Tomatoes, both spot and futures, are unchanged in price, and as to futures, quiet. There is a small demand for spot goods, however, in spite of the expectation of a good big pack. In spite of the fact that the crop expecta-

tions are large and ruling prices high, nobody seems inclined to sell short or to speculate in any way. Corn is very dull at unchanged prices. Peas are in light demand at steady prices. There has been no recession from ruling prices. New York State packers will deliver only about 75 per cent. Apples are unchanged and in moderate demand. Peaches are unchanged and very dull. Sales of future California canned goods have been very large, confirmations of orders placed subject to approval of price having been general. The line of small Baltimore canned goods is unchanged, with the exception of string beans, which show a sharp advance.

Dried Fruits.

Nothing is doing in prunes, but an advance is prophesied, owing to the heavy drop of the growing fruit on the coast. As stated, there has been no change as yet, but the feeling is strong, and sellers are very few. Peaches are unchanged. The sulphur decision has unsettled the market very much, owing to the fact that more than the maximum percentage of sulphur allowed by the Government is used in peaches. On this account certain large buyers are refusing to accept, as good delivery peaches sold for future delivery and bleached in the usual way. Certain brands of prunes are also deeply affected by the ruling. Raisins are unchanged, but still firm. The spot supply is exceedingly low. Apricots are unimproved in condition. Currants are in fair demand at steady prices. Apples are firm and unchanged in price.

Beans and Peas.

Pea beans are unchanged, and the demand is moderate. Marrows are very slow at ruling prices. California limas rule unchanged, both coast and spot, and the demand is light. Split peas are unchanged. Green and yellow splits are both firm and green are scarce. Whole dried peas are high and scarce.

Butter.

There has been no change in the price of any grade of butter, but the feeling is easier. The receipts continue liberal, and the present outlook is for a decline of probably 1 cent per pound. There is a good consumptive as well as speculative demand. The decline was due chiefly to the increase in make. The quality is running very good for the season, and the future market depends largely upon the future make.

Eggs.

The egg market is very firm at the recent advance. The prolonged spell of hot weather is responsible for a good part of the receipts showing defects, and this has made fancy eggs, free from heat, very scarce. Fresh eggs clean up on arrival, while under grades are slow and the price nominal. Present conditions are likely to exist as long as the weather remains warm, and there is, therefore, not likely to be any radical change in the near future.

Cheese.

There is no change in the jobbing quotations on cheese, but the market is a little easier, and the country markets show a decline of ⅛ cent per pound. The quality of the present make of cheese is running good, as is usual for the season. If there is any change in price it will be a slight decline, owing to the extreme high prices prevailing.

Provisions.

The provision market remains about in the same condition as for the last two weeks. There is a very good consumptive demand for everything in the smoked meat line, but the supply is ample, and no material changes in price are looked for soon. Pure and compound lard are firm and unchanged, the demand being good for both. Dried beef, barrel pork and canned meats are about unchanged and in very good demand.

Produce.

New potatoes, $2 to $2.50 per barrel; seconds, $1.25 to $1.50, demand fair to good; spinach, $1.50 per barrel, scarce and in good demand; watercress, 2½ cents per bunch, demand fair; cucumbers, 75 to 80 cents per basket, demand good; cabbage, 40 to 50 cents per barrel, demand fair to good; squash, 30 to 35 cents per basket, demand fair to good; peas, 50 to 75 cents per basket, demand good; string beans, wax, 50 to 60 cents; green, 40 to 50 cents, fair to good demand; yellow onions, 65 to 75 cents per basket, demand fair to good; new carrots, 1½ cents per bunch, demand poor; scullions, $1 per 100, demand poor; radishes, 1 cent per bunch, de-

Hams and Bacon Are in Demand

Are you giving your trade the best values for their money? You can easily do so by giving the people what they want and that is

Burk's "Crown Brand" Hams

which are plump, have short shanks and round butts, are sweet, being sugar-cured; mild, because they are not old, and of fine flavor, being smoked a nice bright color, which is only possible by using hickory wood.

They are sold by the leading retail grocers in Philadelphia, having the most select and exacting trade.

Burk's "BUTTERNUT" Bacon

is the only substitute for "Crown Brand" Hams. It is selected from corn-fed hogs, specially cured with granulated sugar, mild and of exquisite flavor and taste.

It is put up in narrow strips, strung with white cord, cut absolutely square, making any waste impossible; wrapped in highly glazed and parchment paper and embellished on two sides with an attractive blue and white label.

A red seal is attached to the cord, stating the specific merits of this bacon, which is also known to the trade as the **"5-B" Bacon,** because of its name.

Burk's Butternut BONELESS Breakfast BACON

This Bacon was first introduced at the National Export Exposition, held in Philadelphia in 1899, and it is largely due to its ever-increasing popularity that

Burk's Pork Products

are known in every household in the Quaker City.

LOUIS BURK

GIRARD AVENUE AND THIRD STREET

PHILADELPHIA

BELL'S SEASONING

You have no idea what a variety of ways your customers have for using garden herbs as seasoning.

Some will use sage alone, others thyme alone, others sweet marjorum, others a combination of two or three, but not one out of a hundred will use a full combination of garden herbs and spices. And so they miss just that much of the delicious result.

Bell's Spiced Seasoning is not a hit or miss seasoning, neither is it a combination of two or three ingredients. It contains all the garden herbs and spices that will go together and is the very perfection of delicious seasoning.

For roasts, poultry, soups—everything, in fact that requires seasoning. We have never known a woman to drop ***Bell's Spiced Seasoning*** when once she tried it.

THE WILLIAM G. BELL COMPANY

BOSTON, MASS.

A Tip to Grocers Who are in Business to Make Money

Nothing will clean Porcelain Tubs as quickly and thoroughly as **Porcela**—which means you please your customers by recommending it. You not only make as good, or a better profit on it than you do on many inferior articles of a similar character, but by concentrating your efforts on its sale alone you are certain of a very handsome present as a reward for your efforts, as every case contains Universal Coupons, and it won't take you long to get enough of them to entitle you to almost anything you may need—a new Safe, Roll-Top Desk, Standard Platform Scales, new Harness, or even a good Wagon. The same coupons are packed in **Radax** and **Tilo.**

THE PORCELA COMPANY

PITTSBURG, PA.

C. L. SEXTON, 241 S. Front Street, Philadelphia Representative

mand poor; rhubarb, 2 to 2½ cents per bunch, demand fair; salad, 20 cents per barrel, demand poor; new beets, 1½ to 2 cents per bunch, demand fair to good; turnips, 25 to 35 cents per basket, demand fair; green peppers, 60 to 75 cents per basket, demand fair.

Green Fruit.

Bananas, firsts, $1.50 to $2; 8-hands, $1 to $1.25; 7-hands, 75 to 90 cents; 6-hands, 50 to 65 cents, fair to good demand; red. 75 cents to $2 per bunch, demand fair; lemons, $4 to $4.25, demand fair to good; pineapples, $2.50 to $5, demand poor; California oranges, $5 to $5.50 per box, demand fair to good; limes, 80 cents to $1 per 100, demand poor.

Nuts.

Peanuts, green, choice, 5½ cents per pound; fancy, 7 cents; jumbo, large, 8 cents; roasted, choice, $1.25 per bushel; fancy, $1.50; jumbo, large, $1.65, demand fair; Brazil nuts, 8½ cents per pound; filberts, 10½ cents; pecans, 16 cents; walnuts, marbots, 12½ cents; mixed nuts, 11½ cents, demand poor.

MARKET NOTES.

Peaches are now coming from Alabama as well as Georgia. The Alabamas are not particularly good and average $2 per crate. Georgia peaches range from $1 to $3 and the quality is good. The first few baskets of New Jersey peaches are in market, averaging $1 per truck basket. The quality is poor. Delaware peaches are again expected to be short this year.

—

Raspberries are winding up their season. The range is 5 to 8 cents per pint, and the quality is fine. The demand is good.

—

Blackberries seem to be wanted at 7 to 10 cents per quart. The entire receipts are from near-by points.

—

Huckleberries are coming freely from near-by points and range from 10 to 12 cents. The demand is active.

—

Florida watermelons range from 20 to 40 cents each and are wanted. The quality is excellent.

—

Jersey tomatoes have come into market more plentifully during the past week, and the price has declined to $1.25 to $1.50 per basket. The quality is still poor.

—

North Carolina limas range from $2 to $3.50, and the demand is good.

—

New apples are straggling into market, but the quality is mostly poor. The price ranges from 25 to 75 cents per basket. The demand is fair.

—

California pears are coming forward and range from $3.50 to $3.75. The demand is fair.

—

A few grapes have come North from Florida, but the supply has now stopped temporarily.

—

Jersey corn is now coming forward, but the quality is poor. The range is 50 to 75 cents per basket and the demand is fair.

—

New Jersey eggplants are quoted at $2 per basket. Florida is still shipping North, and the quotation is $2 to $2.50.

New Rice Opening High.

Market for New Crop Mississippi Rice Opens at Seven and a Half Cents for Fancy Head. Somewhat Above Spot Price.

Judging from the opening price of new Mississippi River rice, there is not soon to be much cessation from the high rice prices. New fancy head rice has opened at 7½ cents per pound, f. o. b. Southern shipping points. Spot rice of the same quality is ruling at 7 cents in barrels and 6¾ cents in pockets.

The prices here given are on what is known as the early crop of rice. The high opening values are not due to crop shortage, as the expectation is for 465,000 pockets, which is a good crop. The entire country, however, is bare of rice, owing to last year's shortage, and the demand is therefore expected to absorb the entire early production in a very short time.

Certain Northern rice operators are selling the market short; that is, taking orders about ½ cent below the New Orleans market, with the apparent intention of holding back shipment until the price may drop. These people are reported to have secured a considerable amount of business on this basis.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

A Harrisburg, Pa., correspondent, who by the way neglects to sign his name, asks me to say a few words on what should be a grocer's attitude toward his competitors in his advertising. "I know a good many think a competitor should be ignored," he writes, "but I do not see how a live business man can ignore men who are endeavoring in every way they can command to get his trade."

* * *

I should like to make it plain that I do not like anonymous communications. In a perfectly proper query like this there is no reason in the world why the writer's name should be suppressed. Understand, I am always ready to withhold names, if correspondents desire, no matter how trivial I may think the reason, but I have a right to insist that the name be given to me, at any rate. However, I am willing to assume that the Harrisburg correspondent omitted his name through an oversight, and will discuss his question on that assumption.

* * *

Undoubtedly the dignified way to treat a competitor in your advertising is to ignore him absolutely, if you can, though fewer and fewer advertisers are able in this day to do it, it seems. Take the case of John Wanamaker's Philadelphia store. Ten years ago you could search Wanamaker's advertising from one year's end to another without finding one single reference to a competitor. To-day you can scarcely read one of his advertisements that doesn't refer to competition in either of two ways. In the case of other large stores, the Wanamaker advertising very frequently makes all manner of biting charges of fraud and misrepresentation; even calling such names as "sharks." In the case of the smaller stores the Wanamaker advertising has adopted a lofty, benignant tone of patronage. "Don't blame the little stores if you don't find what you want there. They are doing the best they can. Naturally they could hardly expect to compete with us, with their limited capital and small resources." Very clever, I consider this, and very effective.

* * *

My own idea of the treatment of a competitor through advertising is to fit yourself to the competitor. From the beginning, and through it all, I should admit that mine was not the only store. Not the plan of Gimbel Bros. with their grocery department—to assert that before they came there were no good grocery stores, and that the only good one now is theirs. I should take this position: "There are other good stores. I am working and thinking night and day to make this just a little bit better than the others—better in values given, better in service—and I believe I have succeeded. But not for a minute would I assert that mine is the only good grocery store here. Of course, there are other good store. But there always must be a best, you know." This fair attitude of frankness makes a good impression on everybody. It shows a desire to be square and just, and no business attitude yields higher dividends.

* * *

I would never go out of my way to mix up with a competitor. If he made any untrue insinuations against me I should come back just as hard as I could and try to give him just a little better than he sent. For example, in a little village I know of in New York State there are only two exclusive grocers. These became enemies over a personal matter, and one hinted one day in a circular that there was considerable short-weight goods in town, and the public should beware. Naturally this pointed direct to the other grocer. My judgment in a case like this, particularly in a small village where people are narrow, is that it never pays to ignore such insinuations, and when the grocer who was attacked in this case struck back he did exactly right. First he drew up an affidavit that never once since he had been in business had he given any less than full weight. Then he deliberately accused the grocer, who was the aggressor, of selling three brands of goods that had been found to be adulterated by the State food officials. There was quite a monkey and parrot time for a while, and I admit that this was unfortunate and should be avoided wherever possible, but in this case it was preferable to sitting down and taking an ugly insinuation. There was talk of libel suits and challenges and all that sort of thing, but in the end the grocer who had started the row subsided and subsequently kept very quiet.

* * *

So that my creed as to the treatment of a competitor in your advertising is to ignore him as long as you can, admit that he is a good business man whenever it comes in your way to do it, but defend yourself when attacked just as sharply as possible.

Cantaloupes are from Georgia and Arizona; California is done shipping. The Georgia melons range from $1 to $2 and the Arizonas $2.50 to $3.50. The latter are scarce and active.

LUSTRE BRAND is a strictly pure flint glass selected lamp chimney, composed of the finest material money can buy, and will not break from heat.

For sale by all leading jobbers

R. E. TONGUE & BROS.

Allegheny Ave. and Amber St.

PHILADELPHIA

Let's Do Straight Business

We contend that all canned goods packers should sell on a 100 per cent. delivery contract; that is deliver all they sell and not 50 per cent., 75 per cent. or 20 per cent.

That is the only sane and sensible way to do business. It is the only way that can give either the jobber or the retailer a square deal.

We lead off with **Blue Bell** and **Clover Farm** canned goods, which are sold to the jobber on straight 100 per cent. contracts. The jobber gets all he buys, you, his customer, get all you buy. Oh, the satisfaction we all have in doing business that way!

If you are in favor of reforming one of the loosest business methods extant and at the same time of protecting yourself from loss every time a pack is short, specify **Blue Bell** and **Clover Farm**—the finest Maryland canned goods of their grade packed.

Strasbaugh, Silver & Co

ABERDEEN, MARYLAND

These Meats Are Pure!

All wise grocers now regard the guarantee of purity as the most important part of their meat deals.

Buy no meat or meat product without a guarantee if you value your trade and the health of your customers.

Our ***Vienna Sausages, Bolognas*** and ***Smoked Tongues*** are guaranteed absolutely to conform with all food and inspection laws of State and nation.

M. ZIMMERMAN COMPANY

Main Office: 318-24 E. Houston St., N.Y.

Branch Offices { 717 N. Second St., Phila., Pa. / 125-27 Fulton St., Boston, Mass.

The Best Known and Known As the Best

At the four corners of the United States and all points between, you will find the *Exton Cracker* just as much in evidence as it is on the four corners of this ad. Its widespread prosperity is due to one thing and one thing only—

QUALITY

No food product could live from 1847 to 1907 unless it was so good it couldn't be excelled—even our enemies admit that it hasn't been equalled yet. ∴ ∴ ∴ ∴

A. Exton & Company

TRENTON, NEW JERSEY

More Customers More Profit

If you push Beardsley's Shredded Codfish, Acme Sliced Beef, Star Boneless Herring, Acme Sliced Bacon, Acme Washed Figs and Peanut Butter, you are certain of pleased customers and more profit. These goods can't be beaten and we have never seen them equaled.

Besides giving you as good a profit on them as you can make on any high-grade goods of a similar character, we pack Universal Coupons in each case for the retailer to increase his profits. These Coupons are exchangeable for any article of household or store merchandise, and if you save them you will soon have enough to bring you a new delivery wagon. If these products are new to you, send for booklet.

J. W. Beardsley's Sons

474-478 Greenwich St. NEW YORK

Getting Back Into the Business.

A friend of mine threw up the grocery business last week and took a job as salesman.

Not for a wholesale grocery house either.

He had a little store in Columbus, Ohio, which made him a comfortable living and maybe a little more. Man about 40. His store's been up for sale for nearly a year, and when he finally got a buyer he had to let the place go for less than inventory.

I saw him last week just after the papers had been signed.

"You don't know when you're well off," I said, when he told me.

"Don't I, though!" he retorted. "By George, I never was so happy in my life! No more of the grocery business for me! I think it's the worst business on the face of the earth! Gee whiz, but maybe I ain't glad to get out of it!"

"What's the wife think?" I asked.

"Well," he said, "she hopes for the best."

Women are keener about these life changes than we are. "Hopes for the best" told me her attitude just as if I'd heard it from her own lips.

Now, I'd like to bet a thousand dollars that this Columbus man who thanks Heaven he's out of the grocery business and never wants to look a grocery store in the face again will be back in the grocery business, or wish he was, within two years.

Because he was a good grocer and made a success of his store.

I've known a lot of fellows who weren't cut out for the business at all to leave it and never get back, but I've known almost none to get out and stay out, if they were good grocers and got out simply to get into some other business they ought was easier.

There was the case of a grocer I knew in Philadelphia. Many a time he's kicked to me about the hard work he had to do. "Gettin' up at 2 o'clock in the morning to go to the wharf to buy truck!" seemed to be the worst thing he had against the business.

"If you're looking for cinches," I said to him once, "we're just out."

"I don't want any cinch," he replied, "but the grocery business is a mean, grubby, dirty business and I'm going to get out of it just as quick as I can!"

Several weeks after that I saw him again. He told me he had a chance to get into the saloon business and was tickled to death over the prospects.

"I may get into poltics the first thing you know," he confided to me in great glee, and that night I prayed for him.

He let his store go for bare invoice—and he had a peach of a little place—got his license and started in to sell rum.

What d'ye think of a man who would rather sell gin than food?

Only last week that man's wife told me he was so sick of his stinkin' saloon he couldn't sleep at nights. He was going to let it go, she said, the very first minute he could and get back into the grocery business.

I've known I don't know how many experiences like this. Grocers who would have liked their business all right if they hadn't seen some other they thought was easier, giving up a good established business to get into the one they thought easier, and getting a lovely case of cold feet within six months!

I remember one case where it was the wife's fault; all women ain't sensible, you know.

Her husband had a fine store, and was so wrapped up in it that he insisted on doing most of the work himself. He liked it all right, but his wife thought he worked too hard and dogged at him till he sold out. With the money he got he bought a partnership in an insurance business.

I don't wonder you say "wellibedam!" I didn't *say* it, because I'm always a perfect lady in conversation, but I thunk it several times.

To that dear wife, anxious over her hard-worked husband, the insurance business seemed just the nicest, most refined business going. No aprons, no dirty hands, no night work, no anything objectionable.

The insurance business was all right, but her husband was as well cut out to succeed in it as a blind rhinocerous. He walked his

NEW CROP
Bulk Olives

Spot or Future Shipment

	Premier No. 3 Queens	Nabob No. 1 Queens	Nabob No. 3 Queens	Nabob Manzanilla
1 Gal. Oak Kegs, . . .	$2.10	$1.85	$1.55	$0.95
5 Gal. Oak Kegs, . . .	1.95	1.70	1.40	.80
10 Gal. Oak Kegs, . . .	1.85	1.65	1.35	.75
15 Gal. Oak Kegs, . . .	1.82½	1.62½	1.32½	.72½
30 Gal. Oak Bbls., . . .	1.80	1.60	1.30	.70

Above prices are all per gallon full measure. The Olives are large and firm, and of splendid color. Write to-day.

BOTTLED OLIVES

We are offering several very desirable lines of Bottled Olives at prices that, so far as we know, none of our competitors are in position to meet.

PREMIER OLIVES

		Per doz.
10 oz. Patent Bottle, No. 3, Queen, . . .	2 doz.	$2 40
18 oz. Patent Bottle, No. 3, Queen, . . .	1 doz.	4 80
No. 20 Cylinder Bottle, No. 1 Queen, . .	1 doz.	4 80
28 oz. Patent Bottle, No. 1, Queen, . . .	1 doz.	7 50
No. 6 Ring Bottle, Stuffed Manzanilla, .	2 doz.	95
No. 8 Cylinder Bottle, Stuffed Manzanilla,	2 doz.	1 50
No. 7 Cherry Bottle, Stuffed Manzanilla, .	2 doz.	1 50
No. 12 Cylinder Bottle, Stuffed Manzanilla,	2 doz.	2 25
No. 12 Fluted Bottle, Stuffed Manzanilla, .	2 doz.	2 40
No. 12 Fluted Bottle, Tri, ...	2 doz.	2 40
No. 12 Fluted Bottle, Cafe, ...	2 doz.	2 40

NABOB OLIVES

No. 12 Cylinder Bottle, No. 1, Queen, . .	2 doz.	2 40
No. 12 Cylinder Bottle, Small Queen, . .	2 doz.	1 45
No. 8 Cylinder Bottle, No. 1, Queen, . .	2 doz.	1 50
No. 10 Cherry Bottle, Manzanilla, . . .	2 doz.	1 50
No. 7 Cherry Bottle, Manzanilla, . . .	2 doz.	90

In 10-case lots of one kind or assorted, 5 per cent. trade discount.

New York, July, 1907.

FRANCIS H. LEGGETT & COMPANY
NEW YORK

N. B.—Refer to our catalogue "Premier Enquirer," page 44, for style of bottles enumerated above.

poor old hoofs off trying to do business and fell down completely. After only three months of it he managed to get out, but he dropped several hundred dollars and when he went to buy his old store back he got squeezed about $300 more.

But he's back, and he told me himself that the first night after he got the store again he cried himself to sleep for joy.

"I don't care if I work myself to death!" he told me, "this old business and this old store are good enough for me!"

No, sir, I can't even think of one case in my experience—I stopped writing just now and tried to—where a man left the grocery business simply and solely to get into something easier that he didn't get back into it sooner or later.

When all's said and done, boys, it's a pretty darned good business! Why, a man that owns a good grocery business in a country town ought to thank God he's alive! None of us who have to work for a living has any more reason to, I can tell him that, and few as much!

THE STROLLER.

Suit to Test Government's Rulings on Pure Whisky.

Manufacturers and rectifiers of blended whiskies are much interested in the suit now in course of preparation to test the rulings of the Federal Pure Food Commission in regard to the labeling and sale of such goods. When counsel fully decide upon the plan of attack a special package is to be prepared and shipped from one State into another, thus placing it in interstate commerce and allowing of prosecution. Great care is to be taken in arranging this package so that every point in the case may be brought before the courts. The main point will be to get a decision on the proper definition of the term "like substances," the blenders contending that this product is in reality whisky and not "imitation whisky," as it must be labeled, according to the rulings under the Food and Drugs Act.

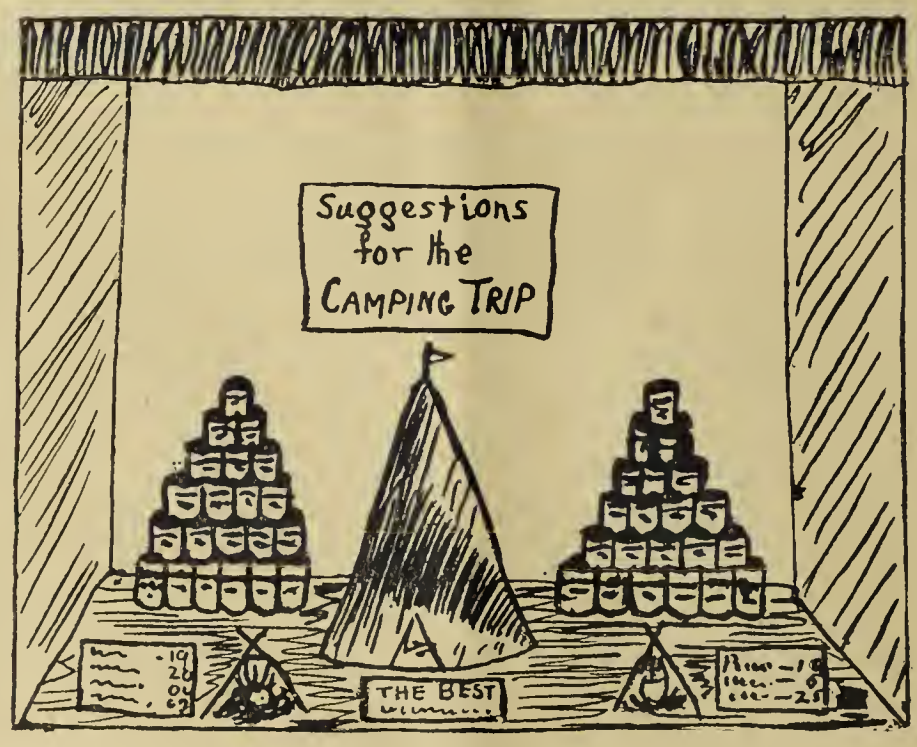
Some products possess excellent qualities when first put on the market, but they afterwards deteriorate. It is not so with Snider's Catsup. It has been on the market twenty-five years and is better to-day than ever.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Camping Goods Display.

For making an attractive and inexpensive fancy window display, suitable to this season of the year, procure a little sheet of cotton or canvas goods and with the aid of a few pieces of wood make a little tent in the centre of the window. On the sides of the tent build a small camp fire by arranging a couple of sticks, as in the illustration. Have a can or a small kettle hanging from the crossed sticks, under which put a few chips of wood so as to represent a fire. In the rear of the camp fire have various canned goods built up in the form of a triangle and in the front of the window have signs with a list of the various delicacies stating their prices.

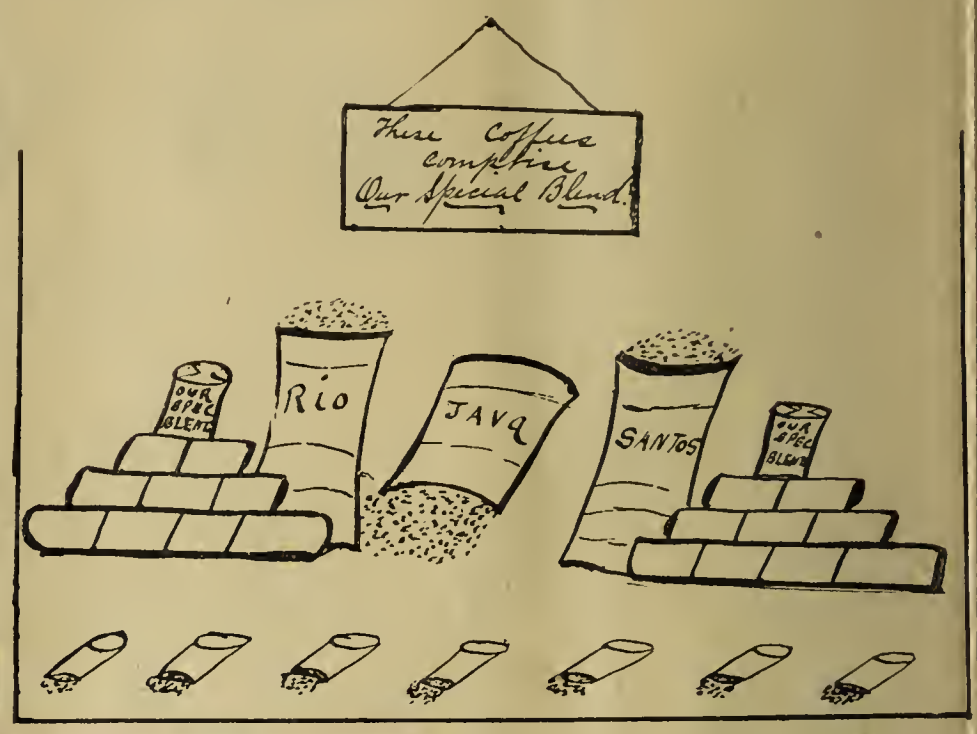


This window arrangement is very simple and attractive and the only expense connected with it is the tent and the unkindled camp fires.

J. KNOOP,
929 Jefferson street,
Phila., Pa., July 25, 1907.

A Package Coffee Window.

There appears to have been a great interest taken in my article of July 1st on a coffee window, as I have had quite a number of inquiries from different States, and as far down as Georgia commenting on the same, and asking for formulas for blends. So I will give you another one for a package coffee window in the illustration.



First of all have your coffee done up in neat and attractive paper or carton packages, make pyramids in front of and on either side of the window, with the name of the coffee to the front, and having open packages arranged along the front edge of the window.

In the centre of the window and between the pyramids place a bag half full of roasted coffee, with the bag rolled back, lying flat on the floor and allowing the coffee to spill out, while on each side, and a little back of the pyramids, place a full bag of roasted coffee, with top of bag rolled down, and showing the coffee heaped high in the bag.

Have the three bags plainly marked with stencil what kind of coffee it is, or have the name printed on neat cards and placed on the top of each bag.

Then hang a printed card from the ceiling by invisible wire or light thread with this sign:—

"These coffees comprise our special blend" (or the name of the blend you are showing).

This window can be made very attractive by filling the bare spaces with the package goods.

H. J. GUNDAKER,
Mgr. coffee department of M. S. Miller & Co.
Lancaster, Pa., July 26, 1907.

A Big New York Concern to Share Their Profits with Retailers.

The Knickerbocker Chocolate Co., of New York, who have for years very extensively advertised their Barker's Hasty Lunch Chocolate and Bedford and Blue Ribbon Cocoas, have recently made an arrangement to share their profits with retail grocers. They have identified themselves with the Manufacturers' Trade-mark Association of New York and are packing Universal Coupons for dealers with their goods to give them an extra inducement for pushing them.

This proposition should interest grocers everywhere because of the character of this firm and the well-known popularity of its products. Universal Coupons are the most valuable premium vouchers ever issued because they are exchangeable for such high-class merchandise and because they come to grocers from so many sources, they can accumulate enough of them in a short time to entitle them to such articles as roll-top desks, platform scales, delivery wagons and even pianos and automobiles.

In pushing Barker's Hasty Lunch Chocolate, Bedford Cocoa and Blue Ribbon Cocoa grocers are certain of two things which are important—pleasing their trade and getting an extra profit which they can't get with any other chocolate or cocoa on the market.

As to Cutting Meat

Two Authorities on the Subject Express Opinions. Western Man Says Cutting of Carcass Meat Most Difficult Part of Meat Business. Washington Retailer Wants to Be Shown.

The article in a recent issue of the "Grocery World" giving an interview with a wholesale meat dealer, in which he expressed the opinion that if retail meat dealers would inform themselves more fully on how to cut meat without waste the prices of meat need not be so high, has aroused much attention and some criticism. One expression of opinion apropos of the article in question has come from J. F. Boes, of Bay City, Mich., whose statement is as follows:—

> The cutting up of meat, particularly carcass meat, is the most difficult problem that the butcher has to solve to-day, and until he can solve this problem he will never be in a position to make a success of the butcher business. To begin with, it is unreasonable to think of getting a gross profit of 35 per cent.; there are more who sell for 20 per cent. or even less. The great trouble is that most butchers merely take into consideration the large per cent. of profit which they make on the better cuts, and lose sight of the loss on the cheaper cuts, such as waste shank, suet flank and even plate. A man can buy ribs, loins, plates and all cuts of meat and figure his percentage, but when it comes to a carcass of beef the greater amount of men sell it by guess or according to their competitors.
>
> What I want to ask is, is this a safe way of doing business? Take a grocer, for instance, when potatoes, butter, eggs, flour or any other article advances the grocer advances the selling price accordingly, so as to make the same per cent. of profit, and it matters but little to the grocer what any article costs, as he bases his profits accordingly. But, on the other hand, the butcher wants to maintain a fixed retail price on his meats the year around regardless of what they cost. This is an utter impossibility. It is true that when beef costs 5, 6 or 7 cents by the carcass the butcher can make some money because the percentage of pounds of beef that command a larger price than the original cost is greater than the number of pounds that are sold for less, but as the price of meats advances the number of pounds of the cheaper cuts increase. For instance, beef at 9 cents by the carcass cuts about 70 per cent. to the better cuts and 30 per cent. to the cheaper, and when beef costs 10 cents it will cut about 50 per cent. to each. This is based on a profit of 35 per cent. On a 20 per cent. gross profit beef will cut as follows:—

	Cheap Cuts. Per Ct.	Better Cuts. Per Ct.
Beef costs 5c. by carcass.	30	70
Beef costs 6c. by carcass.	34	66
Beef costs 7c. by carcass.	37½	62½
Beef costs 8c. by carcass.	41	59
Beef costs 9c. by carcass.	45½	54½
Beef costs 10c. by carcass.	54½	45½

> Better cuts means anything that brings more than the first cost; cheaper cuts, that which brings cost or less than cost.
>
> This table should convince any butcher that he makes money when beef is 7 cents or less, and why at 8 cents or 9 cents he scarcely breaks even, and at 10 cents actually loses money.

800 lbs. carcass beef at 9c. per lb.	$72.00
35 per cent. gross profit	25.20
Total	$97.20
124 lbs. loin at 20c.	$24.80
108 lbs. round steak at 15c.	16.20
42 lbs. rump roast at 12½c.	5.25
88 lbs. rib roast at 18c.	15.84
92 lbs. plate and brisket at 8c.	7.36
180 lbs. chuck at 11c.	19.80
18 lbs. flank at 7c.	1.26
18 lbs. suet at 6c.	1.08
50 lbs. shank, 30c. each	1.20
16 lbs. neck at 7c.	1.12
32 lbs. trimmings at 3c.	.96
20 lbs. beef from shank at 11c.	2.20
12 lbs. waste	...
800 lbs. at 12⅛ c.	$97.07

> This means trimmed meat ready to sell.

Another communication comes from F. G. Alexander, 945 R street Northwest, Washington, D. C. Mr. Alexander is a retail dealer and wants to be shown. He writes as follows:—

> I am not from Missouri, but that wholesaler that gave your representative the explanation of present excessive meat prices will have to show me. I have been cutting meats for thirty years and over, and I would like him to tell us retailers, through your paper, how to cut 14½ cents a pound out of a side of beef and not charge exorbitant prices. I do not believe he ever did it. He should give up the wholesale business and join the retailers.

ASSOCIATION NEWS.

Cleveland, Ohio.

The Cleveland (Ohio) Retail Grocers' Association is circularizing the local unions and requesting them, as champions of the shorter workday, to extend their influence and support to close all grocery stores and meat markets on Sunday. The United Trades Council has heartily indorsed the movement, and delegates were instructed to urge the affiliated locals to assist the grocers to enforce the shorter work week.

Pennsylvania Retail Merchants' Association.

The following is the official programme for the annual convention of the Pennsylvania Retail Merchants' Association, to be held at York, Pa., August 20th, 21st and 22d:—

TUESDAY, AUGUST 20TH.

10 A. M.—Call to order, W. H. McClellan, York, Chairman of the Convention Committee.
Invocation, Rev. T. S. Woods, New Brighton.
Address of Welcome, J. St. Clair McCall, Mayor of York, on behalf of the city of York.
Address of Welcome, Morgan E. Gipe, York, President of the Merchants' Association, on behalf of the merchants of York.
Response to Welcome, A. M. Howes, Erie, on behalf of the Retail Merchants' Association of Pennsylvania.
Response to Welcome, S. W. McCuen, President, Oil City, on behalf of the merchants.
Organization of Convention, Albert Kaiser, President, Philadelphia.
Convention Call, A. M. Howes, Secretary, Erie.
Enrollment of Delegates.
Appointment of Committees on Credentials and the Press.
1 P. M.—Meetings of the Credentials and the Press Committees.
2 P. M.—Committee Reports.
Communications.
Appointment of Resolutions and Auditing Committees.
Local Association Reports.
Question Box.
8 P. M.Meeting of the Executive Committee.

WEDNESDAY, AUGUST 21ST.

9 A. M.—Reading of the Minutes.
Reports of Committees.
Communications.
Secretary's Report.
Financial Report.
Organizer's Report, J. W. Rittenhouse, Scranton.
Address, "Scientific Salesmanship," Mr. G. Frank Dechant, Chicago, Sheldon's School for Scientific Salesmanship.
Address, "The Food Laws of Pennsylvania," James Foust, Food Commissioner, Harrisburg.
2 P. M.—Committee Reports.
Address, "Technicalities of the Law as They Affect the Merchant," John A. Hoober, Esq., York.
Address, "General Merchandising," Joseph H. Appel, Advertising Manager for John Wanamaker, Philadelphia.
Address, "The Proper Care of Labor," also on "Window Dressing," Mr. E. S. Thomas, of the National Cash Register Co., Dayton, Ohio.
Address, "The Secretary's Office as a Clearing House," C. A. Stuart, Carbondale, Pa.
Nomination of Candidates for Offices.
Nominations for the next Convention City.
Question Box.
8 P. M.—Session of the Secretaries' Association, William Smedley, President, Philadelphia.
"The Weak Spots in Our Armor."
"The Secretaries."
"The Members."
Meeting of the Directors of the Retailers' Mutual Fire Insurance Company.

THURSDAY AUGUST 22D.

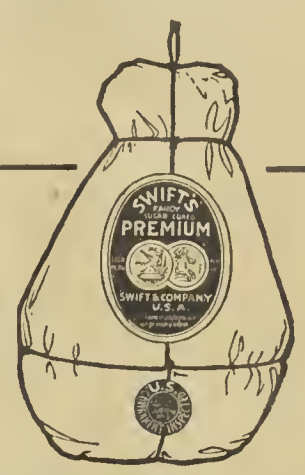
9 A. M.—Reading of the Minutes.
Reports of Committees.
Reading of Communications.
Legislative Report, Wilmer Crow, First Vice-President, Harrisburg.
Election of Officers and next Convention City.
New Business.
Reading of Minutes.
Adjournment.
Organization of the Executive Committee.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents



SOLVING HAM PROBLEMS

All of the problems of your ham department are solved by selling PREMIUM HAMS — the same yesterday, to-day and forever. We can and do control our raw material, and so PREMIUM HAMS steadily maintain the same perfect quality.

And the advertising we do for them brings a steady stream of trade to the grocers' door.

Swift & Company, U. S. A.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s

Chocolate & Cocoa

Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Two Reports of the Baltimore Canned Goods Market.

No. 1.

Baltimore, Md., July 26, 1907.
Editor "Grocery World."

Dear Sir:—In spite of the lateness of the season, orders are coming in fairly well from nearby as well as distant points, and there is enough business to indicate very healthy conditions in the Spot tomato market. While there is naturally no disposition to buy tomatoes to carry over into the new season, yet the consumptive demand evidently is excellent, as it usually is so at this season of the year.

The future tomato market is dull and firm, buyers and sellers apparently being indifferent about making deals. Some orders are being placed at 85 cents for No. 3 standards and 67½ cents for No. 2 standards.

The market closes in strong shape on string beans. Raw material has been scarce and high and offerings of the canned article are light.

The best trades in cheap seconds and standard early June peas are moving out quietly, and a number of Baltimore packers are already cleaned out. There is no doubt but what the conditions in the pea market are good and healthy. There was no stock of old peas carried over, and it looks as though the country is hungry for peas. Then again, while there has been a fair pack, yet it is doubtful if the pack, taken as a whole, has been as great as expected and no more than can be well taken care of.

It looks as though the Baltimore market is bare of sweet potatoes. We have picked up a few lots this week at $1 per dozen. We are not quoting them this week, as it is doubtful if they are obtainable.

The pineapple market has quietly been working into very much better shape. This applies to all grades of pineapple.

Blackberries.—The sharp advance in the market on raw stock has caused a firmer market on the canned article. We were buying blackberries freely last week at 60 cents per dozen. The market closes strong at 65 cents per dozen, with very light offerings. The season is still on, and conditions may improve, though the outlook is not favorable.

The inquiry for future peaches is heavy from all sections, but no prices are yet being made. The crop conditions are too uncertain to justify packers in making prices, and it is doubtful if prices will be made until the season is well on.

Yours truly,
THOS. G. CRANWELL & CO.

—

No. 2.

Baltimore, Md., July 26, 1907.
Editor "Grocery World."

Dear Sir:—No reaction toward a higher level of prices for tomatoes is yet in sight, and the market continues easy with an increase in the offerings for both spot and future deliveries. The favorable weather for the crop during the past four weeks has greatly relieved the situation, and whatever uncertainty existed previous to that time concerning the outlook has almost disappeared, but it may be well to keep in mind the fact that the tomato crop is not yet harvested. During the week just ended the demand was almost wholly for spot tomatoes, the buying of futures being very light. It may prove to be good policy to anticipate your wants for the fall and winter should the reaction carry the prices below the lowest price quoted to-day.

The chief feature of interest in this market was perhaps the development of an unexpected shortage in the raspberry crop. A smaller crop than the average was anticipated, but it proves to be much lighter than it was supposed to be. Next, pineapples were quite active and prices advanced. We have repeatedly called attention to the strong position of that article. Blueberries and blackberries are now coming in and the developments during next week in those two lines will be of more than usual interest in view of the shortage in all other lines of fruits. Blackberries are already stronger and advancing. No prices have yet been made here on any grade or size of new peaches or pears because of the continued uncertainty about the crops of them.

Every article in the line of vegetables continue firm to strong this week, excepting tomatoes, and it looks like those lines which have not yet had a substantial improvement in prices are in line for some advance in price, though peas may lag behind until the pack of that article in other sections is fully developed, concerning which there seems to be some misgiving. String beans are especially firm because of the light spring pack. Spot sweet potatoes are sold out. Cove oysters are getting scarce and are very firm.

Yours truly,
THOS. J. MEEHAN & CO.

The Spice Market.

Baltimore, Md., July 24, 1907.
Editor "Grocery World."

Dear Sir:—The market is more active and the tendency is towards better conditions and higher prices. We call to your attention the fact that the Government agents have recently exported a lot of nutmegs that came into the country due to the fact that they were wormy and unfit for sale. This shall have the effect of excluding some spices that were formerly shipped in and entered into consumption.

Pepper.—The market is slightly firmer. Spot demand seems to be increasing, and crop shortages are apparent. This will have a tendency towards higher values during this fall. We certainly look to see higher prices rule.

Cayennes are in fair demand and practically unchanged during the week.

Cloves.—The demand is improving. There are no reliable news as regards new crop. The demand is likely to increase, and prices should advance.

Pimento (Allspice).—The crop is reported small and of poor quality. The demand is decidedly better and the tendency is upward. In fact, this article has advanced ½ cent per pound during the last ten days.

Mace.—Good grades are in active demand. Stocks are reported small.

Nutmegs are practically unchanged and low prices are still prevailing, which are apparently safe. We look to see higher values a little later on.

Cassias are quite firm and the demand is very good. Stocks are small and, on account of the anticipated demand, present values are certainly safe.

Gingers are very steady and higher values will positively rule. Jamaica is particularly high.

Seeds.—The feature of the week is a very sudden advance in Poppy, market up to 9 cents and upward for prime quality. Canary, Mustard and Caraway are practically unchanged.

Yours truly,
McCORMICK & CO.

AMONG THE TRADE.

One of the curious and interesting exhibits in the wholesale fruit market during the week was a consignment of Hamburg grapes from South Africa. Although there is nothing about them to tell, it is understood that they are grown in hothouses. The fruit, though about six weeks on its way, arrived in perfect condition, each bunch being wrapped in cotton wool and cheese cloth. The wholesale price was 90 cents per pound and only about half a dozen local retailers have any market for it.

—

Dairy and Food Commissioner James Foust held a conference with several Philadelphia wholesale grocers at the River Front stores last Tuesday, for the purpose of discussing the jobber's position under the guarantee clause of the new State food law. The Commissioner is reported as having told the jobbers that he would be compelled to prosecute them in all cases of adulterated food traced to them, no matter how many guarantees they held.

—

As guests of the Retail Grocers' Association of Reading, about 5,000 men, women and children of that city visited Willow Grove Park last Wednesday morning at 8 o'clock. The picknickers traveled in a special train over the Philadelphia and Reading Railway, made up of five sections, each composed of ten cars. A number of the guests came directly into the city, where they enjoyed part of the day, going out to the park in the afternoon to join the rest of their host and participate in the merry-making. The committee who had in charge the entertainment of the visitors were all members of the Retail Grocers' Association. They are Joseph F. Morris, William H. Luppold, W. C. K. Fisher, Edward H. Kramer, Adolph Kauffman, C. E. Esterly, Reuben Sindel, E. B. Boyer, Edward Clammer, Irvin Hepler, Myer Mertzbacher and W. J. Clump. The Allentown grocers also brought several hundred people to Willow Grove on Thursday.

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The past week has been marked by a number of well-developed riots in the downtown Hebrew district, caused by an advance in the price of the Kosher (clean) meat used by Orthodox Hebrews. The retail dealers, being compelled to by the jobbers, they said, advanced the price several cents per pound and in consequence several hundred women took to the warpath. Nearly every meat shop in the district was surrounded, and either boycotted, or kerosene was poured on the stock, making it unsalable. Several arrests were made in the course of the day.

Has Just Reached Eastern Market and is Now Ready for the Trade

Toasted Cerealine Flakes

10 Cent Cartons, Price $2.70 per case, Three Dozen

More Profit — More Flake — More Customers

That's the record of this matchless Corn flake wherever it has been introduced. No grocer can possibly make a mistake by ordering a trial case of his jobber.

EVERY PURCHASER BECOMES A CUSTOMER

You've Sold the Rest
Now Sell The BEST

AMERICAN HOMINY COMPANY
INDIANAPOLIS, INDIANA

Food Commissioner Foust on Clean Grocers

Says Some Pithy Things on Retailers Who Keep Their Stores and Their Wares Clean and Fit to Eat. The Month's Work in the Dairy and Food Department.

In the latest number of the Pennsylvania Dairy and Food Bulletin, which reports the work of the Food Department up to June 15, 1907, Commissioner Foust takes occasion to say some things about the clean grocer. The following remarks are worthy of note:—

The vendor who advertises himself as grocer to particular people has the right idea. All householders wish to train in the particular class, no matter what the actual facts, and he who proclaims his adherence to the law of cleanliness is pretty sure to attract attention and win custom. If he wishes to keep it and enlarge it he must consistently and carefully live up to his profession every day. he is in business.

It is the habit of the grocer to display his wares in front of his place of business. The passer-by will notice a great difference in the method of dealers. Nor will he find it difficult to arrive at correct conclusions concerning the class of customers each grocer has or the general character and disposition at the head of each establishment. A grocer's actions speak louder than words, and they speak through his display.

The careful dealer makes careful provision against the nuisances inseparable from the summer months. So far as he is able he keeps down the dust on his sidewalk and the adjoining street. He procures suitable protection for the goods displayed in front of his building and in the storeroom to the end that dust may be shut out and that the pestilential and inquisitive fly may not work its evil will upon his wares. He is looking out for the welfare of patrons in a practical way.

The summary of the month's work is as follows:—

REPORT OF ANALYSIS.

Butter Samples, 17.

Oleomargarine	1
Pure	16
Total	17

Pure Foor Samples, 45.

Adulterated	1
Colored and preserved	5
Preserved	34
Pure	5
Total	45

SUITS AND PROSECUTIONS.

Oleomargarine Cases, 1.

Terminated	1

Pure Food Cases, 44.

Terminated	44

LICENSES ISSUED FROM JANUARY 1 TO JUNE 15, 1907.

Oleomargarine Licenses, 204.

Boarding house	3
Restaurant	3
Retail	190
Wholesale	8
Total	204

Renovated Butter Licenses, 15.

Retail	13
Wholesale	2
Total	15

Total amount of money received from said licenses for 1907 is $25,546.73, and this sum has, in accordance with law, been deposited in the State Treasury.

The pages devoted to chemists' reports of food samples analyzed show very few cases of adulteration. The following are the main ones:—

Sample bought of B. F. McNear, Jr., 301 Main street, Steelton. Sold for catsup. Marks on package—Brand: "Manhattan Club Catsup." The Tip Top Catsup Co., Cincinnati, Ohio. Chemist's report—Colored and preserved.

Sample bought of E. E. Neagley, Millersburg. Sold for strawberry preserves. Marks on package—The J. Weller Co., Cincinnati, Ohio. Chemist's report—Colored and preserved.

Sample bought of Brelsford Packing and Storage Co., Harrisburg. Sold for bologna sausage. Chemist's report—Preserved.

Sample bought of F. Rakvoskey, Steelton. Sold for raspberry jelly. Chemist's report—Colored and preserved.

Sample bought of H. A. Gibson, Harrisburg. Sold for quince jelly. Marks on package—"Ruby Quince Flavor Jelly." The Hudson Preserving Co., N. Y. Chemist's report—Colored and preserved.

Sample bought of W. Fisher, Harrisburg. Sold for smoked bacon. Chemist's report—Preserved.

Sample bought of Lehr & Wenrich, Harrisburg. Sold for smoked bacon. Chemist's report—Preserved.

Sample bought of A. Kreidler & Bro., Harrisburg. Sold for catsup. Chemist's report—Colored and preserved.

Sample bought of A. P. Kitchen, Harrisburg. Sold for smoked bacon. Chemist's report—Preserved.

Sample bought of E. F. Bates, Harrisburg. Sold for smoked bacon. Chemist's report—Preserved.

Sample bought of A. Katzman, Harrisburg. Sold for smoked bacon. Chemist's report—Preserved.

Sample bought of A. Walburn, Harrisburg. Sold for smoked bacon. Chemist's report—Preserved.

Sample bought of J. R. Sneeringer, Harrisburg. Sold for smoked bacon. Chemist's report—Preserved.

Sample bought of L. C. Shamo & Son, Harrisburg. Sold for smoked bacon. Chemist's report—Preserved.

Sample bought of W. L. Van Camp, Harrisburg. Sold for smoked bacon. Chemist's report—Preserved.

Sample bought of P. Duff & Sons, Pittsburg. Sold for table syrup. Marks on package—Brand: "Fancy Table Syrup." Chemist's report—Contains sulphites.

Sample bought of Knox & Meckley, Harrisburg. Sold for smoked bacon. Chemist's report—Preserved.

Sample bought of K. O. Fink, Harrisburg. Sold for smoked bacon. Chemist's report—Preserved.

Sample bought of C. Blumenstein, Harrisburg. Sold for smoked bacon. Chemist's report—Preserved.

Sample bought of F. W. Woolworth & Co., Joseph Wright, W. R. Stevens, Mgrs., Carson street, Washington. Sold for lemon drops. Chemist's report—Contains sulphites.

Sample bought of P. Duff & Sons, Pittsburg. Sold for molasses. Marks on package: "Palmetto Brand Molasses." Chemist's report—Contains sulphites.

Pennsylvania News Items.

Three of the Meat Inspectors provided for in the Lutz Bill passed by the late Legislature were appointed by Governor Stuart on Wednesday: George B. Jobson, Franklin, Venango County; T. E. Munce, Washington, and Otto G. Noak, Reading, all vouched for as experts in meat inspection and all veterinarians.

Baked Beans That Are Baked.

Do you know that of the many varieties of so-called baked beans only a few are really baked? Most of them are boiled or steamed and there is as much difference between the two as between day and night. The baked beans put up by Lutz & Schramm Co., of Allegheny, Pa., are actually baked, and in addition to that the tomato sauce used is tomato sauce, not catsup, and catsup is most generally used and called tomato sauce. Get in touch with the L. & S. brand and you will soon see the difference in your sales.

KIRK, FOSTER & CO. WHOLESALE GROCERS

July Almost Gone

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

And the Summer should be half over. The backward season has made a good demand for all kinds of canned goods and dried fruits.

SYRUPS.—All through the warm weather our trade keeps up on Syrups. Our goods are Summer body and the quality up to the full standard; Royal Table Syrup, a fancy golden syrup at 30 cents; Gilt Edge Cloudy Table Syrup, Quaker City Brand Syrup, Extra Amber Drips, White Clover Drips, Extra Maple Drips, etc.

IVORY STARCH.—Prepared on scientific principles; used for collars, cuffs, shirt bosoms, mourning and colored goods; in fact, for all laundry purposes. No cooking, no sticking, quality far in excess of all others. Cases of 32 packages, 10c. size, at $2.00; boxes of 64 packages, 10c. size, at $4.00.

FLY PAPER.—The season is here and the flies are with us; now for their extermination. "Tanglefoot" Fly Paper, 250 sheets, per case, $2.50; "Sticky" Fly Paper, 250 sheets, per case, $2.30; "Sticktite", 5 sheets on a plate, 25 plates in carton, per carton, 80c.; "I. X. L." Poison Fly Paper, 50 5c. envelopes in a carton at 75c.

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted for subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—General store in Bridgeport, Conn. A fine store, fitted up with modern fixtures, well stocked and an excellent location for business. Will make price right to a cash buyer who is ready to do business. Our reason for selling is that we have two kinds of businesses and wish to dispose of the store business at once so we can give our whole attention to the other business. Wm. J Platt & Co., corner Park avenue and Olive street, Bridgeport, Conn. 5

FOR SALE—Store and entire stock of groceries. Reason for selling, too close confinement. For full particulars apply on premises. C. J. Hill, 303 N. Mulberry street. Hagerstown, Md. 6

FOR SALE—Store and dwelling in prosperous cement region. E. A. Day, Northampton, Pa. 6

FOR SALE—Cheap, second-hand National cash register in good order. Has tape and check printer and all other late improvements. Also Anderson computing cheese cutter. Address J. D. Hocking, 401 W. Walnut street, Lancaster, Pa. 5

BUSINESS OPPORTUNITIES.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

MONEY-MAKING SUBURBAN STORE.

We offer store in clean Philadelphia suburb. Groceries, meats and provisions. Only one other store in place. Size 30 x 60 feet. Does $40,000 per year, half cash. Stock about $1,500. Uses three teams. Everything sold at good profits and clean net profits are 10 per cent. Owner going into other business and will sell at inventory.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

EVERY ONE A GOOD CHANCE.

No. 236.—In best residential district of Norristown, Pa., one of the busiest towns in Eastern Pennsylvania. Store established for twenty years. Does $22,000 to $25,000 yearly on stock of $2,000. Uses one team, but horse not for sale. Nets 10 per cent. Owner going into other business and will sell at inventory. Take about $2,500. Can be greatly increased.

No. 243.—In good residence part of North Philadelphia. Store 16 x 42 feet. Does $14,000 yearly. Stock, $1,200. Good house connected for sale or for rent to good man. Uses one team. Actual net profits range from 8 to 10 per cent. Owner retiring from business and will sell stock at inventory, fixtures, including team, for about $750.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price inventory.

No. 258.—On North Tenth street, Philadelphia. Store 18 x 45. Does $350 per week, two-thirds cash. Stock about $1,000. Net profits 15 per cent. Uses one team. Good dwelling connected. Owner is in other business and cannot give time. Store established for thirty years and is making money. Good chance to handle meats. Price inventory.

No. 263.—In near Philadelphia suburb. Groceries and provisions. Store 40 x 40 feet. Yearly business, $25,000, half cash. Stock carried, $1,500. Net profits 15 per cent. Good dwelling connected. Uses two teams. Business established and prosperous. Good reason for selling. Price, inventory.

No. 266.—In Montgomery County, Pa., just outside Philadelphia. Only store in suburb. Store 30 x 60, with two back rooms, stable and large yard. Does $22,000 yearly, half cash. Stock $4,500. Uses three teams. Post-office in store, paid last year $332. Actual net profits, outside post-office, 8 per cent. Lack of capital cause of selling. Or will take good partner. Price inventory. Fixtures can be rented with store.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 269.—In Chestnut Hill, Philadelphia. Store 15 x 30 feet. Weekly business, $350, two-thirds cash. Stock about $800. Uses one team. Dwelling connected for rent, if wanted. This business nets 15 per cent. clear. Death of partner compels sale. Price inventory.

No. 273.—In West Philadelphia. Groceries and provisions. Does $325 weekly, half cash. Stock carried $1,500. Profits 20 per cent. Uses one team. Dwelling connected. Low expenses make this an unusually profitable business. Family reasons cause of selling. Price inventory.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town.

No. 280.—In Northeast Philadelphia. Does $325 weekly, all cash. Stock only $250. No team used. Actual net profits 10 per cent. Owner is about to go to England and will sell at inventory. Take about $500—for the money we have nothing like it.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 283.—In North Philadelphia. Size 36 x 45 feet (double store). Does $450 weekly, two-thirds cash. Stock runs about $1,000. Uses one team. Actual net profits 15 per cent. Good nine-room dwelling. Death in family necessitates selling. Price inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 288.—In West Philadelphia. Store 15 x 27 feet. Does $400 to $425 weekly, all cash. Clears $40 cash every week. Uses one team. Good house connected for sale or rent. Owner has a saloon license and must sell store. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 292.—In Philadelphia suburb. Grocery, ice cream, confectionery, bakery. Store 20 x 35 feet. Does $450 weekly, mostly cash. Stock $600 to $700. Uses one team. Business in splendid shape, but owner cannot give time himself and is unable to get satisfactory manager. Clears $50 weekly and can clear $75. Price inventory, which means about $1,500.

No. 293.—In West Philadelphia. Store 20 x 35 feet. Did $23,000 last year, three-quarters cash. Stock about $1,500. Net profits 14 per cent. Good dwelling connected. Owner going in other business and will sell at inventory.

No. 295.—Near Tioga. Store 20 x 30 feet. Business $425 weekly. Stock $1,200; one team. Nets clear 15 per cent. above everything. Expenses low. Real estate for sale or rent. Owner holds Government position and cannot attend to store. Price inventory. Established by present owner twenty-one years ago.

No. 296.—In best northern residential Philadelphia suburb. General provision store. Opened April 1, 1907, and did $175 the first week. Last week in June, 1907, did $376. Stock about $1,000. Business thoroughly profitable, paying clear above everything $70 per week. Owner has other business and cannot attend. Splendid chance for increasing. Price inventory.

No. 297.—In West Philadelphia. Store 16 x 35 feet. Does $250 weekly on stock of $400. Net profits 15 per cent. Good house connected, for sale or rent. Owner ill and must give up business. Price $750, or inventory.

No. 298.—In busiest part of West Philadelphia. Store 25 x 60 feet, and does $550 weekly, three-quarters cash, balance weekly customers. Stock about $1,300. Uses one team. Nets clean 10 per cent. Fixed charges moderate. Owner is inexperienced and prefers other business. Will sell at inventory.

No. 300.—In busiest part of Columbia avenue, Philadelphia. Store 22 x 40 feet. Does $30,000, half cash, balance weekly and monthly. Stock $1,200. Uses one team, hiring the horse when needed. Cleared last year 10 per cent. on groceries and 30 per cent. on truck. Owner is retiring from business and will sell at inventory. Ice-box built in and will be rented with store.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

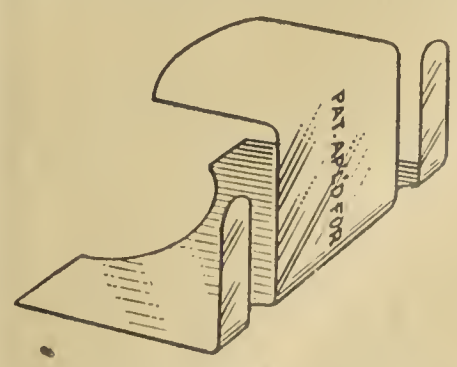
WANTED—Manager for a general merchandise store. Must know how to handle men. Apply to C. E. Engel & Co., Medford, Md. 6

SALESMAN WANTED—Scotch herring firm, opening branch in New York, requires first-class salesman for Aberdeen canned fish, Scotch and Holland cured herring, Irish and Norway mackerel and some knowledge of German herring trade; only those who have been in the trade need apply. Address Herring, care "Grocery World," Philadelphia. tf

WANTED—Salesman to handle the best jar ever put on the market. Salesmen for manufacturers' agents preferred. Address Kerr Glass Mfg. Co., Portland, Oregon. tf

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.



Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

"Make a Front"

Good advice though a little slangy

Our printed posters are cheaper than painting them yourself, only 2c. apiece, extra price included, and make the front of your store up-to-date and very greatly increase your trade. Samples for postal.

GROCERS' PRINTING CO.
66 N. Fourth St. Philadelphia

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C

AGENTS WANTED

To Solicit Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as a side line.

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

Quaker City Preserve Co.
Philadelphia, Pa.

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods*.

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.

ABSORBINE

Removes the inflammation and Bunch. Restores the Circulation in any Bruise or Thickened Tissue, without blistering, removing the hair or laying horse up. Pleasant to use, clean and odorless. $2.00 per bottle delivered. Book No. 1 free.

Absorbine, Jr., for mankind, $1.00 bottle. Cures Bunions, Corns, Chilblains, Sprains, etc., quickly. Genuine manufactured only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

A profit of $22.50 on a gross

That is what you can make by handling

German Fir

the cough cure that is guaranteed. A 25c. bottle free upon request. Write for our advertising offer.

Dilliard Remedy Company
EAST BANGOR, PA.

Why Should a Grocer Close His Store in the Summer

There is no reason for it if he follows up-to-date methods for getting business all the year round. Write to-day for the best plan, using your letterhead or enclosing a card. Full information free to grocers.

W. H. RIGHTER
150 Nassau St., New York

this is "Club Cocktail" Pineapple time

Club Cocktail Pineapple is one of the most vigorous sellers Martin Wagner Co. has ever put on the market. Surely you want a case.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

If You Are Particular We Want to Know You and We Want You to Know US

If you want your Foreign and Domestic Fruit display to be just a little handsomer than your neighbors; if you would like people who want the *best* to go out of their way to come to you for it, get what you need from us. That's our hobby, the best of everything in our line at the lowest possible prices.

If you would like to keep posted on quotations, write us and we will send them to you regularly.

R. DAETWYLER & CO.
New Market and Callowhill Streets
PHILADELPHIA

FOREIGN AND DOMESTIC FRUITS,

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, July 29th. Terms, net 10 days.

First orders must be accompanied by references.

JAMAICA BANANAS.

Jumbo bunches, 10 hands, extra fancy	$2.25 per bunch
Selected, 10 hands,	1.85 per bunch
Selected, 9 hands, packed 2 in crate	1.75 per bunch
Selected, 9 hands, packed in barrels	1.65 per bunch
Selected, 8 hands, packed 1 in crate	1.35 per bunch
Selected, 8 hands, packed 2 in crate	1.25 per bunch
Selected, 8 hands, packed 3 in crate	1.20 per bunch
Selected, 7 hands, packed 1 in crate	1.00 per bunch
Selected, 7 hands, packed 2 in crate	.90 per bunch
Selected, 7 hands, packed 3 in crate	.85 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.40 per bunch
Selected, 8 hands	1.10 per bunch
Selected, 7 hands	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

CALIFORNIA LATE VALENCIA ORANGES.

Fancy, 80 size, per box	
Fancy, 96 size, per box	
Fancy, 112 size, per box	4.50
Fancy, 126 size, per box	5.00
Fancy, 150 size, per box	5.50
Fancy, 176-200-216	5.75
Fancy, 250-288	5.75
Extra Choice, 80 size, per box	
Extra Choice, 96 size, per box	
Extra Choice, 112 size, per box	4.00
Extra Choice, 126 size, per box	4.25
Extra Choice, 150 size, per box	5.00
Extra Choice, 176-200-216, per box	5.00
Extra Choice, 250-288, per box	5.50

Both oranges and lemons continue scarce and high. Our quotations, however, are for the very best brands, which are bound to please you.

FANCY CALIFORNIA AND MESSINA LEMONS.

Fancy California, 240 size, per box	
Fancy California, 270 size, per box	
Fancy California, 300-360 size, per box	
Fancy Messina, 300 size, per box	5.25
Fancy Messina, 360 size, per box	5.50
Choice Messina, 300 size, per box	4.50 5.00
Choice Messina, 360 size, per box	4.50 5.00

COCOANUTS.

Cocoanuts, Best Quality Jamaica, 100 to sack	4.25
Cocoanuts (easy shelling), 80 to sack	
Cocoanuts, Barracon (easy shelling), 1	

ONIONS.

REGULAR BUSHEL CRATES.

Strictly Fancy White, per hamper	2.00
Strictly Fancy Yellow, per hamper	1.85
Bermuda, Prime, per crate	

VEGETABLES.

We carry a full line of vegetables in our truck department, but as the market fluctuates daily on this line of goods, orders will be filled at lowest ruling market prices on day of shipment. Just now we are receiving large consignments of very Fancy Potatoes, which are selling at $2.50 to $2.75 per barrel, and are bound to give great satisfaction. Send us your vegetable orders; we know you will be pleased.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.

	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocba Blend	.24
B—Java aud Mocba Blend	.22
"A" Mocba	.24
"B" Mocha	.22
"C" Mocba	.20
Laguayra (Wasbed Caracas)	.18
"A" Maracaibo	.18
"B" Maracalbo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rlo	.13
No. 1 Rio	.12
No 2 Rio	.10
Lipton Special Mocba and Java, 1 lb. cans	.27
Llpton Perfectlon, 1 lb. cans	.20
Battlesbip, 1 lb. packages, any quantity	.15
Log Cabiu, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15 00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 Englisb Breakfast	.20
No. 28 Englisb Breakfast	.33
Best Englisb Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperlal	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ¼ and ½ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mlxed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pln Mouey, 3 lb., sauce, 2 doz	1 50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1 45
Wagner's, 1 lb., tall, 4 doz	.48
Wagner's, 3 lb., plain, 2 doz	.95
Wagner's, 3 lb., sauce, 2 doz	1.00
Excurslon, 3 lb., sauce, 2 doz	85
Saratoga, 2 lb., 2 doz	.50
Corn—	
Pin Money, Sboepeg, 2 lb., 2 doz	.85
Standard Shoepeg, 2 lb., 2 doz	.75
Standard, 2 lb., 2 doz	.70
Belmont Cream, 2 lb., 2 doz	85
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Rowe & Co., extra sifted, 2 doz.	
Johnson Brand, soaked, 2 doz	.60
Little Fellow, 2 lb., 2 doz	1.40
Rob Roy, 2 lb., 2 doz	1.00
Pin Money, petlts pols, 2 doz	1 50
Pin Money, standard early June, 2 doz.	1.10
Frencb, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1.00
Little Darling, 2 doz	1.30
Pumpkins—	
3 lb., 2 doz	.85
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 klnds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.05
1 lb. Pulp, for soup	.45
Succotash—	
2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	1.10
Standard, 3s, 2 doz	1.05
Gallon, ½ doz.	4.00
Fair Quality, 3s.	1.00
2s, 2 doz	.95

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	1.35
Jockey, 1 lb., tall, 4 doz	1.30
Victor, 1 lb., tall, 4 doz	1.00
Argo, 1 lb., tall, 4 doz	1.50
Sockeye, ½ lb., flat, 4 doz	1.25
Crab Meat—	
½ lb., 4 doz	1.00
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label. ½ lb., flat, 8 doz	
Beaver, ½ lb., flat, 8 doz	2 40
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	1.10
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1 00
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oll, 100 cans	6.50
Standard, ¼ oil. 100	3.50
¼ lb., oil, with key, 100	3.75
Glen Cove, ¼ oil, 100	4 00
¼ Mustard Sardines—	
Gold Label, 100 cans	6 50
Standard, 100 cans	3 50
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
¾ Crown Mustard, 50 cans	4 00
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 50 cans	3.50
Imported Sardlnes—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
Gilbert, 100 cans	9 00
Le Glitzic, 100 cans	
Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	9 25

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	
Blackberries, 2 lb., 2 doz	85
Blueberries, 2 lb., 2 doz	1 15
Cberries, 2 lb., 2 doz	.90
Gooseberries, 2 lb., 2 doz	1.00
Pie Peacbes, 3 lb., 2 doz	1 15
Pears, 3 lb., 2 doz	1 00
Extra Standard Pineapples, 2 lb., 2 doz	2.15
Grated Pineapples, 2 lb., 2 doz	1.85
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 50
Grated Pie Pineapples, James, 3 lb., 2 doz.	.80
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1 00
Standard Peaches, Rialto, 3 lb., 2 doz	2.25
California Apricots, 2 doz	
California Cherries, 2 doz	
California Peaches. 2½ lb., 2 doz	
Wheeler Peaches, 3 lb., 2 doz	2.00
Sliced Califoruia Peacbes, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	
Evaporated, 1 lb. packages, 4 doz	.10
Dried, 50 lbs	
Peacbes—	
Evaporated, 50 lbs	.15
Best, 25 lbs	
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.10
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ....per doz.	
Citron—	
American Brand, 10 lb.	.20
American Braud, 25 lb.	
Dates—	
Package, 30 1 lb	.06
Stuffed, 1 lb ....per doz.	
New Prunes—	
40- 50, 25 lbs	.09
50- 60, 25 lbs	.08¼
60- 70, 25 lbs	08
70- 80, 25 lbs	.07¼
80- 90, 25 lbs	.06¾
90-100, 25 lbs	.06¼
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	.09
London Layers, clusters, 20 lbs., per box	3 15
London Layers, 20 lbs ....per box	1 85
Seedless Muscatels, 50 lbs	
Sceded, 36 1 lb. packages	13
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	07
No. 2 Head, bbls. or 100 lb. sacks	.06
No. 3 broken, bbls. or 100 lb. sacks	04¾
Japau, 100 lb. sacks	.05¾

SALT.

	Per sack
Fine Table, 224 lbs	.90
Kiln Dried	.95
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.63
	Per bbl.
Flne Dairy, 2s, 140 to bbl	2.53
Fine Dairy, 3s, 100 to bbl	2 39
Flne Dairy, 4s, 70 to bbl	2 28
Fine Dairy, 5s, 60 to bbl	2.27
Fine Dairy, 10s, 28 to bbl	2.04
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1 30
Rock Salt ....per cwt.	.90

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	1.80
Lady Wasbiugton Beans, about 200 lbs. to bag	1.90
Green Peas, dried, about 165 lbs. to sack	
Black-Eyed Peas	
	Per lb.
California Lima Beaus, about 80 lbs. to sack	.06¾
Imported Lima Beaus, about 90 lbs. to sack	06¾
Split Peas. 210 lbs ....per bbl.	7 25
Less quantity	.03¾
Lentils, about 100 lbs. to sack	.09½

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O.	.43
Kingsland, N. O.	.32
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.29
Gold Medal	.30
King Syrup	.30
No. 12 Syrup	.18
No. 6 Amber Syrup	.27
California Amber Drips, 2 lb cans, 2 doz.	1.75
California Amber Drips, 2½ lb. cans	2.00
California Amber Drips, 3 lb. cans, 2 doz.	2.30
California Amber Drips, ½ gal. caus, 1 doz.	1 95

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.75
Fine Granulated, 100 lb. sacks	4.75
Confectioners' A	4 70
No. 1, A	4.65
Light Yellow	4 30
Fine Granulated, 2 lb. bags	5 05
Fine Granulated, 5 lb. bags	4.95

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	3 85
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.20
Red Cross, 4 doz	4.20
Star, 4 doz	4.20
Dime Brand, 4 doz	3.55
Lion, 4 doz	4.20
Banner, 4 doz	
Hires' Silver, 4 doz	4.15

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4 00
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3 35
Our Pet, baby size, 6 doz	2.75
Peerless, small size, 4 doz	2 00
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Sllver Cow, 6 doz	2 75

MATCHES.

	Per gross.
Blue Hen. 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue beads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acoru	120	2.70
*Pearl White Floating	100	4 00
Ark	100	1 88
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4 20
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3 50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleiue	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleiuc	60	2.35
*Lenox	100	3 50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Pbiladelphia Oleine	60	2 65
*P. & G. Oleine	60	3.00
Premium	80	3 67
*Sauta Claus	100	3.55
White Floatiug	200	4.10
*Star	100	3.50
*Sunlight	100	4.10
*Sunshiue	120	2.45
Star Oleiue	60	1.65
*Sunny Mouday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2 08
Lion	100	1 75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammouia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box.
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3 25
Sweet Maideu	1 doz.	.45
Brown Wludsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1 90
Lava	100	3 75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2 25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3 50
Lipp's Scourer	60	2 25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1 80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3 75
Bon Ami, 10c. size	3 doz.	2 50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.40@.45
Choice, barrels	.38
Good, barrels	.26@.30
Fancy, quart jars ... per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@.35
Ordinary	.22
Blended, fancy	.34
Blended, choice	.30
Blended, good	.28
2-lb tins, 3 dozen ... per case,	2.80
Quarts, 2 dozen ... per case,	2.80
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.28@.30
Tins, 2-lb., 2 dozen ... per case,	1.95
Tins, 2½-lb., 2 dozen ... per case,	2.25
Tins, 3-lb., 2 dozen ... per case,	2.50
Tins, 5-lb., 1 dozen ... per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 100@110	
Extra Shore 1s. count 110@115	
Medium Irish 2s, count 325@375	16.00
Norway, count 400@450	
Norway, count 300@350	
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.13
Halibut, fancy chunks, Iceland, 20 lbs	
Bloaters, Cromarty, 100s	

TEAS.

Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
mperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.12@.18
Superior to fine	.22@.30
xtra fine to finest	.35@.40
ıoicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fino to finest	@.25
Japan—	
Common to fair	.16@.20
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.20@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	.08@.10
·ng—	
·mon to fair	.13@.15
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
ouchong—	
Common to fair	.14@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

·ava—Mandbeling—Fancy brown	.34
Old Government—Best	.27
Old Government—Choice	.25
Old Government—Prime	.23
Old Government—Good	.21
Imitation	.20
African	.20
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.30
Cinnamon, Mats	.10½
Cinnamon, Twaio	.17
Cinnamon, Ceylon	.21@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.80
Cloves, Zanzibar	.19@.20
Cloves, Amboyna	.22
Cloves, Penang	.30@.35
Ginger, African	.08
Ginger, Jamaica, bleached	18½@.20
Ginger Jamaica, unbleached	.17@.19
Ginger, Calcutta	.08
Nutmegs, 75–80s.	.25@ 35
Nutmegs, 105–110s.	.18@.20
Nutmegs, 130–140s.	.15@.18
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.39½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Extra white 2½s, unpeeled Calif.	
Standard white 2½s, Calif.	
Tips, green, 1s	
Tips, white, California, 1s	
Beans, Baked—	
Standard, plain 1s	.42½
Standard, plain or sauce, 2s	.50@ .60
Standard, plain or sauce, 3s	.70@ .85
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.50@1.60
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.60
Extra standard 2s	1.15@1.25
Standard	.90@1.10
Soaked	.60@ .80
Beans, Stringless—	
Fancy 2s	1.90@2.50
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cnt	
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1.00@1 10
Fancy New York 2s	.90@1.00
Standard New York 2s	.75
Maryland 2s, Maine Style	.65@ .70
Other standard grades 2s	.60
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.40@1.75
Sifted 2s	1.30@1.35

—3—

Telephone 2s	
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.15@1.20
Soaked 2s	.50@ .65
Succotash—	
Extra fancy Maine 2s	1.25
Fancy Maine 2s	1.00@1.10
Extra standard 2s	.75@ .90
Pumpkin—	
Fancy, 3s	.85@1.15
Fancy, gallons	2.75
Squash—	
Fancy 3s	1.15
Tomatoes—	
5½-in. cans, fancy New Jersey	1.50
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.95@1.00
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	3.65
Quarts, glass jars	2.75
Beets—	
Fancy Strawberry 3s	1.50@1.75
Cut 3s	1.00@1.10
Sweet Potatoes 3s	.90@1.00
Sauer Kraut 3s	.80@1.10
Spinach—	
Standard Maryland 3s	1.45@1.50
Fancy New Jersey 3s	1.50@1.75
Gallons	4.50

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.40
Extra 2½s	2 50
Extra standard 2½s	2.10
Standard 2½s	
Gallons	
Cherries—	
Extra White 3s	4.00
Extra White 2½s	3.20
Extra standard White 2½s	
Standard White 2½s	2.40
Standard gallons	9.00
Bartlett Pears—	
Extra 3s	3.25
Extra 2½s	2.65
Extra standard 2½s	2.10
Fancy 3s	2.30@2.40
Standard 2½s	2.10@2.20
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	1.60
Standard 2½s	1.40
Gallons	4.50@5.50
Peaches, L. C.—	
Extra 3s	3.25
Extra standard 2½s	2.65
Peaches, Crawford—	
Fancy 3s.	3.10
Extra standard 2½s	1.95

EASTERN.

Pears—	
Choice New York 2s	1.50
Choice New York State 2½s	2.60
Standard 2s	1.25
Pineapples—	
Sliced or grated 2s	2.00@2.20
Sliced or grated 1s	1.00@1.10
Pie, grated, gallons	2.50
Singapore 1½s	1.15@1.25
Plums, egg, 3s.	
Plums, gage, 3s	
Apples—	
Gallons	2.50
Strawberries—	
2s, fancy	2.50
2s, extra	
Raspberries—	
Red, fancy, 2s	1.80
Standard 2s	1.10

FISH.

Lobster—	
Flat 1s	
Flat ½s	
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.00
Medium Red	1.10
Red 1s	1.10@1.15
Columbia River Chinook Salmon—	
Flat ½s	1.20@1.25
Tall 1s	1.75
Flat 1s	2.00
Oval 1s (steaks)	2.75
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.13
Smyrna Sult., fancy, 6 cr., 30 lbs	
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	.12

—4—

Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	
California, 4 cr., 50 lbs	
California, 3 cr., 50 lbs	.11
California, 2 cr., 50 lbs	
Figs—	
Baskets, 1 lb. and 2 lb	.15 @.18
Layers, 2¾-in., 10 lbs	.09
2½-in., 12 lbs	
2¼-in., 12 lbs.	
2-in., 12 lbs	
Currants—	
Fancy, 1-lb. cartons	.10½
Cleaned, 1-lb. cartons, choice	.09½
Bulk, choice, 50 lbs	.09
Natural, choice	.08
Citron—	
According to quality	.17 @.20
Lemon Peel—	
According to quality	.11 @.12
Orange Peel—	
According to quality	.11½@.12½
Fard Dates—	
60 lbs., bulk	.06 @.07
1-lb. pkgs., 30-lb. case	.09
Persian Dates—	
60 lbs	.03½@.05
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.10½
40x50, choice	.09½
50x60, choice	.07½
60x70, choice	.07½
70x80, choice	.06
Choice. 50-lb. box—	
60x70, .06¾; 80x 90	
70x80. .06¼; 90x100	.05½
Prunes in cartons—	
Fancy 40x 50	.11
50x 60	.10
60x 70	.09½
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	
40x50	
Apples—	
Fancy, 50 lbs.	.10½
Fancy, 1-lb cartons	
Prime, 50 lbs.	.09
Choice, 1-lb. cartons	.10½
Peaches—	
Fancy, peeled, 25 lbs.	.24
Unpeeled, fancy, 25 lbs.	.14
Extra Choice Muir	
Apricots—	
Royal, extra fancy, 25 lbs	.26
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.23
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	@.60
Valencia, 28 lbs	.36 @.43
Flot, shelled	
In shells—	
California P. S., 80 lbs	.25
French Princess	
Tarragona, 120 lbs	.16
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.10½
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.16 @.19
Louisiana Paper Shell	
Walnuts—	
California Hard Shell, No. 1	
Grenoble, 220 lbs	
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.17
Extra choice, boxes, 25 lbs	.13½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@18.00
French quarters, boneless	
French quarters, with bones	14.50@18.00
High quarters, boneless	24.50
Halves, boneless	15.00@38.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ½s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@18.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.08@ .09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being undersiood that all prices are subject to market fluctuations.

ADVANCES.	Column.
anned California Peaches	11
ggs	27

DECLINES.	Column.
Tub Butter	7
Dressed Beef	44
Dressed Poultry	45
Live Poultry	45

ADDITIONS. Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

COL.
larm Cash Drawer....33
lum....47
mmunition....4
xle Grease....5
ags, Paper....41
ag and Twine Holders....33
aking Powder....5
arley....29
askets....62
ath Brick....59
eans....29
lacking, Shoe....6
luing....6
orax....47
rooms....61
rushes....63
ackwheat Flour....28
ung Borers....33
utchers' Sundries....44
utter Dishes....62
utter....7
utter Color....47
amphor....47
andies....15
andles....7
anned Goods....8
California Fruits....10
Vegetables....8
Fish....12
Pie Fruit....10

COL.
Sardines....13
Meats....13
Soups....15
Can Openers....33
Capers....27
Caps, Gun....4
Catsup....16
Cereal Specialties....
Cereal Coffee....36
Cheese....27
Chocolate and Cocoa....17
Chewing Gum....51
Cider....50
Clothes Pins....62
Cocoanut....21
Codfish....35
Coffee....3
Essence....3
Chicory....3
Coffee Mills....32
Cooking Herbs....8
Condensed Milk....20
Cream....21
Condensed Mince Meat....38
Corn Meal....29
Corn Starch....58
Cottolene....26
Cracked Wheat....29
Crackers, Cakes, etc....22
Cranberries....
Cutters, Dried Beef....33
Tobacco....64
Delicatessen....22

COL.
Dressed Meats....44
Drugs, Grocers'....47
Eggs....27
Essence of Coffee....4
Extracts....48
Fancy Groceries....27
Farina....29
Farinaceous Goods....29
Faucets....33
Canned Fish....12
Fixtures....32
Flour....28
Flour, Self Rising....28
Flour, Buckwheat....28
Fly-paper....59
Food, Bird....59
Fruit Butters....46
Fruits, Domestic, Dried....35
Fruits, Foreign, Dried....35
Fruits, Green....
Gelatine....31
Ginger, Jamaica....47
Gravel, Bird....59
Grocers' Fixtures....32
Herring....34
Hominy and Grits....29
Honey....36

COL.
Ink....37
Insect Powder....48
Ironing Wax....59
Jams....46
Jars and Jar Rubbers....7
Jellies....46
Junket Tablets....30
Ketchup....16
Lamp Goods....37
Lard....44
Lemons and Oranges....
Lentils....29
Licorice....47
Lime....37
Live Poultry....45
Lye, Concentrated....37
Macaroni....32
Mackerel....34
Maple Sugar and Syrup....60
Matches....37
Measures....33
Meat....44
Mince Meat....38
Molasses....60
Mucilage....59
Mustard....57
Mustard, Prepared....57
Marmalade....46
Noodles, Egg....29

COL.
Nuts....
Oat Meal....29
Oils....39
Oil, American....40
Olive Oil....40
Olives....39
Paper....41
Paper Bags....41
Peanuts....
Peas, Dried....29
Pepper Sauce....52
Pickles....42
Pickled Meats....42
Plum Pudding....46
Pork and Beef....43
Potash....37
Potato Chips....42
Poultry Seasoning....45
Poultry, Dressed....45
Poultry, Live....45
Powder, Rifle....4
Preserves....46
Provisions....43
Puddine....31
Putty....47
Rennet....50
Rice....51
Rice Flour....29
Rolled Oats....29
Root Beer....53

COL.
Rope....59
Rosin....47
Sago....29
Salad Dressing....51
Sal Soda....52
Salt....51
Sapolio....54
Sardines....13
Sauce and Condiments....52
Sauer Kraut....46
Scales....32
Scoops, Grocers'....33
Scouring Soap....52
Seeds....53
Shoe Dressing....6
Shot....4
Smoked Fish....34
Soap, all kinds....54
Soda, Bicarb....53
Soft Drinks....53
Soups....15
Specialties....54
Spices....55
Whole....57
Starch....58
Stove Polish....58
Soap Powders....55
Segars....64

COL.
Sugars....1
Sulphur....47
Sundries....59
Syrups....60
Tacks....59
Tapioca....30
Tar....48
Teas....1
Tobacco, Chewing....64
Smoking....64
Tobacco Cutters....33
Tubs....62
Twine Holder....33
Twine....59
Vermicelli....32
Vinegar....43
Washboards....62
Wax, Fruit Jar....59
Wheat, Cracked....29
Wheat Flour....29
Wrapping Paper....41
Wringers, Clothes....
Woodenware, Sundries....61
Witch Hazel....48
Yeast Cakes....63

—1—

SUGAR.

onfectioners' Losenge	5.25
" Powdered	5.25
" Crown A	5.45
" Crystal A	5.10
" Coarse Granulated	5.35
agle Tablets	6.38½
rystal Dominoes	7.35
ut Loaf	5.80
atent Cubes	5.35
owdered	5.20
xtra Fine Granulated	5.20
oarse Granulated	5.20
ranulated	5.10
ne Granulated	5.10
" in 50-lb. bags packed 2 in 100-lb. bag	5.15
" in 25-lb. bags packed 4 in 100-lb. bag	5.15
" in 10-lb. bags packed 10 in 100-lb. bag	5.25
" in 5-lb. bags packed in bbls	5.30
" in 5-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. bags packed in bbls	5.40
" in 2-lb. bags packed in 100-lb. bags	5.40
" in 2-lb. cartons in cases	5.30
" in 2-lb. paper packages in cases	5.30
onfectioners' A	4.90
—Keystone A	4.85
—American A	4.80
—Centennial A	4.75
—California A	4.70
—Franklin B	4.65
—Keystone B	4.60
—American B	4.55
—Centennial B	4.50
—California B	4.45
—Franklin Extra C	4.40
—Keystone Extra C	4.35
—American Extra C	4.30
—Centennial Extra C	4.25
—California Extra C	4.25
—Franklin C	4.25
—Keystone C	4.25

TEA.

	Per lb.
APANS—Basket-fired	18 @ 35
APANS—Pan-fired—Common to Fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
ORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
OOCHOW—Common, cargo	13 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	13 @ 20
Choice to extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	17 @ 38
CEYLON—Common to Fine	17 @ 40
ENGLISH BREAKFAST—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

	In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1	.45	.47
" " " 2	.40	.42
" " " 3	.35	.37
Black and Green, " 1	.45	
" " " 2	.40	
English Breakfast, " 1	.45	
" " " 2	.40	
Formosa Oolong, " 1	.45	
" " " 2	.40	

Counter box, 30 ten cent tins, only packed in No. 1 quality, $2.00

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, " "	.60
Ex. Gold, " "	.75

Mixed (Green and Black), same prices as above.
Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), "	.50
Formosa and Oolong, "	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades ... per doz.	.90

Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. "	.22½
½-lb. "	.23
¼-lb. "	.23½
¼-lb. "	.25

Spring Garden Tea—

100 lb. barrels ... per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

McCormick & Co's, Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

—3—

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz., per doz.	.85
" " " quarts, 1 " "	1.40
" " " " 3 " "	1.40
" " " ½ gals. 1 " per bbl.	2.50
Colburn's, 16 oz., 2 doz. ... per doz.	.75
" quarts, 1 " "	.90
" " 3 " "	.90
" ½ gals. 1 " ... per bbl.	1.80
Violet, pints, 2 doz. ... per doz.	.85

AXLE GREASE.

Fraser's, 15 lb. pails	.80
Fraser's, boxes, ¼ gross ... per gross	9.25
Mica, ¼ gross "	8.40
Peerless, ¼ gross "	4.40

BAKING POWDER. Per Doz

Davis' O. K., ¼-lb., 4 doz. ... per doz.	.45
" ½-lb., 3 " "	.90
" 1-lb., 2 " "	1.65
" 5-lb., ½ " "	7.20
Cleveland's, 10-c. size, 4 doz. ... per doz.	.84
" ¼-lb., 4 " "	1.23
" ½-lb., 2 " "	2.28
" 1-lb., 1 "	4.37½
Leslie's, ¼-lb. cans, 1 or 2 ds. cartons, 4 dz. cases	45
" ½- " 2 doz. cases	.90
" 1- " 1 "	1.65
" 5- " 6 cans in case ... per lb.	.2
Sea Gull, 6 oz., glass, 4 doz.	45
Parrot and Monkey, 4 doz.	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass, 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl. ... per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz. ... per doz.	.45
10c.-can, 4 doz. in box "	90
½-lb. cans, 2 doz. in case "	1.25
1-lb. cans, 1 doz. in case "	2.50
Royal, 10c. size, 4 doz.	.86
" ¼ lb., 4 doz.	1.20
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1 lb. cans, per doz.	2.25
" " " ½ lb. " " "	1.25
Sea Foam Baking Powder—	
¼ lb., 4 doz. in case	.95
½ lb., 2 doz. in case	1.75
1 lb., 1 doz. in case	3.40
5 lb., ½ doz. in case	16.50

—4—

Boston Brand, 5 lb. size, ¼ doz. case ... per doz.	12.00
" 1 " 1 " ... "	2.50
" ½ " 2 " ... "	.55
" ¼ " 3 " ... "	.75
Purity Brand 5 " ¼ " ... "	6.00
" 1 " 1 " ... "	1.50
" " 3 " ... "	.80
" ¼ " 3 " ... "	.45

BLACKING—Shoe. Per Gross.

Shinola ... per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free ... per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz. ... per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M. ... per ½ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.25
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.60
" " 5, "	7.65
T. M. French ... per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz.	1.15
Bixby's Royal Polish, 1 doz.	78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz.	.82½
Browns, Army and Navy, 1 doz.	.82½
Boyer's French Dressing	.65
" Oil Polish	75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros & Co —	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09¼@.10
" Prime	@.08½
" Choice	@.08
Santos, Choice	@.09
" Fancy	.09¼@.09½
Maracaibo, Strictly Fancy	.11¼@.11½
" Choice	@.11
Washed Caracas, Fancy	.12½@.13
Java, Extra Fancy Old Government	@.18½
" Extra Fancy	@.18
" Fancy	@.16½
Mocha, ⅛ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.13
" Prime	@.11¼
" Choice	@.09½
Santos, Choice	@.12½
" Fancy	@.13
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14
" Fancy	@.14½
" Extra Fancy	@.15
Java, Extra Fancy Old Government	@.23
" Fancy	@.22
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.18½
Eureka	.15½
Leader	.18
Jap	.13
Special, No. 6	.12½
Special Drive	.12

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 35/100
Lion	13⅛	13¼
B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins,		.26
Saludo, lbs		.20
" 50-lb. tins		.19
" barrels		.18
Viv, lbs		.16
" 50-lb. tins		.15
" barrels		.14

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20
Packed in 30 and 60 pound cases.	
German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18
Tumbala, 60 or 100 1-lb. cartons	.16
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, M. & J. Blend, 40 or 60 1 lb. tins	.27½
Tourist, M. & J. Blend, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.15
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box ... per box	3.90
12 tins in box ... per carton	.95
2 lb. tins ... per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross Improved cans ... per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends ... per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin ... per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross ... per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06⅛
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04⅜
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Gun Caps, E. B ... per M	.60
Gun Caps, musket ... per M	.65
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB. bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz.	5.20
Sawyer's, No. 1, 6 doz.	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz.	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz.	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.27
" First, "	.26
" Second, "	.25
" Third, "	.24
" Imitation, 30-60 lbs	.23
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.28
Ladles, 30-60 lbs., bakers' use	.22
Print Butter:—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.	.31
B. B., E. D. brands, 20-50-lb. boxes	.30
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes	.29
Sheaf ("400") Elgin, 20-50-lb. boxes	.29
Sheaf	.27-.28
B. S. Gilt Edge, cartons	.31
Gurnse, pounds or half pounds	.29
Belle Spring	.27

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.11½
" 16's, "	.12½
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	09¾
Bright Light, " " ... per box	2 35
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, 2-lb. cartons, size 6 x 1½, per lb.	
Martha Washington, long 12s ... per lb.	

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints ... per gross	4.35
Mason's, quarts ... per gross	4.60
Mason's, half-gallons ... per gross	6.50

—8—

Jelly Tumblers—	
Barrels, 12 doz ... per doz.	.16
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.75
Mason's Caps and Rubbers, ½ gro., "	2.c5
Jar Rubbers—	
Lip, wide ... per gross	.85
Acme, wide, 1 doz. cartons ... per lb.	.45
" medium, 1 doz. cartons ... "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium ... per lb.	.25
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Autumn brand, Sweet Marjoram ... per doz.	.25
" Sage ... "	.55
" Thyme ... "	.25
" Savory ... "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory ... per case	1.00
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—	
⅛-lb. cartons, 1 doz ... per doz.	.4e
¼-lb. " " ... "	.75
½-lb. " " ... "	1.25
¼-lb. screw cap bottles, 2 doz ... per doz.	.9e
¼-lb. square cans, 2 doz ... "	.80

CANNED GOODS.

	Per Do
Tomatoes—	
Mrs. Lippincott's Frying	1.5e
Frying, Good Luck Brand	1.25
DuBois' Frying	1.25
Jersey King, No. 3, Standard Jersey	1.10
Rio Grande, fancy, Jersey	1.1e
Silver Lake, fancy, Jersey	1.20
Lima Beans—	
Tinsley's, extra small	1.35
Turkey, fancy, Jersey	1 10
Silver Lake	1.10
Boyer's, Fancy	
Oxford, Maine packed	.87
Lanfair, 2s	.65
String Beans—	
Red Jacket, extra small	1.55
Cloister, fancy N. Y	1.45

This Puts Money on the Right Side of the Ledger

Spring Garden, a Tea that you can sell for 60c per pound with the assurance that everybody who buys it will be back for more, which you can buy at the following prices:—

In 100-lb. Barrels	18	cents per lb. net
In 5-lb. Silver Bags	19	cents per lb. net
In 1-lb. Silver Bags	19½	cents per lb. net
In ½-lb. Silver Bags	20	cents per lb. net
In ¼-lb. Silver Bags	21	cents per lb. net

(Silver Bags packed in cases containing 100 Pounds)

Thomas Martindale & Co., Philadelphia, Pa.

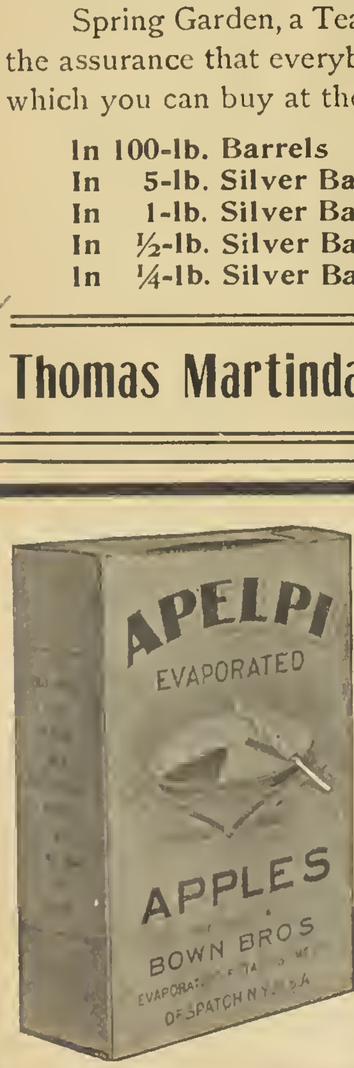
There Are a Great Many Kinds of Olive Oil, But Only ONE De Rago

Where doctors recommend ***De Rago Olive Oil*** for sick people you can be sure it is the *right* oil for well people.

It is the ONE Olive Oil that is made from PERFECT olives.

If you sell ***De Rago Oil*** to a customer you can be certain that customer will keep coming to you for it as nothing else will ever take its place.

Jas. J. Loughery & Company
Importers Boston, Mass.



What's the Difference?

The answer—"the bottom is as good as the top." You know what this means in Evaporated Apples. It means that your customers will **keep buying** that kind, and **we** know **you** will keep buying that kind to supply your customers. **APELPI** on a package of evaporated apples is a positive guarantee that the fruit is the finest that can be had, and its preparation can't be excelled.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON Distributers
28 So. Front Street Philadelphia, Pa.

—9—

Boyer's, 2s	
M. & B., 3s	
M. & B., No. 2	
White Wax Beans—	
Acorn	
Champion	.62½
Compass, No. 10, 1 doz	3.00
aked Beans—	
B. & M., No. 3	1.35
B. & M., No 3, tomato sauce	1.55
Campbell's, No. 2, plain	.87½
Campbell's, No. 2, sauce	.87½
Oxford, No. 3	.90
Narragansett, No. 2, tomato sauce	.97½
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.77½
Moore & Brady, No. 3, sauce	.82½
Moore & Brady, No. 1, picnic size, plain	.35
Moore & Brady, No. 1, picnic size, sauce	.37½
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	.92½
Martin Wagner Co., No. 3, tomato sauce	1.00
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.47½
Schimmel's, No. 1, sauce	.50
Schimmel's, No. 2, sauce	.87½
Schimmel's, No. 2, plain	.82½
Bunker Hill, No. 3, plain	.75
Bunker Hill, No. 3, tomato sauce	.77½
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
ed Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. per doz.	.82½
Victory brand, No. 1, 4 doz. per doz.	.45
orn—	
Kornlet	1.55
American Beauty, extra fancy, Shoe Peg	.85
Cream of Susquehanna	.95
Baker's, G. W., whole grain	85
Rival Blue, fancy, York State, crushed	.77½
Shoe Peg, Susquehanna	.80
Shoe Peg, Osborn's	.72½
Mark, crushed	.67½

—10—

Peas—	
French, Extra Fins, 100 cans, per case	16.25
French, Tres. Fins, 100 cans, per case	14.75
French, Fins, 100 cans	13.75
French, Moyens, 100 cans	13.50
Belle Rose, Fancy N. Y. State Sifted, Little Champions	1.50
Bell Rose Sifted Sweet Wrinkled	1 30
Honey Bee, Early June	
Little Nell's, Baltimore	.65
Beets—	
Red Jacket, No. 3, small	1.45
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
McMurray's Mountain	.80
Spinach—	
Booth's, No. 3	1.30
Farren's, No. 3	1.40
Farren's, No. 10	4.25
Sweet Potatoes—	
Plantation, No. 3	.92½
Delaware, 3-lb., 2 doz	95
Pumpkin—	
Catawba brand, extra fancy, N. Y. State, No. 3	.85
M. & W., Dog Head, No. 3	.80
Andrews & Co., No. 2	.47½
Asparagus—	
Del Monte, mammoth, No. 2½	4.25
Oak, large, No. 2½	4.50
El Rio, medium, No. 2½	3.25
Sovereign, large, round, 2 doz	2.60

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra standard	2.25
San Antone, standard	1.70
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Cherries—	
Extra quality, 2½s	3.50
Extra standard, 2½	3.40
Standard, 2½	

—11—

Peaches—	
Extra standard, lemon clings, 2½s	2.75
Extra standard, sliced lemon clings, 2½s	2.75
Extra standard, sliced lemon clings, 1 lb., 4 doz	1.55
Prize Medal, lemon clings, No. 10, 1 doz	7.75
Express, yellows, 2½s	
Plums—	
Extra standard egg	
Extra standard green gage	
Standard egg	
Standard gage	

DOMESTIC CANNED FRUIT.

Apples—	
Derby, No. 10, 1 doz	2.75
Pride of Shenandoah, No. 3, 2 doz	.95
Spring Garden, fancy, 3s, 2 doz	.90
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	
Blueberries—	
Main, No. 2	
Main, No. 10	
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	
Peaches—	
Calumet, yellow, light syrup	1.65
Terrapin, No. 3	1.05
Pears—	
Matchless, extra fancy, No. 2	1.40
Raspberries—	
Mikado, red, fancy, N. Y. State, preserved, No. 2	1.25
Rhubarb—	
Silver Lake, No. 3	
Strawberries—	
Silver Lake, No. 2	
M. & W., No. 1	
Terrapin, standard, No. 2	
Pine-apple—	
M. & B., India River, E. & C., No. 2	1.60
Wagner's, E. & C., No. 2	1.45
Singapore, chunks, No. 1½, 4 doz	1.20
Singapore, cubes, No. 1½, 4 doz	1.20
Wagner's, No. 1, cocktail, 2 doz	.95
James, No. 3, pie, grated	.75

—12—

The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.

Tan Chop Hin, ⅞-lb. chunks per doz.	.80
" 1 " " "	.87½
" 1½ " " "	1.17½
" 1¾ " sliced "	1.35
" 1¾ " grated "	1.35
" 2½ " whole "	1.85
Packed in their own juice:—	
1½-lb. chunks, extra heavy syrup...per doz.	1.45
1¾ " sliced "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz.
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	.95
Star, No. 1, 4 doz	.97½
Lobster—	
B. & M., No. ½, flat, 4 doz	2.17½
B. & M., No. 1, tall, 4 doz	4.00
Star brand, No. ¼, flat, 4 doz	1.30
Star brand, No. 1, tall, 4 doz	3.65
Star brand, No. 1, flat, 4 doz	4.15
Shrimps—	
Barataria Canning Co., new, No. 1, 2 doz	1.10
Lopez & Dukate (Barataria), new, pickled, No. 1, 2 doz	1.05
Mackerel—	
Pickert's, soused, No. 3, 2 doz	3.25
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.60
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.07½
Boyer's, No. 2, 2 doz	2.00
M. & B., No. 1, 2 doz	1.05
Stewart's, No. 2, 2 doz	2.00
Stewart's, No. 1, 2 doz	1.00
Victory, No. 1 doz	1.05
Kippered Herring—	
Maconache's, 2 doz., plain	1.50
Salmon—	
Cook's, Holly, Colorado River, No. 1, tall	1.75
Cook's, Holly, Colorado River, No. ½, flat	1.15
Hapgood's, No. 1, tall, 4 doz	1.85
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.10
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
No. ½, flat, 4 doz	1.20
Rising, light, fancy, red, No. 1. tall	1.20
Humes, Karluk, No. 1, tall, 4 doz	1.25

Ritter's Guaranty

In compliance with the rules and regulations for the enforcement of the Food and Drugs Act published by the Commission appointed for this purpose, we have filed a guaranty covering all our products with the Agricultural Department in Washington under the serial number 1017.

In the future all our products will be labeled in accordance with Regulation Nine as follows: *Guaranteed under the Food and Drugs Act, June 30, 1906, No. 1017.*

This guaranty is sufficient and covers every sale we make and no individual guaranties are necessary.

It has always been our aim to manufacture pure and wholesome food, to comply with existing laws and to protect all who buy our products, and we shall carry out this principle in the future.

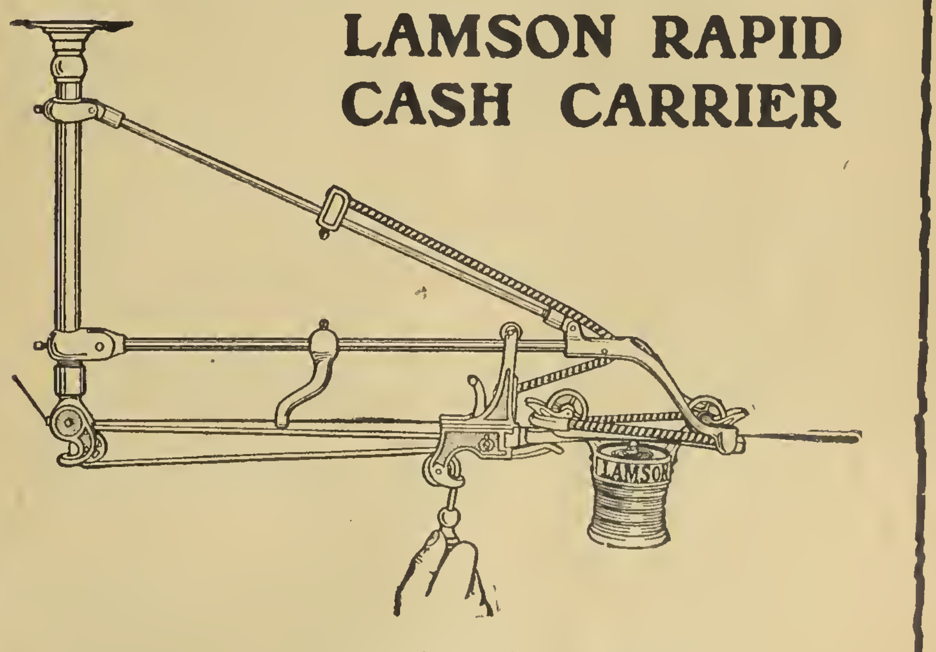
We hope to deserve your continued confidence and patronage.

Philip J. Ritter Conserve Co.

PHILADELPHIA, PA.

Fruit Butters — Preserved Fruits — Fruit Syrups
Cranberry Sauce — Catsup — Honey
Mince Meat — Chili Sauce — Mustard
Jellies — Salad Oil — Baked Beans
Jams — Crushed Fruits — Soups
Canned Fruits — Canned Vegetables

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.30
Leader, fancy, red, No. 1, tall	1.22½
Defender, medium, red, Alaska, No. 1, tall	1.15

Plain.

La Champagne, ¼'s, key	25 00
" ½'s, key	17 00
Lucullus, ¼'s	13 00
C. Morel, ¼'s	10.00

SARDINES—Boneless.

Le Marchand, ¼'s	
La Champagne, ¼'s, key	
Cadean, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.40
½s, Martels	13.50
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8.25
Mustard—	
¼s, Irma, 100 cans	3.35
¼s, Eureka, key, 100 cans	3.27½
¼s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3 00
¾s, Underwood's, 50 cans	
¾s, Irma, 50 cans	3.25
¾s, Harbor, 50 cans	3.35
¾s, Booth's, extra, in cartons, 50 cans	2.70
¾s, Continental, key, 48 cans	2.60
¾s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.60
¼s, Continental, key, 100 cans	3.37½
¼s, Le Baron, 100 cans	3.12½
¼s, Imperial, 100 cans	
Gold Label, ¼s, oil, 100 cans	6.25
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.20
" " with key, No. 2, 1 doz	2.25
Fairbank's, with key, No. 1, 2 doz	1.15
" with key, No. 2, 1 doz	2.15
" with key, No. 6, 1 doz	7.65
" with key, No. 14, ½ doz	16.50
Libby's, with key, No. 1, 2 doz	1.20
" with key, No. 2, 1 doz	2.20

Chipped Dried Beef.

No. 1, 2 doz	1.85
No. ½, 2 doz	1.05
Glass, No. ½, 2 doz	1.25
Glass, No. 1, 2 doz	2.25
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.72½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.55

—14—

Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.12½
Fairbank's, No. 2, 1 doz	2.15
Armour's, No. 1, 2 doz	1.22½
Armour's, No. 2, 1 doz	2.25
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.05
Kingan's, No. 2, 1 doz	2.05

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.50
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.40
Libby's, No. ½, 4 doz	70

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.82½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.15
Turkey	2.10	3 25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2 25
Tongue	1.25	2 25
Chicken	1.95	3 00
Turkey	1 95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's:—	
No. 1 cans, 4 doz. to case, straight or assorted, all kinds except Tomato......per doz.	.87½
No. 1 cans, 4 doz. to case, assortment No. 1 containing 8 cans Tomato ...... " "	.87½
No. 1 cans, 4 doz. to case, Tomato...... " "	.95
No. 8 cans, 24 to case, all kinds except Tomato ...... " "	2.50
No. 8 cans, 24 to case, Tomato...... " "	2.65
Gallon cans, 6 to case, all kinds except Tomato...... " "	7.75
Gallon cans, 6 to case, Tomato...... " "	8.25

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.09½
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.10
I X L Assorted Chocolate	"	.11½
King B Assorted Chocolate	"	.12½
No. 1 Fine Assorted Chocolate	"	.15½
Nonpariel Drops	"	.10½
Chocolate Covered Caramels	"	.11
Dairy Chocolate Chips	25-lb. pails	.15½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.16½
Cream Cocoanut Balls	28-lb. pails	.09½
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.07½
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.11½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, half-pints, 2 doz	1.10
" " pints, "	2.00
Waldorf, medium, 12 oz., screw top, 2 doz.	.87½
Snider's Catsup:—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate.......per jug	.85

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—	Per Case
Small, 25 bottles in case	2.75
Medium, 25 bottles in case	4.25
Large, 12 bottles in case	3.25

HERE IS YOUR QUESTION ANSWERED

Why put in **Croft's Swiss Milk Cocoa** when you are selling five brands now? Well, because it is different from the rest, for one reason. It is the only cocoa packed in glass. It stands alone, and you know how novelty helps a thing to sell. The grocer who infuses a little novelty into his business is the grocer who succeeds.

Another thing, **Croft's Swiss Milk Cocoa** is better than the rest. That isn't a bluff, honestly. We take out of our cocoa, in the making, a substance which other manufacturers allow in, greatly to the injury of the flavor of their goods.

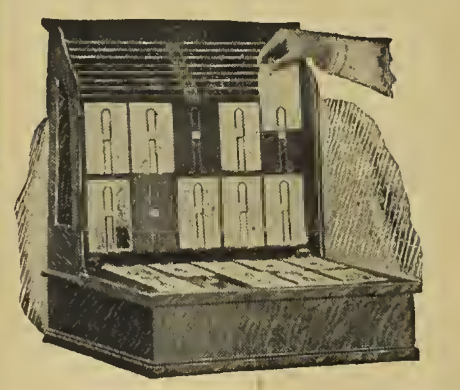
Now do you know why you should sell it?

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. *Philadelphia PENNSYLVANIA*



Which Do You Have the Most Of?

Did you ever ask yourself the question?

The CASH you Have is Easily Taken care of.

The ACCOUNTS you Have should be Cared for in an Equally Careful manner as they represent a Large part of the Cash or Profits you Expect but have not Gotten as yet.

When you charge Goods to your Customers, you are Loaning them MONEY and should keep your Records as Carefully and Correctly as a Banker.

There is only ONE Complete System for handling the ACCOUNTS of the Retail Merchant, that keeps his records in an Up-to-date manner.

It is THE McCASKEY ACCOUNT REGISTER SYSTEM.

Thirty Thousand of them in use. Wake up and Investigate.

A 64-page Catalog FREE. Write To-day

THE McCASKEY REGISTER CO., 30 Rush St., Alliance, Ohio

Manufacturers of the Celebrated Multiplex Duplicate and Triplicate Order Pads

New York Office: 140 West Forty-second St., G. M. Orton., Mgr.
New Jersey Office, 15 Clinton St., Newark.
C. T. Baxter, Dist. Mgr. for Maryland and Eastern Penna. and Delaware. Office at 406 Central Trust Bldg., Cor. Market and 4th Streets, Philadelphia, Pa.
J. D. Lasley, Dist. Mgr. for Virginia, North and South Carolina and District of Columbia. Office, Room 15 Central Nat'l Bank Bldg., Washington, D. C.

AGENCIES IN ALL PRINCIPAL CITIES

See our Exhibit at The Jamestown Exposition, Section 8, Manufacturers and Liberal Arts Building.

—17—

ampbell's Beefsteak Tomato Ketchup:—

½ pints, 24 bottles to case	1.10
Pints, 24 bottles to case	2.00

ampbell's Tomato Ketchup:—

Pint bottles, 24 to case, per doz	1.40
½-pint bottles, 24 to case, per doz	.90

ampbell's Chili Sauce:—

Pints, 2 doz. to case	1.40
½ pints, 2 doz. to case	.90
Asst. Condiments, 2 doz. to case, per doz	.90

CHOCOLATE AND COCOA.

'alter Baker & Co's:—	Per lb.
Premium, 12 to 25 lbs	.30
Caracas, sweet, 6 lbs	.32
German, sweet, 6 to 12 lbs	.22
Auto, sweet, 6 lbs	.32
Cocoa, ¼-lb. cans, 12 lbs. in box	.37
Cocoa, ½-lb. tins, 12 lbs	.37
'. H. Baker s:—	
Best Cocoa, ½-lb. size ... per lb.	.36
" ⅕-lb. " ... "	.38
Premium Chocolate, ½s, 12 lbs	.30
" ¼s, 12 lbs	.31
Best Sweet Chocolate, ¼s	.21
Best Sweet Chocolate, 1-5s	.21
Vanilla Sweet Chocolate, ⅙s	.29
ershey's—	
Vanilla Sweet, ⅙s, 6 lb ... per box	1.55
Swiss Milk, ⅙s, 6 lb ... "	1.45
ɔcoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.43
" " ¼s, 6 lb	.45

ɛnsdorp's Royal Dutch Cocoa, 12-lb. cases—

		Per can.	Per doz.
¼-lb. round cans		.18¾	2.21
½-lb. "		.29	3.48
1-lb. "		.57	6.84
1½-oz. "	50 cans in case	.07	
			Per lb.
5-lb. "		2.75	.55

ɛnsdorp's Chocolates, 6-lb. boxes, 24 boxes in case—

Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.32

ooker's Cocoa Powder—

¼-lb. tins, 2 doz. in box ... per doz.	1.88
½-lb. tins, 2 doz. in box ... "	3.50
1-lb. tins, 1 doz. in box ... "	6.50
5-lb. tins, 1 doz. in case ... per lb.	.52
10-lb. bags, 1 doz. in case ... "	.50

—18—

Wilbur's Cocoa—

Breakfast, ¼-lb. tins, 6-lb. boxes ... per lb.	.37
" ½-lb. tins, 6-lb. boxes ... per lb.	.36

Wilbur's Chocolate—

Premium, ⅙s, 12-lb ... per lb.	.30
Sweet Clover, ⅙s, 6-lb ... per lb.	.25

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ½s	.36
Cocoa, labeled, ⅕s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30

Ideal Chocolate and Cocoa Co.:—

Ideal Cocoa, ½-lb. size ... per lb.	.40
" " ⅕-lb. " ... "	.41
" Baking Chocolate, ½-lb size ... "	.27
" " " ¼-lb. " ... "	.29
" Milk Chocolate, 6-lb. box ... per box	1.65
" Vanilla, Sweet, 6-lb. " ... "	1.65

Lowney's:—

Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.33
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.33
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	33
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.33
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.28
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages	.28
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.28
Vanilla Sweet Chocolate, 50 5-cent packages in box ... per box	1.65
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.41
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.41
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.40

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.39
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.39
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.39
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.38
Diamond Chocolate, sweet, ¼-lb. pkgs.	
6-lb. boxes, 12 boxes in case ... per lb.	.24
12 " " 6 " " ... "	.24
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.30
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	32
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.30
Milk Chocolate, 50 5-cent packages in box, per box	1.65
Peter's Milk Chocolate:—	
No. 61—½ lb. size, croquettes ... per lb.	.48
No. 62—¼ lb. " " "	.48
No. 63—½ lb. " flat packets ... "	.48
No. 64—¼ lb. " " " "	.48
No. 93—⅕ lb. " " " "	.48
No. 66—⅛ lb. " " " "	.50
No. 67—1/16 lb. " " " "	.50
No. 68—1/32 lb. " " " "	.50
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ⅕s, 2 doz. in box	1.85
" " ¼s, 6 lb. "	.37
" " ½s, 6 lb. "	.35
" " 1s, 12 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" " " 120 2-c. cakes	1.50
" Caracas, ¼-lb. cakes, 6 lb. in box	.30
" Superior Sweet, 6 lb. "	.22
" Premium, ¼s, 12 lb. "	
" " ½s, 12 lb. "	
Hawley & Hoop's Breakfast Cocoa—	
A No. 1, ½-lb. tins, 12 in box	.34½
" ¼-lb. " 24 "	.35½
Cocoa Shells, cleaned, bags ... per lb.	.01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes ... per lb.	.30
½-lb. " " 24-lb. " ... "	.29
Special 10-c. packages, 30 to box ... per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ⅕-lb. " 6-lb. "	.31½
" ⅕-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ⅙s, 6-lb. boxes	.26½
" ⅙s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes ... per box,	1.35
" 3-c., 72 " ... "	1.40

—20—

Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27
Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	3.85
Defiance, 4 doz	3.85
Dime, 4 doz	3.55
Winner, 4 doz	4.15
Baby, 1 doz., glass	2.00
Red Cross	4.15
Peninsular	4.10
Dr. Hand's, 2 doz	3.10
Leader	3.80
Banner, 4 doz	4.05
Star, 4 doz	4.15
Evaporated Milk—	
Peerless, family size, 4 doz	3.40
Peerless, 5c. size, 4 doz	
St. Charles, family size, 4 doz	
St. Charles, hotel size, 2 doz	
Silver Cow, 5c. size ... 6 doz.	
Pet, 10-c. size, 4 doz ... per case	3.40
Pet, 5-c. size, 6 doz ... per case	2.75

HIRES CONDENSED MILK AND CREAM

	Per case.
Hires Condensed Milk	5.60
Queen	4.00
Blue Ribbon	3.80
Premium	3.80
Silver	4.15

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	4.00
Five cases or more	3.95
Twenty-five cases or more	3.90
Fifty cases or more	3.85

DAYTON PROTECTION

for DAYTON USERS

Almost every merchant knows of the efforts of a certain competing scale concern to discredit the onesty and reliability of DAYTON Computing Scales.

In some cities that concern has even gone so far as to seek State and City legislation against AYTON Scales.

The DAYTON Company, after a legal fight in Omaha, has succeeded in getting a

UNITED STATES INJUNCTION

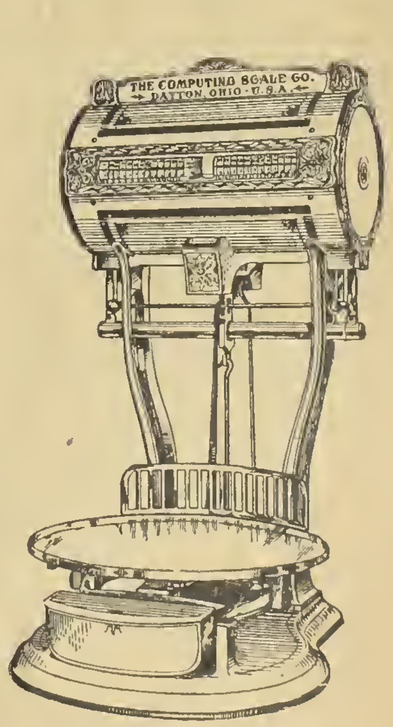
estraining all parties from interfering with DAYTON Scales now in use in that city. Full text of the action nd Court's decision sent free upon request.

A FIGHT TO THE FINISH.—Every user of DAYTON MONEYWEIGHT Computing Scales can e sure of two things:—

—First, that they are absolutely honest, accurate, reliable, the best and most economical butchers' and rocers' scales ever built;

—Second, that the DAYTON Company will spare no expense to protect their users from the attacks of nscrupulous competitors who find it hard to market their scales in fair and open competition.

Write to-day for descriptive matter of the newest DAYTON Scales, and get our liberal exchange offer.



The new low platform No. 140 DAYTON Scale

Date........................
Moneyweight Scale Co., 35 State St., Chicago.
Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.
This does not place me under obligation to purchase.
NAME........................
STREET and NO........................
TOWN........................
STATE........................

Moneyweight Scale Co.

The Computing Scale Company
MANUFACTURERS
DAYTON, OHIO.

35 State Street, Chicago

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ½s	.26
" ¼s	.28
" ½s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs	.11
" " in boxes, 25 lbs	.10½
" " in barrels, 140 lbs	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs	.10
Bakers', Macaroon, barrels, 140 lbs	.10¼
" Slice, " 120 lbs	.10½
" Strip, " 120 lbs	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Bijou Cookie	.07½	.08
Brown Edge Water		.09
Butter Toast	.07½	.08
Clover Mixed		.08
Cocoanut Ripple		.10
Cry Babies		.09
Fig Bars		.10
Fruit Cookies	.07½	08
Fruit Gem	.08	.08
Ginger Snaps, XX	.06	.06½
Ginger Vedettes	.07	.07½

—22—

Graham Wafers		.10
Grandma Cookies	.07½	.08
Honey Jumbles, XX		.10
" " Iced		.10
Honey Kernel		.10
Iced Ginger Tablet		.08
Iced Penn Treaty		.07½
Iced Vedette Wafer	.07½	.08
Macaroon Cookie		.10
Man-in-the-Moon		.08
Matchless	.08	.08
Milk Lunch	.07	.07½
Oriental Cookie	.07½	.08
Quaker City Mixed	.07½	.08
Quiver Mixed	.07	.07½
Orange Cookies	.07½	.08
Peerless		.08
Soda Biscuit, XX	.06	.06½
" " No. 1	.07	.07½
Spiced Wafers	.07½	.08
Sunshine Cookie	.07½	.08
Suprema	.08	.08
Wavelets		.09

Package Goods—	Per doz.
Bonnie Water	.95
Butter Toast	.50
Cracker Meal	.84
Cresco Cookies	.95
Fairy Oyster	.50
Gingerettes	.95
Gold Medal Soda (10-cent size)	.95
" " (5-cent size)	.50
Graham Wafers	.95
Milk Lunch	.95
Ivinettes	.95
Butter Thins	.95

Freight paid on 100 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish p. dz.	1.15

—23—

Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish p. dz.	1.75
Wein Senf, in bbls...per gal.	
" 1 gallon stone jars...per jar	.75
" 5 gallon kegs...per keg	2.50
Prepared Mustard, in bbls...per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
...loaf,	.26½
Sap Sago, 3 to a lb.......cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.35
Edam Cheese, 12 in case.....case, 9.50, single,	.85
" in tin...per lb.	.26
" 1-lb. tins...per case	3.25
Camembert, in wood boxes........per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz	1.45
Parmesan, grated, ready for use, large bottles, per doz	
Parmesan, grated, ready for use, small bottles, per doz	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.......loaf cut	.20
" " Square loaves, No. 1, about 25 lbs. each...per lb.	
Limburger Cheese, No. 1.....box, .14; ½ box, 15; less	.15
Muenster Cheese...per lb.	.16
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.19½
Pineapple (Picnic size), 6 in box.........per box	
" (Gem size), 6 in box "	
Royal Luncheon Cheese—	
Dinner size, 1 doz. in case...per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size, per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.30
" d'Isigny, " 6 in box... "	1.30
Wm. Tell brand, 12 in box "	1.10
Neufchatel (Cow brand), 25 in box.....per box	.95
Star Cream, or Phila., 12 " .... "	2.00
Miniature Cream, or Phila. 12 " .... "	1.00
Hand Cheese, 8 doz "	1.25
" 4 " "	.65
" 4 " Thuringer "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.1
Schutzen Cheese, 12 in box "	.9
American Mountain Cheese (Alpen Kase), 50 1-lb. packages...per lb.	.1

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight)........per lb.	.4
Wiener Wurstel, 16 in tin...per doz.	4.7
" 8 " "	2.7
Carlsbad Speck (Imported Bacon) "	.3
Imported Cervelat Sausage (Rolff's).....per lb.	.4
Imported Frankfurters...per doz.	3.7
Goose Breast, imported, marked weight, per lb.	.6
Pate de fois Gras, small size...per doz.	3.0
American Holsteiner..by bbl. 11½ less, per lb.	.1
" Landjager, short...per lb.	.2
" " long "	
" Mortadella, Dry...per lb.	.2
" Knackwurst, 25 in box, per box, $4.75...per doz.	.4
" Cervelat (E), 50 and 100-lb. boxes, .21½; less	.2
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.2
" Cervelat, Crescent, 50 and 100-lb. boxes, .16; less	.1
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	.1
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .22½; less	.2
" Salami (E), 50 and 100-lb. boxes, .21; less	.2
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .19; less	.2
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less	.1
" Tongue Sausage...per lb.	.1
" Smoked Braunschweiger Liver Sausage...per lb.	.1
" Lachs Ham "	.8
" Petit Delicatess Frankfurters, plain, per doz	.9
" Petit Delicatess Frankfurters, with Sauer Kraut...per doz.	.9
" Lebanon Beef Bologna......per lb.	.15-.1
" Paprika Speck "	.1
Mettwurst, half-round "	.1
Liver Sausage (Special), truffle, goose or sardellen...per lb.	.2
Smoked Thuringer Blutwurst "	.1
" Pfefferwurst "	.1

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz	4.7
" (Derby Brand), quart glass jars per doz	5.7
" (Derby Brand), 10-oz. jars, per doz	2.5
Calves' Head, in round tins...per doz.	1.6
Pickled Meats, in glass "	1.0
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

I have made a study of Italian Macaroni, Olive Oil and Roman Cheese. I will be glad to give information about these goods to anybody who will get in touch with me.

The finest Macaroni that comes into this market is Francesco and Luigi Cirillo's, of Torre Annunziata, Italy. The best Olive Oil and Roman Cheese is F. Bertolli's, of Lucca, Italy.

I am headquarters for all three. If you want the real thing, write, or come and see me.

Joseph Cuneo's Son
901-03-05 South Eighth Street
PHILADELPHIA, PENNA.

Do You Know What Ramly Stands For?

We'll tell you—the finest Turkish cigarette ever made to sell for 10 cents. It is the one that is so widely imitated by our competitors.

If you want particular smokers to come to *you*, put the ***Ramly*** in stock.

MENTOR CIGARETTE CO.
404 Atlantic Avenue - - BOSTON, MASS.
Philadelphia Representative:—ARTHUR HAGAN & Co., 151 N. Third St.

Remember—Hooton's Cocoa, Newark, N. J

Order a box of your jobber, or if your jobber does not carry it in stock send direct to

Hooton Cocoa & Chocolate Co
351 North Fifth Street
NEWARK, N. J.

—25—

:t Salad, in glass	per doz.	1.00
" in pint jars, glass	"	
" in quart jars, glass	"	
:nb tongues, in glass	"	1.60

)LLAND AND SCOTLAND HERRINGS.

	Kegs or Pails.
lland Herring, mixed, "Y. M." ⅛ bbl. 5.50	60–75
" milkers, " ⅛ bbl. 6.50	75–85
" mixed, Standard, bbl. ⅛ bbl.	
lland Herring, milkers, Standard, bbl. ⅛ bbl.	
tland Herring, mixed, large fulls, bbl. ⅛ bbl. 8.00	
" milkers, large fulls, bbl. ⅛ bbl. 8.00	
rinirte Herring, Imported, abont 40 in pail.	1.25
ll Herring, Imported, about 25 in pail	1.00
:ed Herring, Imported, about 40 in pail.	1.00
rway Stockfish, dry per lb.	15
tjes Herring per pail	

BISMARCK HERRING.

t size, round tins, with key	per tin	.20
art " " "	"	.35
)t. " " "	"	.55
)t. " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

ll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
t-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
glish Sprats, 36 bunches per box	
ıger's Roll- and Brat-Haring, oval tins, er doz.	2.50

RUSSIAN SARDINES.

ported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.05
: Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
ssian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

ginal Package	per ½ bbl.	5.50
packed in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" in 5-gal. kegs	per keg	2.75
" in ½-lb. flat tins	per doz.	.95
" in ½-lb. tall tins	"	1.50
" in 1-lb. tall tins	"	2.00
icy Kegs—1/1 keg, .80; ½ keg, .42; ¼ keg, ı2; ⅛ keg		.20

SALT SARDELLEN.

ginal Package, 1902	per anker	16.00
oacked—kegs, about 8 lbs	per keg	2.75
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz	16.00	½ kilo Cans, per dz.	16.00
½ " "	8.50	¼ " "	8.50
¼ " "	4.25	⅛ " "	4.25
⅛ " "	2.25	1/16 " "	2.25

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—abont 2000	per cask	
50 " bbl.— " 1200	per bbl.	9.00
15 " keg— " 500	per 100	
10 " keg— " 300	"	.85
5 " keg— " 150	"	
10 lb. pail— " 50	"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	3.20
5 " "	"	1.15
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitzkngeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg	per bundle	.30
Basler Lebkuchen, No. 1, 6 " ...	"	.50
" " No. 2, 6 " ...	"	.75
" " No. 3, 6 " ...	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb, bags, per bag		
Green Kern	per lb.	.09½
Potato Flour	"	.07
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.80
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

COTTOLENE.

30 2-lb. tins	per case	6.50
15 4-lb. "	"	6.50
6 10-lb. "	"	6.50

Freight prepaid on two-case lots.

—27—

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.21
Western	.20

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.14
New York, Full Cream, new, 1st's, 40-lb. bxs.	.13½
Picnic, Full Cream, new, fancy, 20-lb. bxs	.14

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.	.27
Anchovies, in oil, ⅝ bottles	4.50
" " ¼ "	3.25
Anchovy Paste, fancy, per doz.	4.75
" plain, per doz.	3.75
Boullion, Burnham, pints, 2 doz. in case	3.75
" " ½ pints, 2 doz. in case	2.00
Capers, Nonpariel, ½ gallon kegs	1.25
" " Quart, glass, per doz.	6.75
" " bottled, ⅝ size, per doz.	2.25
" " " ½ " "	1.85
" " " ¼ " "	1.10
Canton Ginger, large pots, cases 6 jars, per case	4.50
" med. " " 12 " "	5.00
" small " " 24 " "	4.50
Cherries in Maraschino, in glass, 1-doz. case	8.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" " 3 lb., 2 dz. case "	2.20
Currie Powder, pints, per doz.	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ⅛'s	2.40
" ¼'s	4.50
" ½'s	8.00
" 1's	16.00
French Peas, Extra Fins, per case	19.00
" Fins, per case	16.00
" Moyen's, per case	13.00
Kippered Herring, 6 doz. in case, per doz.	1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	.29
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz.	1.25
" " ½ pints, per doz.	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz.	6.50
" " " 2 oz., "	3.55
Armour's Beef Extract, 2 oz., "	4.45
" " " 4 oz., "	8.20
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz. per doz.	4.00
" " " 8 oz. "	7.25
" " " 16 oz. "	13.50
Theodore Marquet Mushrooms:—	
First Choice	
Choice, 100 tins per case	
Extra, " "	
Hotel, " "	22.00

—28—

Truffles, 1/16	per tin,	.28
" ⅛	"	.50
" ¼	"	1.00
" ½	"	2.10
Shrimps, Pickled, small size		1.00
Dunbar's Shrimps, 2 doz., per doz.		2.25
" Figs in Cordial, 1 doz., per doz.		5.00
Bishop's Figs in Cordial, 1 doz., per doz.		6.50
Crystallized Ginger, 1-lb. tins, per doz.		4.00
" " ½-lb. " "		2.25
Rose's Lime Juice, per doz.		3.60
Victor Rose Water, per doz.		2.25
" Peach Water, per doz.		2.25
Pitted Olives, per doz.		5.25

FLOUR.

	Per Bbl.
Gold Medal	5.90
Ceresota	5.90
Pillsbury's	5.90
Taylor's Fancy	5.10
Pride of the West	4.80
Sunbeam	4.70
Quaker City	5.50

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages	
Franklin Pancake, 30 2s	3.55
Uncle Jerry's Pancake, 40 packages	
Hecker's Buckwheat, 16 3s	
" " 64 1½s	
" Flapjack Flour, 24 2s	
Log Cabin Pan Cake Flour, 36 2s	3.25
Ralston's Purina Pancake Flour, 36 2s	3.00

HONEY.

Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz.	per doz.	.95
Selser's, medium bottles, 2 doz.	per doz.	1.35
Schimmel's, 12-oz. bottles, 2 doz. in case		1.35
" 6-oz. " " "		.90

"A Drink You Can Sell

Clicquot Club Ginger Ale is the finest ginger ale bottled in this country. It is made in Massachusetts, from the purest, sterilized, sparkling water and bottled by experts. Our plant is as clean as a place making food and drink should be, and this shows in both the amber clearness and the exquisite flavor.

There is a steady summer sale for ginger ale, particularly for **Clicquot Club**, which has been advertised to consumers all over the country. Your profit on this will satisfy you.

Clicquot Club Co., Millis, Mass.

PHILADELPHIA AGENT:
R. S. WILLIAMS, 123 South Front Street

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

—29—

FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, 100 lbs.	1.75
" yellow, granulated, 100 lbs.	1.75
" " table, 100 lbs.	1.70
Western yellow, 100 lbs.	1.45
Quaker, 36 packages	2.65
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case..	1.10
Beans—	
California Lima, new ... per lb.	.06¼
Marrows, Fancy N. Y. State, grain bags ... bush.	2.12½
Marrows, New, Extra Choice, N. Y. State, grain bags ... bush.	2.10
Medium, Fancy N. Y. State, grain bags, bu.	1.85
Pea, fancy, N. Y. State, grain bags, bushel	1.87½
Pea, fancy, Michigan, grain bags ... bushel	1.80
Red Kidneys ... "	2.37½
Peas—	
Green ... per bushel	2 05
Scotch ... "	2.25
Split, yellow ... "	2.00
" green ... "	2 65
Lentils—	
110-lb. bags ... per lb.	.08¾
Less quantity ... "	.09¼
Shaker Corn—	
Fancy, barrels ... per lb.	.03⅝
Less quantity ... "	.03⅞
Hominy—	
Lea's Breakfast, 10 pkgs ... case	1.45
Lea's Pearl, 100 lbs ... per bag	1.90
Schumacher's Breakfast, 10 pkgs. to case....	1.25
Barley—	
OO	.05½
No. 3, 100-lb. bags	3.25
Noodles, Climax, 24 10c. pkgs., case	1.05
" " 48 5c. pkgs., case	1.15
" " asstd., 24 5c., 12 10c. case...	1.10
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c.	1.90
Oatmeal, B, per bbl.	6.10
" " kegs 100 lbs., per keg	3.20
Oaten Goods, in cases—	**Per case**
Avena, 36 packages	2.85
Banner Oats, 20 packages	3.85
Friends' Oats, 36 packages	3.00
Mother's, 36 packages	3.15
Pawnee, 36 packages	2.65
Quaker, 18 10c. size	1.50
H-O, 24 2's	3.00
Rolled Oats—	
Avena, per bbl., 180 lbs.	5.60
Avena, per keg, 90 lbs.	2 95
Standard, 180-lb. bbls.	5.35
" 90-lb. bags	2.55

—30—

Sago—	
Fine, bags about 160 lbs.	.05¾
50-lb. lots	.06¼
Admiral, Pearl, 24's	.07¾
Tapioca, Instantaneous, 50 1's	.08
" Colburn's Hasty, 24 1-lb. pkgs.	.07½
" Minute, ¼-gross, per gross	11.00
" Flake, about 125 lbs ... per lb.	.06
" " less quantity ... "	.06¼
" Pearl, 150 lbs ... "	.07⅜
" " less quantity ... "	.08¼
Ralston Hominy Grits, 36 2-lb. pkgs ... case	2.70
Purina Cream Graham ... per bbl.	5.00
Ralston Barley Food, 24 2's ... per case,	3.15
Purina Health Flour, 20 5's, Cartons "	3.60
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour	5.00
Packed in 12's, 24's and 48's.	
No. 1, assorted case containing 15 2-lb. packages Wheatlet and 10 5-lb. packages Franklin Flour	4.00

MALTA-VITA, 36 packages ... 2.85

Egg-O-See, 36 packages	2.85
Egg-O-See Corn Flakes, 36 packages	2 85
Cook's Malto Rice, 36 2-lb. packages	4.25
Force Food, 36 packages	4.25
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.75
Flaked Rice, Cook's, 24 packages	2.75
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2 40
Pettijohn's Food, 24 packages	2.35
Quaker Puffed Rice, 36 packages	2 80
Quaker Wheat Berries, 36 packages	2.85
Vigor, 36 packages	2.65
Ralston Kornkins, 18 25-lb. sacks ... per bale	3.75
" Health Crisps, 36 10c. packages	2.80
Ralston's Breakfast Food, 36 2-lb. pkgs. pr. case	4.50
Ralston Health Food, 24 1s ... per case	
Triscuit, 30 packages	2.50
Toasted Corn Flakes, 36 packages	2.85
Zest, 36 packages, 10 cent size	2.25
Zest, 36 packages, 15 cent size	2 75
Zest, 20 packages, 25 cent size	3 50

—31—

HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs....	4.75
Cases, 3 doz. pkgs. ..	2.90

HOLLAND RUSK CRUMBS

For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling ... per doz	1.07½
" Acidulated ... "	1.07½
Cox's, large ... "	1.57½
" small ... "	.95
Plymouth Rock, Pink or White ... "	1.20
Nelson's ... per doz.	1.35
" small ... "	.95
Bromangelon, assorted 3 doz ... "	.87½
Fruit Puddine, 2 doz., asst. flavors ... "	.80
Jell-O, assorted flavors, 2 doz ... "	87½
Jell-O Ice Cream Powder, 2 doz ... "	.97½
Chalmer's ... "	.90
Peter Cooper	.90
Tryphosa ... per doz.	.92½
Imperial Wine Jelly ... per doz.	.95
" " ... per gross	11.00
Gelatine, McKinley's ... per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs ... per case	2.70
Kusto, 60 5-cent packs ... per case	2.00
Puddine, assorted, 2 doz ... per case	1.60
D-Zerta Jelly, assorted, 2 doz ... per doz.	.90

—32—

MACARONI.

	Per l[b.]
Larosa Alphabets, square, 25 lbs.	.05
" Elbows, " "	.05
" Marcaroni, long, "	.05
" " square "	.06
Larosa Spaghetti, long, 25 lbs.	.05
" Vermicelli, square, "	.05
" Macaroni, bulk, "	.05
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs.	1.80
24 5-cent A B C and 24 5-cent Egg Barley...	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)..	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.9[?]
Spice Drops, in baskets, 20 lbs.	1.6[?]
" in boxes, 12 lbs.	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle ... per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	18.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2 ... per doz.	9.00
" " " 3 ... "	6.50
" " " 4 ... "	4.50

What Rennet Must Do to Be Good

Good rennet has gotten to be one of the most staple dessert specialties that a grocer can sell.

If it is good. To be good, it must coagulate milk in a few minutes and it must not spoil. James T. Shinn's **Liquid Rennet** fills these requirements under a double-barreled guarantee. And besides that, it has the flavor—the clean, delicate, penetrating flavor that makes rennet-eating grow into a habit.

As to profit, $3.00 return on a $1.50 investment is good enough, eh?

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

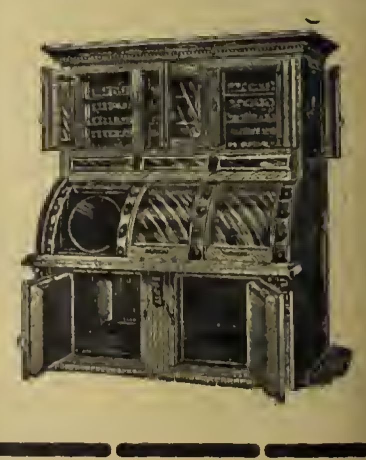
H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY

The First Step Toward
A BIG BUSINESS

Instead of buying Coffee, Tea, Baking Powder, etc. in packages, which means building up a trade on somebody else's goods—buy in bulk and use this ideal carton—which we will label as you wish, and deliver ready to pack your goods in. This means "Boosting YOUR OWN business."

PAPER CANISTER MFG. CO.
221-23 North Twenty-third St., Philadelphia, Pa.

The Looks Are The Small Point



OUR Roll-top Refrigerator, shown in cut, is the handsomest, richest-looking refrigerator made. But that is its smallest point. Its greatest point is that it is guaranteed to save twenty per cent. of your ice bills—a point oft repeated; but do you know anything more important?

All Hill Refrigerators have that point about them, because all are fitted with the Hill patented system of refrigeration.

C. V. HILL & CO.
TRENTON, N. J.

—33—

Tobacco Cutters	2.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1⅛ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	2.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6⅛,	3 feet 8 inches,	9	15.00
8⅛,	4 feet 10 inches,	12	20.00
10⅛,	6 feet,	15	25.00
12⅛,	7 feet 3 inches,	18	28.00
14⅛,	8 feet 6 inches,	21	31.00
16⅛,	9 feet 8 inches,	24	35.00
18⅛,	10 feet 10 inches,	27	40.00
20⅛,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " " 1⅛
" " " " 2
" " " " 3
" " " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " " 1⅛
" " " " 2
" " " " 3
" " " " 4
" Butchers', without weights, No. 0
" " " " 1
" " " " 2
" " " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins. 2 doz. in case "	2 00
Dime Tumblers, 2 doz. in case... "	.90

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...					
Ex. Norway, No. 3...	27.00	14.00	7.15	1.60	1.33
Ex. Norway, No. 4...					
Ex. Bloaters, xxx...	36.00	18.50	9.40	2.05	1.69
Ex. Shore, No. 2...	26.00	13 50	0.90	1 55	1.29
Shore, No. 1...	23.00	12.00	6.15	1.40	1.17
Large, No. 1...	22.00	11.50	5.90	1.35	1.13
Large Irish, No. 2...	19.00	10.00	5 15	1.20	1.01
Extra Irish, No. 2...	18.00	9 50	4 90	1.15	.97
Medium Irish, No. 2..	17.00	9.00	4 65	1.10	.93
Small Irish, No. 3...	16.00	8.50	4.40	1.05	.89
Irish, No. 3...					
Large, No. 3...	16.00	8.50	4.40	1.05	.89
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.25			
Lab. Split, Lg. No. 2.	6.50	3.75			
Shore, Round, Large.	6.00	3.50			
Shore, Round, Med...					
Ocean Whitefish...	6.00	3.50			
Salmon, Halifax...					
Shad, No. 1, Mess...	14.00	7.50	3.90	.95	.81
Shad, No. 2, Mess...					
Haddock, Pickled...	6.00	3.50			

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.07½
Our Choice, Haddock, 40 lbs	.07
Gilt Edge, Hake, 40 lbs	

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

—35—

LOOSE CODFISH.

Extra Large Georges Cod	.08
Large Bank	.08
Medium Bank	.07
Pollock	
Hake	

In original cases, 450 lbs., ⅛c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.15
Small Extra Scaled Herring...per box	.15
Boneless Herring, fancy 10 lb. boxes, per lb.	.13
Smoked Salmon, whole fish...per lb.	.25
New Cromarty Bloaters, 50s...per box	
" " 100s... "	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Extra fancy, 25 lbs.	.09¾
Fancy N. Y. State, 48 1 lb	.09½
Fancy N. Y. State, 50-lb. boxes	.08¾
Apricots—	
Fancy Moorparks, 25 lbs	
Choice Royals, 25 lbs.	.18
Choice Royals, 50 lbs	.17½
Cherries—	
California, Royal Ann, unpitted, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.08⅝
Gold Medal, loose, 25 lbs	.08⅜
Admiral, 40 1-lb. packs	.08½
Private Growth, extra, cleaned, 36 lbs	.08¾
" cleaned, 30 lbs. bulk	.08½
Nectarines—	
White, 25 lbs...per lb.	
Peaches—	
Fancy yellows, 25 lbs	.13½
Extra choice Muir's, 50 lbs	
Fancy Muirs, 25 lbs.	
Pears—	
Fancy California, Bartlett, 25 lb	

—36—

PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs				
30– 40, 25 "	.10½	.10		
40– 50, 25 "	.09	.08¾		
40– 50, 50 "				
50– 60, 25 "	.07¾	.07½		
50– 60, 50 "				
60– 70, 25 "	.07	.06¾		
60– 70, 50 "				
70– 80, 25 "				
70– 80, 50 "	.06	.05¾		
80– 90, 50 "	.05½			
90–100, 25 "	.05			
90–100, 50 "	.04¾			
100–120, 50 "	.04	.03⅞		

Raisins—	
Muscatels, 4 crown, 50 lb	
" 3 " 50 lb	.10
" 2 " 50 lb	.09
Cal. Thompson Seedless, 50 lbs	
Cal. Cleaned Sultanas, 50 lbs	.10
Cal. Sultanas, 50 lbs	.09½
Seedless Muscatels, 50 lbs	.09½
Raisins, Seeded—	
Admiral, fancy, 40 1s	.12½
Butterfly, extra fancy, 36 1s	.12¾
Citron, 10 lbs	.17½
" 25 lbs	
Lemon Peel, 10 lbs	.12
" 25 lbs	
Orange Peel, 10 lb	.12
" 25 lb	

CEREAL COFFEE.

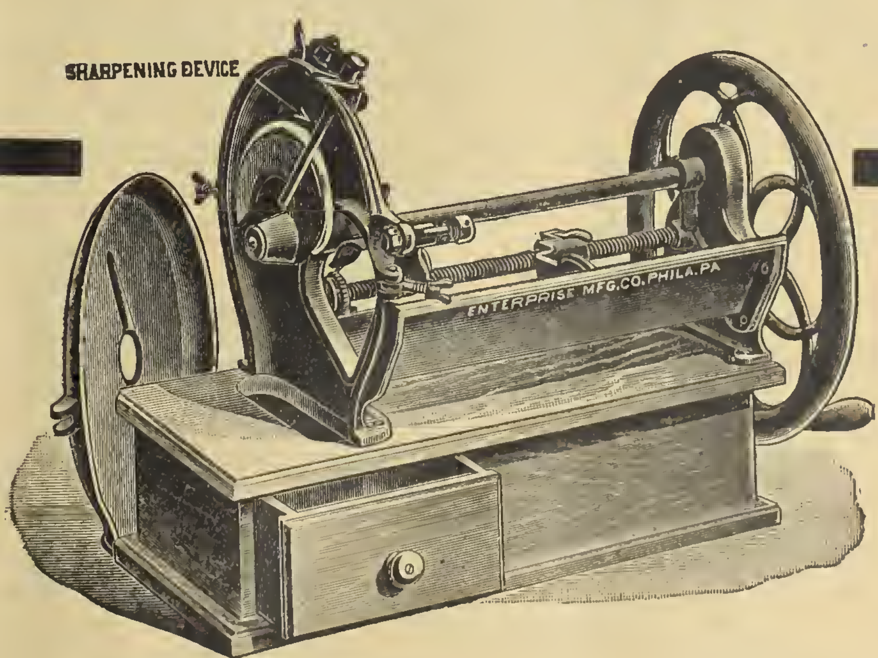
Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb... per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 2 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.
Tumblers, 5-c. size, 4 doz... "
Tumblers, 10-c., Lord's Prayer, 2 doz. "

Is your equipment GOOD? Then make it BETTER. Don't rest till you have the BEST—

"ENTERPRISE"



The experience of all users proves that the

"Enterprise" Rotary Smoked Beef Shaver

greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED
SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.
Philadelphia, U. S. A.

No. 125 (with 2 Blades) $22.50
No. 129 (with 1 Blade) 22.50

—37—

INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.84	4.60	5.30
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		4½ doz.	3.38

		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" " dec., 107,	"	.90	1.00

	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz.	.52½
Chloride, sifting, 25 lb. boxes, 1 lb	per lb.	.05¼
" " 25 lb. boxes, ½ lb	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.60
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.95
" 4 doz	"	3.85
Popular, 4 doz	"	1.45

MATCHES.

			Per gro.
Swift & Courtney's,	200's, 1-gross case		1.75–1.90
"	400's, 1	"	3.50–3.70
"	500's, 1	"	3.75–4.00
Blue Hen,	200's, 1	"	1.50–1.60
"	500's, 1	"	4.00–4.25

—38—

	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.92½
" 500's	3.95
Vulcan Safety, 65s, No. 1	.55
" 65s, No. 2	.50
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50–3.75
Searchlight, 500's	4.25–4.50
Press, 200's	1.80–1.90
" 500's	4.50–4.75
America, 200's	1.30–1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue bead, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5.00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1.00
Blue Ribbon, 165s, 1 gross to case	1.05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kans, 6 to crate	per doz.	9.80
" 5-lb. " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25

—39—

National, 30-lb. Kits, bbls., ½ bbls	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.40
No. 3, glass jars	per case 6 jars	3.10
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.65
No. 10, wooden pails	per box 6 pails	6.25
Celebrated—Seedless.		
Barrels, Halves, Quarters and kits	per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs	"	.09
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters and kits	per lb.	.07¼
Wooden Pails, 18, 37 and 68 lbs	"	.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150 test	"	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Per Doz.
Theodore Marquet, Mammoth, 64 oz	15.50
" Extra, 64 oz	13.50
" Mammoth, quarts	7.25
" Extra, quarts	6.75
" Extra, pints	4.50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz.	2.40
Farcies	3.75
Queen, 6 oz.	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

—40—

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.90
" " pts., 2 doz	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz	6.50
" " pts., 2 doz	7.50
" " ½-pts., 2 doz	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz	9.00
" Sublime, 8-oz. flasks, 2½ doz	6.50
" " 12-oz. " 2½ doz	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

Jas. Hill & Sons Co.		
Quarts, Cal. style, 1 doz. in case	per case,	8.50
Pints, " 2 " "	"	9.00
½ Pints. " 2 " "	"	4.75
Oliver's Olive Oil—		
1 dozen quarts		6.00
2 dozen pints		6.75
2 dozen half-pints		4.25
6 1-gallon tins	per gal.	2.00

Special prices for quantities, on application.

AMERICAN OIL.

Lubon's No. 8, 2 doz.	per doz.	.48
Lubon's, No. 16, 2 doz.	per doz.	.90
Lubon's No. 32, 1 doz	per doz.	1.75
Table Oil, No. 16, fancy bottles, 2 doz., per doz.		.95

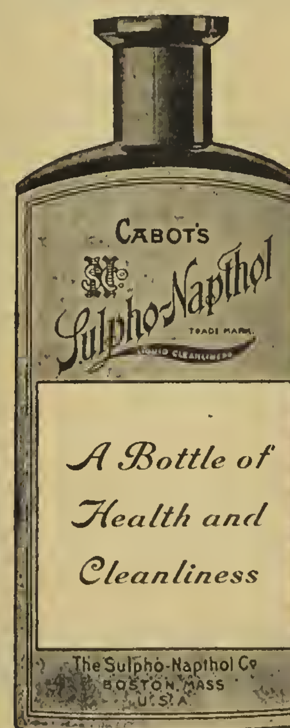
NO FEAR~

if You Sell

ATMORE'S MINCE MEAT

"It IS Pure!"

ATMORE & SON Philadelphia



It Will Heal a Cut or Bruise Almost Instantly

Sulpho-Napthol is not only the most effective disinfectant ever invented, but its healing properties have caused it to be widely praised by many physicians. It is as indispensable in the household as soap.

Tell a customer about it once and you have made a friend for it forever.

The Sulpho-Napthol Company

BOSTON, MASSACHUSETTS

—41—

PAPER.

WRAPPING.

Straw, Milo, 7 lb., 15 x 20	per ream	.24
Manila, 15 x 20, full	"	.36
" 24 x 36, full, 20 lbs	"	.70
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.18½
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.11
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03
Roll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide	"	.03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03⅛
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03½
White Tea Paper, 12 x 16, reg.	per package	.14
" " 15 x 20, reg.	"	.19
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼	.48	.29		.31	.35	.45
½	.53	.35		.37	.43	.55
1	.71	.45	.78	.49	.55	.73
2	.89	.53	.97	.61	.71	.93
3	1.09	65	1.25	.75	.89	1.15
4	1.25	.77	1.39	.87	1.05	1.33
5	1 45	91		1.07	1.21	1.55
6	1.73	1 03	1 95	1.23	1.41	1.81
8	2 09	1.19	2.29	1.49	1.68	2.19
10	2.27	1 37	2.55	1 65	1.83	2.41
12	2.69	......	3.11	......	......	2.89
14	3.37	......	3.97	......	......	3.75
16	3 87	......	4.41	......	......	4.01
20	4 39	......	4.79	......	......	4.55
25	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	3.75
25-lb. " "	"	5.75
50-lb. " "	"	10.75

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25
Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10

—42—

Russian Sardines	per keg	75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	.18

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.90
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 3 doz	.92½

PICKLES.

Barrels, 45 gal., 1200s	9.00
10-gallon kegs, pine, 600s, full count	2.75
10-gallon kegs, 300s	2.50
Sweet Pickles, 500s to 600s, 5 gal......per keg,	2.65
Sweet Pickles, 700s, 5 gal. "	3.00
Sweet Pickles, 1,000s, 5 gal. "	3.65
Sweet Pickles, 2,000s, 5 gal. "	4.50
Chow-Chow, No. 1, 5 gal. kegs	1 95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00
Williams Bros.—	Per Doz.
English Spiced Pickles, 8 oz., octagon (any assortment except onions	.85
English Spiced Onions, 8 oz., octagon	.90
English Spiced Pickles, 10 oz., octagon	.90
English Spiced Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart	3.00
Sweet Gherkins or Sweet Mixed, 32 oz., octagon	3.10
Highland Brand Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart	2.35
Sweet Gherkins or Sweet Mixed, 32 oz., octagon	2.35

Crosse & Blackwell's:—

Chow-Chow, Gherkins, Mixed Pickles, Cauliflowers, Piccalilli, Walnuts, Onions	Octagonal Style. Qts. Casks. 4 doz.	Pts. Casks. 5 doz.	Pts. Casks. 4 doz.	½-Pts. Casks. 6 doz.
	5.75	3.25	3.50	2.10
Smaller Quantities.	5.90	3.35	3.60	2.25

Chow-Chow, quarts, stone	5.50

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

—42—

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls	.16
" " " 40 grain, bbls	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.14
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's......per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs	.14¾
" 14–16 lbs	.13¾
" 10–12 lbs	.13½
Picnics, 6–8 lbs	.09¾
N. Y. Shoulders, 10–12 lbs	.10
Dried Beef, sets (city smoked)	.13
" Tenders and Knucks	.15
" Flats	.11
" Air Dried, sets	.18
" " Tenders and Knucks	.20
Jersey Pork, Butt......per bbl.	18.50
" Family...... "	19.50
Breakfast Bacon, rib in	.14
" boneless	.15
S. P. Bellies, 14-15 lbs	.11½
Bologna, 25-lb. boxes	.07
Boiled Boneless Ham	.22
Beef Tongues, smoked, 5–6 lbs......per doz.	10.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—	
Superior Honey-cured Hams, skinback	.16½
" " " large	.15½
" " " medium	.15½
" " " small	.15½
" " Breakfast Bacon	.15
" " " boneless	.17
Beef, air-dried, regular sets	.18
" " insides and knuckles	.20
Ham Bologna	.11
Beef "	.11
Boiled Hams	.25
Beef Tongues......per doz.	11.00-12.00
Swift & Co.—	
Premium brand Hams, 10 lb	.15½
Premium brand Hams, 12 lb	.15
Premium brand Hams, 14 lb	.14½

—44—

Premium brand Hams, 16 lb	.14½
Premium brand Hams, 18 lb	.15
Premium brand skinned Hams, 18–20 lb	.15¾
Premium brand boiled Hams, skinned, fatless	.25
Premium brand Bacon	.20
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut	.17
Winchester brand skinned Hams, all aver.	.15
Winchester brand Picnics	.10

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	9¾	9⅛
Plain Tubs, 50 and 60 lb. cans	9¾	9¼
10-lb. Tin Pails, 60 lbs	10¾	9⅞
5 " "	10⅞	10
3 " "	11	10⅛

John Bower & Co.—	
Pure Kettle Rendered, tierces	.11¼
" " tubs	.11½
" " 3, 5 and 10-lb. cans,	.12½
Swift & Co.—	
Premium brand, tierces	.11¼
Silver Leaf brand, tierces	.10¼
Jewel, compound, tierces	.09⅛
Cotosuet tierces	.09⅜

DRESSED MEATS.

	Per lb
City Dressed Beef—	
Choice, native	.09 –.10
Common to fair, native	.07 –.09
Western Dressed Beef—	
Choice, native cattle	.09 –.10
Common to fair "	.07 –.09
City Dressed Veal—	
Prime	–.12
Good to choice	–.11
Dressed Hogs—	
Pigs	–.09½
Hogs, heavy	–.09½
" 180 lbs	–.09½
" 160 lbs	–.09½
" 140 lbs	–.09½
Dressed Sheep and Lambs—	
Lamb, Western, good	.12
Lamb, Western, culls	.09
Sheep, choice	.09½
" medium	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90-1.00
Cow Tongues	.75-1.00
Calf Heads, scalded	.50-.75
Sweetbreads, veal......per pair	.60-.90
" beef......per doz.	1.00
Calf Livers......per lb.	.20-.25

ABSOLUTELY PURE FOOD
Guaranteed; Serial No. 8447

MARMALADES—Made from the best California oranges and grapefruit and granulated sugar. No preservative or adulterant. This is a pure, straight Marmalade and a fine seller.

FRUIT JAMS—Only the variety of fruit named on the label and granulated sugar. No filler here, and no chemicals or glucose.

LEMON JUICE—The pure juice of the real lemon, pressed, filtered and bottled. Contains no preservative or artificial coloring. Straight goods and good goods.

For Samples and Prices, Write to Me

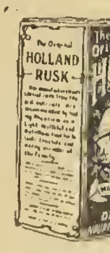
H. P. D. KINGSBURY
REDLANDS - CALIFORNIA

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia

CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc. HAMS Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
SUPERIOR AND FAIRMOUNT MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

The Holland Rusk Co.

Have protected the buying public against substitution by U. S. Government register of their trade-marked package which bears a picture of a WINDMILL.



It is absolutely pure, with quality of the very Highest degree, conforming to the U. S. Pure Food Laws under Serial No. 5953.

The WINDMILL on a package of

Holland Rusk

insures you of getting the

ORIGINAL AND ONLY GENUINE

When ordering insist on the Red Package with the Windmill.

Order from any wholesale grocer.

Holland Rusk Co.
HOLLAND, MICH.
Eastern Office:—46 HUDSON ST., NEW YORK

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

—45—

Beef Kidneys	per doz.	1.00
Beef Livers		.05
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.10
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.11
" " western		.11

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H.	.14 –.15
" Y. T.	.14 –.15
Old hens and toms	.14 –.15
Common to Good	.10 –.12
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.26 –.28
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.28 –.30
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.26 –.28
Western, 4 to 4½ lbs. to pair, fancy	.22 –.24
" 3 to 3½ lbs. to pair, fancy	.20 –.22
" fair to good	.16 –.18
Fowls—	
Western, fancy	.14½– 15
Heavy Roasters, 4 to 5 lbs	.20 –.22
Fair to good	–.18
Old cocks	.10 –.11
Western capons, fancy, frozen	
" " small, frozen	
Squabs—	Per doz.
Prime, large, ancy	3.50
Mixed	2.00–3.00
Dark	.80–1.25

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.18 –.20
Large Springers	.20 –.22
Fowls	.14½–.15
Roosters	–.11
Ducks	.13 –.15

POULTRY SEASONING.

Bell's Spiced Seasoning—

Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

SAUER KRAUT.

Extra Quality Long cut, 50-gal. tierces	
Extra Quality Long Cut, 15 gals., kegs	3.00
Compass, No. 3, cans, 2 doz	.82½

—46—

PLUM PUDDING.

Richardson & Robins:—

Individual Size, 2 doz. in case, ½ lb.	per doz.	1.00
No. 1, round conical, with key, 1 doz.	"	2.35
No. 2, " " 1 "	"	4.25
No. 3, " " ½ "	"	6.50
No. 4, " " ½ "	"	8.50
P. P. Sauce, 2 doz., No. 1	"	1.50

Atmore's Genuine English Plum Pudding—Seedless:—

Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ½ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—		Per doz.
Assorted, No. 2, stone crocks		1.12½
Assorted, No. 32, jars		.90
Assorted, No. 5, toy pails		2.25
American, pure apple, tumblers, assorted slices		.87½
American, assorted, uncolored, No. 10, tumblers		.87½
Schimmel's, assorted, No. 10, tumblers		.77½
National, assorted, No. 10, tumblers		.67½
National, assorted, No. 6, tumblers		.45
Preserves—		Per lb.
Schimmel's, pure, 30-lb. pails		.11
National, 30-lb. pails		.07¼
Southwark, 30-lb. pails		.05¼
Vineyard, 30-lb. pails		.05⅜
Southwark, 5-lb. toy pails, ½ doz		3.60
Fruit Butters—		Per doz.
Apple, No. 2, stone crocks.		1.12½
Apple, No. 32, jars		.90
Apple, Southwark, No. 3, tins		.95
Apple, No. 5, toy pails		2.25
Apple, 30-lb. pails	per pail	.88
Apple, 20-lb. crocks	per lb.	.06⅞
Apple, Schimmel's, 30-lb. pails	per lb.	.05½
Peach, Plum, National, 30-lb. pails	per lb.	.06¼
Prune, 30-lb. pails	per lb.	.06¾
Jams—		Per doz.
Schimmel's, pure, No. 12, tumblers		1.10
Vineyard, assorted, No. 16, jars		.88
Orange Marmalade—		Per doz.
Hartley's, imported		1.82½
Schimmel's, pure		1.65
Warrock's Guava Jelly—		Per doz.
1-lb. tumblers		4.00
½-lb. "		2.25

—47—

	Per Doz
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, "	4.60
Raspberries, "	4.60
Apricots, " peeled	4 85
Pineapple, "	4.60

DRUGS.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb.	per ca.	2.40
" " " ½-lb., "	"	2.60
" " " ¼-lb., "	"	2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.09
" Lump, bulk	"	.09
Butter Color, W. & R.	per doz.	2.00
Bluestone, bulk	per lb.	.09
Copperas	per lb	01¾
Camphor, gum, 1-oz. blocks	"	1 40
" Flakes, bbls	"	.02¼
" " less quantity	"	.02¾
" Tar Balls, bbls., 250 lbs.	"	.02½
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Chill Tonic	per doz	3.60
Epsom Salts	per lb.	.01½
" Bee Brand, ¼-lb. carton,	per doz.	.30
" " ½-lb. "	"	.40

—48—

Glauber Salts	per lb.		.01¼
Glue	"		.11
Goff's Cough Syrup, 25c. size	per doz.		1.75
Goff's Herb Bitters, 25c. size	"		1.75
Goff's Oil Liniment, 25c. size	"		1.75
Goff's Sarsaparilla, 50c. size	per doz.		3.50
Goff's Worm Syrup, 15c. size	"		1.20
Goff's Horse and Cattle Pwd., 15c. size	"		1.20
Goff's Dyspepsia Tablets, 10c. size	"		.75
Gum Arabic	per lb.		.55
Haarlem Oil	per doz.		.35
Licorice, P. & S., 5c. stick, Imported	"		.36
" M. & R., 5-lb. boxes	per lb.		.23
" " Lozenges, 5-lb. boxes,	"		.27
" Y. & S., " 5-lb. glass front,	"		
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"		.24
" Root	"		.11
Putty, 25-lb. cans	per 100 lbs.		1.60
" 50-lb. cans	"		1.55
Petroleum Jelly, screw top, 5-c. size	"		.35
" " 10.c. "	"		.75
Paris Green, 100-125-lb. kegs	per lb.		28½
" ¼-lb. packages	"		.32
" ½-lb. "	"		.31
" 1-lb. "	"		.30
Jamaica Ginger, Hires', flasks	per doz.		.90
Sewing Machine Oil, 3 oz	"		35
Rosin	per lb.		.04
Saltpetre, crystal, barrels, about 350 lbs.	"		.05⅜
" granulated, kegs, " 100 "	"		.05¼
Sulphur, Flour, 175-lb. barrels	per 100 lbs.		2.45
" 100-lb. bags			2.25
" less quantity			.03½
Squills, Syrup, 1 oz	per doz.		.34
Syrup of Figs	per doz.		2.00
Venetian Red	per lb.		.01¼
Whiting	"		.01
		1 oz.	2 oz.
Glycerine	per doz.	.37	.65
Laudanum	"	.45	.85
Paregoric	"	.35	.65
Peppermint	per doz.	.40	.58
Sweet Spirits Nitre	"	.40	.70
Sweet Oil	per doz.	.30	.40
Turpentine	"	.36	.45
Husband's Magnesia	per doz.		2.85
Bull's Cough Syrup	"		1.90
Roach Powder, Omega, 4-oz. cans			.80
" "	per gross		9.00

	Per Doz.	Per Gross
Roachsault, large	4.00	45.00
" medium	2.00	22.50
" small	.80	9.00

Iron Glue, McCormick & Co's:—

No. 5	.40
No. 10	.75
Tube V	.40

McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

BY MERIT AND INTEGRITY

BORDEN'S

EAGLE BRAND CONDENSED MILK

Milk Products Have Continued in Popularity with Dealer and Consumer for

50 YEARS

PEERLESS BRAND EVAPORATED MILK (UNSWEETENED)

BORDEN'S CONDENSED MILK CO., Originators of Condensed Milk and "Leaders of Quality."

Our Coffee tests best, is best and is best to buy

You can't go wrong in dealing with us, because we take care of you in every particular. Being importers we know exactly what we buy, not once but all the time, with the result that once we have met your requirements we are able to do so always.

Our house has been in existence nearly a century, and during that time we have treated everybody fairly and honestly, giving them exactly what they bought, so that to-day our business reputation gained through that long period stands behind every pound of Coffee we sell.

It will pay you to get in touch with us either through samples or by having a representative call.

SAMUEL WILDE'S SONS COMPANY, IMPORTERS

COFFEE, TEA AND SPICES — 11 Dutch Street, New York

—49—

Reliablo Brand—	10c. size.	25c. size.
Castoria, Dr. Pitcher		2.00
Castor Oil, tasteless	.80	2.00
Death-to-Pain	.80	2.00
Diarrhœa Cure	.80	2.00
Vermifuge	.80	2.00
Congh Cure	.80	2.00

'. F. Young's Veterinary Remedies, wholesale prices—	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

cid Phosphate, Horsford's...per doz.	4.15
ath Brick, box 25 bricks...per box	.60
ealing Wax... "	.03
lvor Sand...per bbl.	1.25
ar, pints...per doz.	75
" quarts... "	1.00
" gallons...each	.30
" ½ barrels... "	3.50
" barrels... "	6.00
'cCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums...per case	3.75
U. S, Nerve and Bono Liniment, 25c. size...	2.00
McCord's Magic Medicine, 25c. size...	2.00
50c. size...	4.00
McCormick's Tasteless Chili Tonic, 25c. size	2.00
50c. size	4.00
McCormick's Watermelon Syrup, 50c. size..	4.00
Wondercuro Headache Powders, 10c. size...	.80

EXTRACTS AND ESSENCES

cCormick & Co., Bee Brand—		Per doz.
Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00

uer's Flavoring Extracts:—	
No. 1, Lemon and Vanilla...per doz.	.45
No. 2, Vanilla and Rose... "	.90
No. 2, Lemon and assorted... "	.85
No. 4, " " ... "	2.00
No. 4, Vanilla... "	2.25
Assorted cases, Nos. 1 and 2...	10.80
" Nos. 1, 2 and 4...	11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orango, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Maco, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchon Queen, No. 25, per doz.	2.00
" " " " No. 2X, "	.80
" " " " No. X, "	.45
" Lemon, " " No. 25, "	1.75
" " " " No. 2X, "	.80
" " " " No. X, "	.45
Ingersoll's Flavoring Extracts:—	
High Grado Vanilla...per doz.	1.75
" Lemon... "	1.75
Select Vanilla... "	.75
" Lemon... "	.75
" assorted... "	.75
" small size... "	.45
Vanilla...per gal.	11.00
Lemon, 1 oz...per doz.	.80
" 2 oz... "	1.50
" 4 oz... "	3.00
" ...per gal.	7.00

Orango, Almond, Peppermint, Wintergreen and Jamaica Ginger samo prico as Lemon.

LIQUID RENNET AND TABLETS

Knight's Liquid Ronnet...per doz.	1.15
Blair's " " ... "	1.10
Hansen's Junket Tablets, 8 dos., per doz.	.73
Blair's Rennet Tablots, 3 doz., per doz.	.75
Union Tablets, 8 doz., 5c...	.45

CIDER.

Draught Cider—	Per gal.
Corson's Champagne	.18
" Dry Hard	.18
Bottled Cider—	**Per case**
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz quarts..	3.75
" " 2 doz. pints...	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Geo Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅝
Coronot, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅜
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07¼
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.05
Prime, 100-lb. bags	.03⅞
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.
WORCESTER SALT.

Worcestor, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim...	4.00
" " 22 " 14 " ...	3.75
" " 30 " 10 " ...	3.75
" " 115 " 2½ " ...	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mormald Quick-Dissolving Bathing Salt, 30 10-lb. bags, in bbls., per bbl	3.00
" Pretsol, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to caso	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel...per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or moro, 7½ per cent. discount may be allowed.

—52—

Worcestor Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	60

CEREBOS
TABLE SALT
PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

P. J. Rittor Consorve Co., ½ pts., 3 dos. casos	
" " pints, 2 "	
" " quarts, 1 "	
Campboll's ½ pints, 2 doz to caso, per dos	.87½
Durkee's, largo, 1 dos...per doz.	4.00
" small, 2 doz... "	2.40
Schimmel's, small, 2 doz...per doz.	.87½
My Wife's, pints, 1 doz	2.30
" half-pints, 2 doz	1.35
Snider's Salad Dressing:—	
Pints, 1 doz...per doz.	2.40
½ pints, 2 doz... "	1.40
Luncheon, 3 doz... "	.90
Gallons, 6 jugs in crate...per jug	1.25

SAL SODA.

Bbls., 375 lbs...per 100	.67½
Kegs, 150 lbs...per 100	85
60-lb. boxes, bulk or granulatod	.62

SAUCES.

Lea & Porrins' Worcestorshiro, largo.. "	7.50
" " middle "	4.50
" " small.. "	2.50
Worcester Sauco, Campbell, ½pts., 2 dz. per doz.	.77½
" " " pints, " "	1.40
North of England Sauoo, ½ pints...per doz.	.77½
Chef Sauce, ½ pints, 2 doz...per doz.	.80
Snider's Chili Sauce:—	
Pints, 1 doz...per doz.	2.40
½ pints, 2 doz... "	1.40
Gallons, 6 jugs in crato...per jug	1.00
Snider's Oyster Cocktail Sauce:—	
Pints, 2 doz...per doz.	2.40
½ pints, 2 doz... "	1.40
Gallons, 6 jugs in crate...per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

REFERENCES
Goldberg, Bowen & Co. San Francisco, Cal.
H. Jevene Co. Los Angeles, Cal.
Lutey Bros. Butte, Mont.
Colorado Supply Co. Pueblo, Col.
F. Dresser & Co. Portland, Ore.
Hennessy Mercantile Co. Butte, Mont.
Lion Grocery Co. El Paso, Texas

J. A. FLESCH & SON
Architects and Designers
Of Store Fixtures for Modern Grocery Stores
1010 and 1012 Chicago Opera House Block
112 CLARK STREET
CHICAGO
CORRESPONDENCE FOR PARTIAL OR COMPLETE OUTFITS SOLICITED
FLESCH'S PATENT COOLERS and COUNTERS
HENRY TROEMNER'S SCALES, BINS, CANS, etc.

REFERENCES
S. P. Nissen Co. Oak Park, Ill.
Simpson, Crawford Co. New York City
Henry Siegel Co. Boston, Mass.
Greenough Bros. Co. Spokane, Wash.
Chris Keller Lancaster, Ohio
Louis Kunkel San Antonio, Texas
John B. Watson El Paso, Texas

—53—

SEEDS.

Canary, bush. 60-lb	3 25
Caraway	.08
Celery	.10
Coriander, bleached	.06
Flax	
Hemp, bush. 40 lbs.	1.60
Mustard, Brown	.06
Mustard, Yellow	.05½
Rape, per lb	.05½
Poppy, per lb	.09
Sunflower, per lb	.05½

SODA.

Bi-Carb., kegs	per keg	1.80
" bulk, 25-lb. boxes	per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes	"	.04⅜
Arm & Hammer bd., ¼'s, 36 lbs.	per lb.	.05⅝
" " " lbs., 36 "	"	.04⅞
" " " ½, ¼, 36 lbs.	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04⅞

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.73
Hires' Ginger Ale, Carbonated, 2 doz.	.73
Welchs Grape Juice, case quarts, 1 doz.	4.50
" " " pints, 2 doz.	4.75
" " " ½-pints, 3 doz.	4.25
" " " 3-ounce, 8 doz.	6.00
" " " ½-gallons, 1 doz.	8.00
" " " gallons, 6 gal.	7.50

5 per cent. discount on 5 case lots.

Clicquot Club Co. :—	Per case
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2 10

POLISHING AND CLEANING COMPOUNDS.

Bon Ami, 10-cent size	per gross	2.50
Electro Silicon, 1 doz.	per doz.	.72
Putz Liquid, large, 3 doz.	per gross,	16.50
Putz Liquid, large, 3 doz.	per doz.	1.45
Putz Liquid, small	per gross,	7.00
Putz Liquid, small	per doz.	.60
Putz Paste, large	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No. 2, pint cans	"	32.00
No. 3, quart cans	per doz.	4.50
No. 4, half-gallon cans	"	7.50
No. 5, gallon cans	"	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs. ....per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3 50
Acorn	120	2.70
Ark	100	1.72½
American	72	2.80
Bee	100	3.85
Best, Babbitt	100	3.70
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	100	4.25
Brown	60	2.40
Borax, Dreydopple	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	4.00
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.60
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.75
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.50
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	4 00
Magic Cleaner	100	3.00
Marseilles, laundry size	100	6.00
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	3.85
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

—55—

Oleine, Conway's	60	2.90
" Golden	60	2.55
" Eavenzon's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2.20
" Philadelphia, 1 lb.	60	2.90
" " 14 oz.	60	2.65
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2 80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4.65
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.70
Star	100	3.50
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.40
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.70
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes	per box	2.70
" 6 oz., 100 packages	"	2.65
" 8-oz. packs	"	2.70

—56—

Soapine, 7 oz., 100 packs	2.37½
" 12 " "	3.90
" 17 " 36 packs ....per box	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.20
Finola, 100 packages	3.60
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.70
Young's Pearl Borax, 60 1-lb. packages	3.60
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz. ....per doz.	43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85

SPECIALTIES.

Anker's Bouillon Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans
Pepper—			
Black, High Grade	18½	.19½	.21½
Black, Low Grade	.14	.15	.17
White, High Grade		.32	.34
White, Low Grade		.23	.25
Cayenne, High Grade		.21	.23
Cayenne, Low Grade		16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.31	.32	.34
Low Grade	.24	.25	.26
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.78	.80
Nutmegs—			
High Grade		.35	.37
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—		Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice	⅛ lb.	.40
	¼ lb.	.75
Banquet Brand—		
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice	⅛ lb.	.40
	¼ lb.	.75

DO YOU HAVE { A Delivery Wagon? A Telephone? A Cash Register?

These are secondary considerations nowadays. The essential thing is MODERN FIXTURES—to **display** and **sell goods.** You cannot have this without

Walker Bins

A catalog telling all about them will be mailed on request.

WALKER PATENT PIVOTED BIN CO.
24 South Seventh Street, Philadelphia, Pa.

Positively The Best Wagon Ever Built For the Grocery Trade

Strong, Easy-Running, Finest Steel Tires, Wheels Second-Growth Hickory

This wagon is exceedingly handsome and almost everlasting. There are more "J. M." wagons in use in Philadelphia than all other makes combined. We have a number of them ready for your name and colors.

Tell us your ideas of a wagon, we will send you a catalogue in which you will find something very much like it. If it isn't there, we will build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

olburn's Philadelphia Mustard, D. S. F.:—	
5 cent tins, 2 and 4 doz.....per doz.	.45
Dime size, 2 and 4 doz..... "	.85
¼ lb. net, tins, 2 and 4 doz..... "	1.00
½ " 2 doz..... "	1.90
1 " 1 doz..... "	3.70
6 lb. cans, full weight.....per lb.	.23
10 " " ..... "	.22
olman's Mustard, D. S. F.:—	
1-lb. tins.....per doz.	5.40
½-lb. tins..... "	2.70
¼-lb. tins..... "	1.45
⅛-lb. tins..... "	.90
18-lb. kegs.....	.43

MUSTARD—Prepared.

	Per doz.
ampbell's, jar, 2 doz.....	.87½
ulden's, No. 6, with spoon, 2 doz.....	.95
ulden's, No. 20, with spoon, 2 doz.....	.88
ulden's Mustard and Horseradish, 2 doz.....	.85
eer Mug, fancy, large size, 2 doz.....	.65
emonade Glass, tall, 2 doz.....	.67½
orseradish and Mustard, 8 oz., with spoon, 2 doz.....	.90
ilk Jar, glass top, 2 doz.....	.85
ater Tumblers, glass, 10 oz., 4 doz.....	.37½

WHOLE SPICES.

	Per lb.
epper, Black.....	.10
llspice.....	.07
loves.....	.19
ace.....	.48
utmegs, 80's.....	.24
" 110's.....	.17
innamon Bark, China.....	.13
" Canton.....	.13
" Java Thin Quills, 5-lb. rolls..	.30
" Saigon.....	.75
reen Ginger Root.....	
hole Mixed Spices, bulk, 6-lb. boxes.....	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages.....per case	1.80
Davis, 36 10-cent packages.....per case	2.70
Duryea's, 40-lb., 1-lb. packages.....	.06¼
Niagara, 40-lb., 1-lb. "	.04⅝
Cream, 48-lb., 1-lb. "	3.45
Kingsford's, 40-lb., 1-lb, "	.06⅝

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes.....	.03½
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05½
" Linen Gloss, 3-lb. cartons.....	.04⅜
Kingsford's, Pure, 3-lb. cartons.....	.06¼
" Pure Gloss, lb. packages.....	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.....	.07⅝
Duryea's, Superior, 3-lb. cartons.....	.06¼
" Satin Gloss, lb. packages.....	.07¼
" Superior B, bulk.....	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes.....	.07⅝
Niagara, laundry, 50-lb. bulk.....	.03½
" 1 lb. packages, 48 lbs.....	.04¾
" 3-lb. cartons, 48 lbs.....	04⅜
" 6-lb. boxes.....	.05½
Celluloid, 64 10-cent packages.....	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages.....	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages.....per package	.08
Starch Polish, 20 cakes.....per box	.50

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross.....	4.00
Enameline Paste, large, ¼ gross.....	7.00
Enameline, Liquid, large, ¼ gross.....	6.65
Enameline, Liquid, small, ¼ gross.....	4.90
Electric Paste, ½ gross boxes.....	4.20
Magic Paste, ¼ gross boxes.....	4.75
Parlor Pride, large size.....per doz.	.87½
" " .....per gross	10.25
" small size.....per doz.	.70
Climax Enamel ¼ gro.....per gross	9.40
Black Jack, ¼ gross, per gross.....	6.60
Rising Sun.....per gro.	5.75
Sun Paste, 5-cent size..... "	4.50
" 10-cent size..... "	7.20

—59—

X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross.....	1.25
Per box of ½ gross.....	2.50
14 dozen to gross.....	5.00
10-cent size, No. 10, per box of ¼ gross.....	2.25
Per box of ½ gross.....	4.50
Per gross.....	9.00

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round.....per pkge.	.04¾
Excelsior, 24 packs..... "	.05¾
McAllister, 36 packs..... "	.05⅜
Rosensteins, 1lb. pkgs., 2 doz.....per lb.	.05½
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz....per doz.	.35
Red, quarts, 3 doz..... "	.70
Silver, pints, 3 doz..... "	.35
" quarts, 3 doz..... "	.70
Bath Brick, 25 bricks.....per box	.60
Toothpicks, Eureka, 100 boxes.....case	1.85
Toothpicks, Perfection, 2 doz.....per doz.	.42½
Royal Glue, 1 doz.....per doz.	.80
Paist's " 1 " ..... "	.40
Carpet Tacks, Wooden Keg, ½ gross case, assorted, 6, 8, 10's.....per case	.90
Carpet Tacks, Silver Steel, 4 oz.....per doz.	.06½
6 oz..... "	.07
8 oz..... "	.07½
10 oz..... "	.08½
12 oz..... "	.09½
Matting Tacks—	
No. 10, steel.....per doz.	.09
No. 11, steel.....per doz.	.09½
No. 12, steel.....per doz.	.12
G. B. Weiss & Son—	
Sole Leather, No. 1, .25; No. 2, .23; No. 3,	.21
Cut Sole Leather, cut into taps, 6 inches high	1.50
5½ inches high.....	1.48
5 inches high.....	1.42
4½ inches high.....	1.25
4 inches high.....	1.18
3½ inches high.....	1.05
3 inches high.....	.90
Fly Paper, Tanglefoot.....per case	
Fly Paper, Sticky, 10 cartons.....	2.20
Sticktite Fly Paper, 100.....per case	3.00
Sticktite Fly Paper, 10 cartons.....per case	2.35
Wax, White and Yellow.....per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.....per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.	.80
Cleveland, extra fine cotton twine.....per lb.	.22
Orange Brand, fine cotton twine..... "	.20
Texas Medium, cotton twine..... "	.16
Cotton Candle Wick..... "	.20
Colored Twine, 8 balls to bx., lb. to bx. "	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches..... "	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb, bunches..... per lb.	.16
Best Jute Rope, 16 yds. to lb..... "	.09
Best Jute Plow Line, 8 yds. to lb..... "	.09
Jute Clotheslines, 90 ft. to hank.....per doz.	1.60
Jute Clotheslines, 108 ft to hank..... "	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 610.....	.52
Fancy, No. 626.....	.50
Strictly Prime, No. 627.....	.38
Good, No. 635.....	.29
Black Strap.....	.11
Foundry Molasses.....	.11
B. H. F., Horse Food Molasses.....	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid.....	.35
Gold Mine, in bbls.....	.30
Fancy, No 621.....	.34
Choice, No. 576.....	
Prime, No. 638.....	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop.....	38
West India, choice, No. 634, compound.....	.29
West India, choice, No. 510, compound.....	.25
Porto Rico, No. 551.....	.15

GLUCOSE.

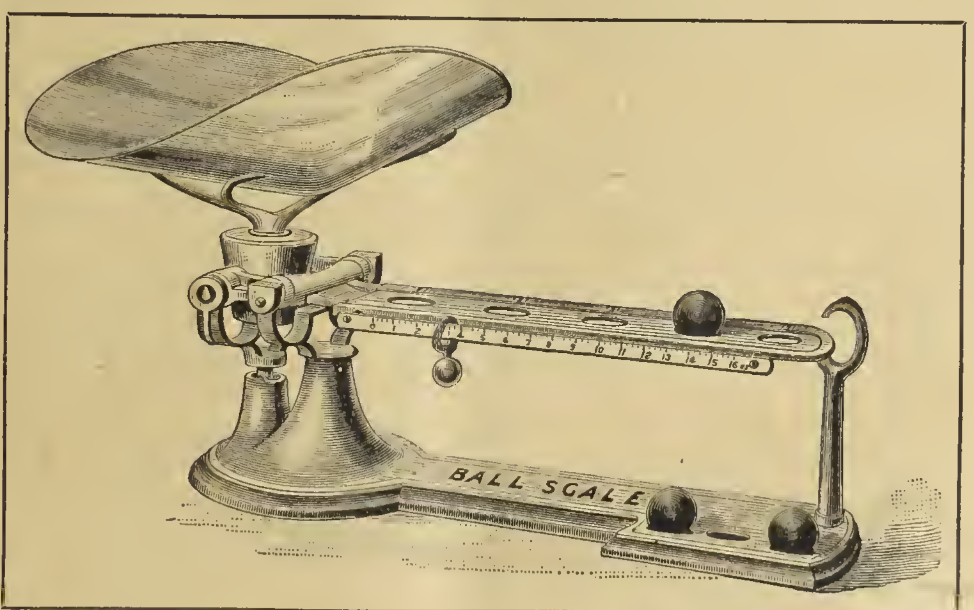
Three Star A, for confectionery.....	2.50
Five A, for confectionery.....	2.60

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—	
4 doz. in barrel.....per doz.	.90
1 " case..... "	.92½
Karo, 10 cent size, 2 doz.....per doz.	.85
Karo, 25 cent size, 1 doz.....	2.20

Losing Your Weights?

Get a Troemner No. 24 Ball Scale



Greatest Improvement in Rapid Weighing

Does away with weights absolutely. The balls are placed in the holes, thus weighing from one to fifteen pounds, with the sixteen ounces in fractions on the side beam, giving a total weighing capacity of sixteen pounds.

HENRY TROEMNER, 911 Arch St., Philadelphia, Pa., U. S. A.

—61—

Banner, in jars, compound	per doz.	.97½
White Clover, in jars, compound	"	.92½
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00
Maplecane, 2 doz. 2½-lb. cans	per case	3.80

MAPLE SYRUP.

Green Mountain Maple Syrup, doz.		2.40
" " medium, doz.		1.40
" " small, doz.		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hasen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40
Towle's Log Cabin "Camp" Syrup—		Per doz.
Gallon cans, 6 in case		13.50
Half-gallon cans, 12 in case		7.25
Quart cans, 24 in case		4.12½
Pint cans, 24 in case		2.50
Quart bottles, 12 in case		4.50
Pint bottles, 24 in case		2.75
Jacket cans	per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, 3 string, split handles	2.50
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.40
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118, Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.65
O. G., 3 electric hoops	1.80
Clear, 2 hoop	1.60
Clear, 3 hoop	1.70
Electric Cedar, 2 hoop	2.15
Electric Cedar, 3 hoop	2.35
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	1.55
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.25
2, Wire ends	1.45
3, Wire ends	1.65
5, Wire ends	
Picnic Plates, 8 inch	2.40
Picnic Plates, 9 inch	2 65

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.25
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3⅓ oz	.33
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39
Brown-Holland Pipe Tobacco, 2½-lb. cartons, 2½-oz. packages	1.10

YEAST CAKES.		
Compressed	per doz.	.18
Magic, 1½ doz. packages	per box,	.58
Yeast Foam, 1½ doz.	per box	.58

If 1000 Retailers in Philadelphia Recommended Us, Would YOU Believe in Us?

One of the hardest propositions which confront the retailer is to turn their bad debts into cash. Lots of them have tried different collection agencies, paid retaining or subscription fees and got no results; so it is hard to convince them that **any one** can help to bring the beats to book.

We show you how to **collect your own** accounts; nobody handles your money but **you.** We can give you the names of a thousand merchants in Philadelphia whom we have shown how to get money due them which had been charged off long before they heard of us.

It costs you nothing to find out what our plan is—can you afford **not to?**

The Consolidated Law Association, Inc.
1325 SOUTH FIFTY-EIGHTH ST., PHILADELPHIA, PA.

Mr. Grocer:

"It's All in the Shreds"

If you eat Shredded Wheat you will know how good it is; and when you know how good it is you can offer it to your customers with confidence and enthusiasm. If you could see us make Shredded Wheat you would never eat any other cereal. Take a package home with you. For breakfast, heat the biscuit in oven until it is crisp, pour hot milk over it, then add a little cream and a dash of salt. For lunch or dinner try a Shredded Wheat Biscuit with strawberries and cream. In place of white flour bread eat toasted Triscuit, the Shredded Wheat wafer. You will then become a Shredded Wheat "booster"—and when you "boost" Shredded Wheat you are "boosting" yourselt.

Shredded Wheat is as staple as granulated sugar. Contains more nutriment than corn or oats and is more easily digested. A steady seller at a good profit. Always Clean. Always Pure. Always Right.

The Natural Food Company
NIAGARA FALLS, N. Y.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

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Contents.

PAGE

any New York City Grocers Again Charged with Gross Dishonesty 8

he Most Ingenious Plan of Fighting Mail Order Concerns..... 8

rade Press Betraying Retailers in Coffee Fight..... 9

eddling by Outside Concerns Again Protected by Interstate Commerce... 10

orton, the "Christ-like" Grocer, in Trouble 11

ditorial 12
To Gimbel Brothers.
The H.-O. Collapse.
Too Wild.
Ignorance.
Dr. Wiley, Return!
The Sheep and the Goats.

nother Year of High Canned Peaches.. 14

he New York Letter 14

he Grocery Markets 16

Iarket Notes..... 18

Vhere Is Our Tea Trade Going To?..... 18

Ieart-to-Heart Talks with Grocery Clerks..... 18

he Science of Advertising..... 19

ink Tape Sold the Celery..... 19

wo-Minute Sermons for the Retail Grocer..... 20

ssociation News 22

Vindow Dressing for Grocers..... 22

Vants Periodic Meetings of Jobbers, Retailers and Manufacturers 23

he Stroller's Column (Contributed)..... 24
The Wife.

orrespondence 27

lerwick, Pa., Grocers to Buy Co-operatively 28

mong the Trade 29

Jseful Facts About Groceries..... 29

Vant Department..... 31

Baltimore Prices-Current. 33

New York Price-List..... 34

"Grocery World" Prices-Current..... 35

Index to Advertisements.

PAGE

"Advertising World"..... 26

American Hominy Co..... 25

American Second-Hand Cash Register Exchange..... 39

Anker's Bouillon Capsules..... 27

Arbuckle Bros..... 4

Atmore & Son..... 44

Babbitt, B. T..... 26

Baltimore Manufacturers' Advertising Association..... 6

Baker Co., The Franklin.....Cover 1

Barber & Perkins 10

Battle Creek Toasted Corn Flake Co. 21

Beardsley's Sons, J. W..... 20

Bellevue Chemical Co..... 16

Bell Co., The William G. 18

Bell & Sons, Samuel..... 41

Bishop, R. W. 31

Bower & Co., John..... 45

Bown Bros. 36

Bradstreet System, The 31

Brown & Co., P. F..... 5

Buckley, Elton J.. 8

Central Egg Carrier Company.....Cover 2

Clicquot Club Co. 41

Cowan & Sons, H..... 36

Crescent Mfg. Co. 16

Croft & Allen Co..... 38

Daetwyler & Co., R..... 32

Dilliard Remedy Co..... 32

Dixon Crucible Co., Jos.....Cover 4

Enterprise Mfg. Co. of Pa., The..... 43

Esterbrook Steel Pen Co., The.....Cover 4

Exton & Co., A..... 20

Fell Manufacturing Co., E. C. .....Cover 2

Fels & Co..... 17

PAGE

Fischer & Co., B. 11

Fitch Coffee Co., The John H..... 30

Fleischmann's Yeast..... 32

Floto's Sons, George..... 50

Forbes, J. P. 16

Franklin Sugar Refining Co..... 3

Freihofer Vienna Baking Company..... 5

Fulton & Walker Co..... 48

German-American Coffee Co. 26

Gold Medal Flour..... 41

Grocers' Printing Co..... 31

Hagan & Co., Arthur..... 40

Harding & Co., E. E. 16

Hires Condensed Milk Co.....Cover 4

Hooton Cocoa and Chocolate Co..... 40

Indexed Coupon Books..... 16

I-V Washing Tablet Co., Inc..... 47

Kellogg & Sons, H..... 42

Knight Cooking Extract Co..... 19

Lamson Consolidated Store Service Co., 37

Lautz Bros. & Co.....Cover 3

Levering Coffee Co., The 26

Loughery & Co., Jas. J. 27

Lowney Co., The Walter M..... 50

Lutz & Schramm Co..... 42

Maher's Veterinary Hospital, Dr...Cover 1

Manufacturers' Trade-Mark Association, 23

Martindale & Co., Thos..... 36

Mentor Cigarette Co. 40

McCahan Sugar Refining Co., The W. J., Cover 3

McCaskey Register Co., The..... 38

McCray Refrigerator Co..... 45

Miller & England..... 39

Mince Meat 44

Morgan & Cornell..... 46

Paper Canister Mfg. Co..... 42

PAGE

Paul Mfg. Co.....Cover 2

Philadelphia Electric Co., The..... 15

Phillips & Co., F. H. 3

Porcela Co., The 17

Quaker City Preserve Co..... 31

Rae's Lucca Oil..... 42

Ralston Purina Mills. 3

Rapid Motor Vehicle Co..... 4

Righter, W. H..... 32

Ritter Conserve Co., Philip J..... 37

Royal Milling Co..... 41

Royal Specialty Co..... 27

Sauer Co., C. F.....Cover 4

Scott & Co., Inc., John.....Cover 1 and 9

Shafer Co., Jacob C. 26

Shane Bros. Co..... 16

Snider Preserve Co., The T. A..... 4

Stickney & Poor Spice Co..... 5

Strasbaugh, Silver & Co. 36

Sulpho-Napthol Co., The..... 44

Swift & Co. 26

Tongue & Bros., R. E..... 3

Troemner, Henry..... 49

Wagner Co., Martin..... 32

Walker Patent Pivoted Bin Co..... 48

Washburn-Crosby Co. 41

Weiss & Son, G. B..... 4

Whittemore, Bros. & Co.....Cover 3

Wilde, Carl 36

Wilde's Sons Co., Samuel.....Cover 2

Williams Bros. Co., The 47

Williams, R. S.. 41

Wrigley Mfg. Co..... 15

Young, P. D. F., W. F..... 31

Young & Co., Chas. W..... 5

Zimmerman Co., M..... 37

Many New York City Grocers Again Charged With Gross Dishonesty

Bureau of Weights and Measures in Its Annual Report for 1906-07, Reveals Large Number of Short Weight Frauds. Chief Bureau Tells How They are Worked.

Notwithstanding the astounding charges of gross short weight frauds which the New York City Bureau of Weights and Measures made against grocers in July, 1906, when its annual report was filed, and the widespread reforms which were supposed to follow those charges, the bureau has just filed another annual report for the year ending June 30, 1907, in which it finds many New York City grocers still guilty of short weight practices in a lamentable degree.

The "Grocery World" has procured a copy of the bureau's report, and here reproduces the salient portions:—

For the quarter ending June 30th the total number of inspections was 11,573. The violations found were:

Bakery	8
Butcher	163
Butter, cheese and eggs	3
Coal	261
Coal wagon	7
Confectionery	2
Dairy	3
Delicatessen	30
Dry goods	1
Fish	16
Fruits	7
Groceries	178
Hardware	4
Ice	3
Junk	25
Macaroni	1
Poultry and game	1
Paints	4
Peddlers	38
Provisions	5
Official scales	1
Vegetables	5
Miscellaneous	5
Total number places in which violations were found	771

Description of scales, weights and other instruments found out of order, incorrect and in use, and made subject of complaints under section 386 and 388 of the ordinance are as follows:—

Patent balances	84
Spring balances	315
Patent balances	1
Computing scales	43
Platform scales	28
Scale beams	11
Weights	158
Dry measures	14
Liquid measures	27
Linear measures	5
Miscellaneous (section 388)	178
Total number of violations	864
Amount of penalties involved in complaints forwarded to the Bureau for the recovery of penalties for prosecution	$18,005.00
Amount of penalties reported by the Corporation Counsel as being recovered during the quarter.	$2,008.50

Number of instruments inspected and sealed:—

Counter balances	8,869
Spring balances	9,277
Patent balances	810
Computing scales	833
Platform scales	1,407
Scale beams	207
Steel yards	59
Weights	54,444
Measures (dry, liquid, linear)	9,187
Miscellaneous	94
Total	85,187

Last year the Bureau inspections showed 453 retail grocers using short-weight scales. One of the hardest tasks of this year was the stopping of grocers from selling short-weight packages. This has been done with the assistance of the Penal Code and the District Attorney of Kings County by prosecuting one dealer for petty larceny. By a personal inspection in one of the stores where light-weight packages such as sugar, tea, coffee, etc., were reported to be sold, I found the difficulty met with by the inspectors of the Bureau in detecting such mean, petty larceny, to be in securing the necessary evidence that the said packages were "knowingly" sold short weight, for when I asked for a 3½-pound package of sugar the owner did not hand over one of the "shorts," but proceeded to fill up 3½ pounds on the scale, while there stood upwards of 100 put-up packages on the shelf behind the counter. When asked to hurry and hand out a done-up package, he answered, "those are not 3½-pound bags, but are bags sold for 17 cents." (Very clever.) This grocer told me that the ordinance did not prevent him from selling bags at a stated price, which was true, as the ordinance does not prohibit such, so the Penal Code was made use of.

One of the largest retail grocers in Brooklyn was visited by an inspector at noon on a certain Saturday, who tested a number of packages of flour and sugar which he found short-weight from four to six ounces. He warned the manager and the clerks not to sell these short-weight packages, but to refill them to the correct weight. The answer given by the manager was that 99 out of every 100 grocers did the same. At about 8 P. M. that same day, the inspector visited the store while several packages were being sold, and upon the reweighing of a 3½-pound bag of flour purchased it was found to be one of the several bags examined that day, and 4½-ounces short weight. The result of this inspection and prosecution was very effective in stopping this kind of larceny, and the fact that the dealer was fined $100 spread throughout the grocery trade.

The attention of the Bureau was not given to the detection of the small dealers only, but was turned upon the larger tradespeople as well, as all the big dry goods and department stores in the city were visited and all the instruments inspected and tested. This was done last year for the first time, and wherever any scales or other measures were found to be incorrect or out of balance, complaint was made in the usual manner. One such complaint was lodged against one of the most popular stores for having five scales incorrect, which resulted in the collection of $50 penalty, and another department store settled two complaints for $25.

Some grocers selling butter were found to have small scales used for the purpose of weighing butter and generally so dilapidated that it was mostly a half ounce out of balance. This seemed a small matter to some respectable grocerymen when they were called upon to settle up, but it did not seem such to the Bureau. When it is considered that butter sold at such high prices as it is at this writing, between 38 and 40 cents per pound at retail and sold in mostly quarter and half-pound drafts, the profit to the grocer and the loss to the purchaser who pays for one-half or one ounce short on scale or weight in addition to the weight of the wooden dish, which is generally about one-half an ounce, at the retail rate of 2½ cents per ounce, it will readily be seen that this practice results in much profit to the dishonest grocer and a great loss to the buyer, as there is generally on an average of 75 weighings out of a firkin of 60 pounds, each firkin averaging a profit of over $1 above the lawful. One very peculiar fact is that the grocers do not make a mistake and give overweight.

Another old-time practice of the dishonest groceryman in giving short measure was discovered late this year in the shape of liquid measures being used for dry measures in the selling of dry beans, peas, etc. When questioned, each one had practically the same excuse —that of custom. Some said if they sold a dry quart, they would have to charge more. This is absurd, as all such articles are bought by dry measure or the equivalent in weight by those selling the same by liquid measure. When it is considered that in some beans and peas there is a difference of two ounces or more in weight a liquid and a dry quart measure, it can be seen what a fraud this is, practiced under the semblance of custom. As this practice was only discovered the latter part of this year, and the ordinance is not explicit enough upon this subject, it proposed in the amendment of the ordinance to embody that part of the State Commerce Law, compelling such articles to be sold by dry measure or weight This is another step in the line of protection offered by this Bureau to the public which had not come to its notice before.

This Bureau did not stop at retail shops or dealers, but inspected all the wholesale grocery dealers' scales in the city as well, thereby protecting the retailer against short weight.

The work of the Municipal Bureau is to be very much enlarged this year, it is understood, and an arrangement made whereby close co-operation with the State Bureau can be effected.

The conditions throughout the whole of New York State seem also to be very bad. In beginning a tour of the State, following out the provisions of a law passed by the last Legislature, Fritz Reichmann, State Superintendent of Weights and Measures, says that dealers in the State get $20,000,000 annually by the use of inaccurate weights and measures. It must be remembered that the above report of the Bureau of Weights and Measures covered New York City only.

In Albany he visited twenty grocery stores and in nearly every place found the measures were deficient. He said that in many butcher shops in New York some time ago some clerks got no salary, but "a certain amount of meat was dealt out to them in the morning and what they made off it was their wages. In other words, their salaries depended on how much overweight their sales could show at the close of a day's business."

The Most Ingenious Plan of Fighting Mail Order Concerns.

How the Merchants of the West Are Bushwhacking Them. Lay Out a Regular Plan of Mulcting Them By Fake Inquiries for Data and Estimates. Injured Concerns Appeal to Federal Authorities.

Retail merchants all over the country are greatly interested in the issue which is steadily formulating between the mail-order houses of the West and the Western Lumbermen's Association, the method of whose attack was recently touched upon in these columns.

No such fighting against the mail-order concerns has ever been heard of. Whatever may be said of the ethics of it, it is admirable when judged by the standard of cold-blooded ingenuity. The lumbermen's interest in the matter comes from the fact that all of the mail-order houses sell sash, blinds and do a contract business in such things. The Lumbermen's Associations, aided by the organized retail merchants' associations of the West, set out to harass the mail-order houses, and this is how they are doing it. The scheme is to cause the mail-order concerns to send out great numbers of catalogues and letters and to annoy and embarrass them in every conceivable way and cause them enormous outlay in postage and clerical expense. The figuring of

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TRADEMARK REGISTRATION

estimates on sash and doors and other finished pieces requires expert clerical forces and takes much time, and the favorite plan of those who wish to harass the mail-order houses is to ask for estimates on long and intricate bills of goods.

Anonymously the lumbermen have given widespread Western circulation to a little black book containing a list of the mail-order houses. Five steps of attack are outlined in the "little black books," as follows:—

First.—Send for catalogues and lists in response to advertising of the listed company.

Second.—Send a list of material for the company to give an estimate on.

Third.—Send letters asking questions requiring special reply, remembering that all letters will be answered by printed replies if labor of writing special replies can be avoided.

Fourth.—Send for sample of roofing.

Fifth.—Send for paint color-card.

The book instructs the recipient to cautiously enlist the assistance of all his friends and get them to follow the same course which he is pursuing.

The attack has succeeded to such an extent that the mail-order houses have now appealed to the Federal authorities for aid.

Written for the "Grocery World."

Trade Press Betraying Retailers in Coffee Fight

Philadelphia Authority Shows Up Weakness of Brazil Coffee Syndicate and Asserts That Most Trade Papers Are Controlled by Interests Inimical to the Retail Grocer. Java Coffee Advances Again.

The small transactions on the New York Coffee Exchange during the last ten days, in spite of all the alarmist rumors that are energetically spread abroad by the syndicate, are an indication that the retailer of coffee is, in a measure, determined not to repeat his actions of the past, but to carry but a moderate stock of coffee and to confine his purchases as far as possible to his current needs.

The reflex of this policy is shown by that adopted by the roasters and distributers. Not being given the encouragement to carry a large stock, which would come from an extra heavy demand, they have also carried a moderate stock and adopted the same hand-to-mouth policy. This throws the whole burden on the syndicate.

Outside speculators in Wall street, seeing that the market for actual coffees has not broadened out, are also taking but small interest in the coffee market. While the crop of coffee is large, the crop of suckers is remarkably small, and this combination, if it continues to exist, will prevent the syndicate's plans from maturing. If the trade press, to whom the retailer looks for proper posting, was faithful to its trust, there is no question but that the syndicate's plan would come to grief. Unfortunately, with some notable exceptions, these sheets are controlled by the large interests. One paper published in New York, which goes to the retail grocer, has been particularly flagrant in trying to mislead the retailer as to his real interests. By clever inuendo and suggestion it has faithfully forwarded all the plans of these "thimble riggers."

The Java situation has assumed a condition constantly predicted in our columns during the last six months. Large increase in consumption, coupled with no increase in production, are having their logical effect on the values of this coffee. Last week the market advanced 1 cent per pound on actual sales. On spot this week it scored another advance of 1 cent per pound, 3,700 mats of interior selling at just 1 cent per pound over the sale of a similar quantity last week. This makes a total advance of 3½ cents since January 1st, and a further advance of 2 cents per pound seems positively sure to come before October is ushered in. This advance will, however, only put the price of Java to a price that in the past has been considered a low one. It must be borne in mind that the price (through non-use of this coffee) has been at a ruinous figure for the planter.

CHARLES W. ERVIN.

Phila., Pa., August 2, 1907.

STATE HOUSE

CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

Peddling by Outside Concerns Again Protected by Interstate Commerce

City of Altoona (Pa.) Tries to Enforce Peddling Tax Against Agent of Ohio Grocery Concern But Court Defeats Attempt on Ground That the Business Sought to Be Taxed Was Interstate Commerce.

Another Pennsylvania court has decided that peddling done in Pennsylvania by outside concerns who ship the goods into the State in original packages cannot be interfered with by State laws, as it is under the protection of interstate commerce.

The case transpired in Altoona, Pa., where the Citizens' Wholesale Supply Co., a grocery concern of Columbus, Ohio, sent its agents to secure orders. They secured some and an attempt was made to make them pay a peddlers' license. The agents resisted on the ground that their business was interstate commerce and not subject to local peddling taxes, and this position the court upheld.

The Altoona ordinance of 1906 provides as follows:—

> Sec. 9. All persons soliciting orders for goods, wares, merchandise, works of art or any other kind of article for sale from house to house, or from place to place, or selling or taking orders for same by sample, shall pay an annual license tax of $20.
>
> Section 17 ordains a penalty for soliciting orders or selling without having paid the aforesaid license.

The defendant was convicted and fined for a violation of said ordinance. He was an agent of the Citizens' Wholesale Supply Co., of Columbus, Ohio, and solicited orders for groceries in the city of Altoona, Pa., and took written orders for same and forwarded said orders to Columbus, Ohio. The Citizens' Wholesale Supply Co., upon receipt of orders taken by the defendant, as aforesaid, put up in packages at its warehouse in the city of Columbus goods to fill the same. The goods intended for each purchaser were put in packages which were separate and distinct from and entirely unconnected with the packages intended for any other person, and the name and address of the purchaser of the contents of each package was then stenciled on the outside thereof. All of said packages were then shipped by said company from Columbus, Ohio, by railroad freight to its agent in Altoona, Pa., for delivery to the proper purchasers at their residences in that city; the said packages not to be delivered by said agent until paid for by the purchaser. The freight agent received from the freight station of the Pennsylvania Railroad at Altoona the package of goods, and removed the same to a room on Eighth avenue, in said city, where they were assorted, and from which point they were delivered to the several purchasers, each purchaser receiving the package on which his name and address was marked. The agent, upon the delivery of the goods, collected the money therefore, which he sent to his principal at Columbus, Ohio.

As stated, the defense was "interstate commerce," and the court, Blair County Common Pleas Court, in deciding the case in the Supply Co's favor, ruled as follows:—

> A manufacturer of goods which are legitimate subjects of commerce, who carries on his business of manufacturing in one State, can send an agent into another State to solicit orders for the products of his manufactory without paying to the latter State a tax for the privilege of thus trying to sell his goods.
>
> A license tax imposed by a State upon an agent of a citizen of another State for the privilege of selling his goods in the former State is a direct burden on interstate commerce, and therefore beyond the power of the State.
>
> No State can levy a tax on interstate commerce in any form, whether by way of duties and on the transportation of the subject of that commerce, or on the receipts derived from that transportation, or on the occupation or business of carrying it on.

Big New Concern to Boom Rice.

Another step has been taken toward overcoming the problem of rice distribution and consumption from an advertising standpoint by the organization of what is known as the American Rice Packing Co., a corporation organized under the laws of the State of New York, with a capital stock

CASH! CASH! CASH! CASH!

No Traveling Salesmen || We are up-to-date in METHODS, and down to the bottom on PRICES. Send us a Trial Order || NO BAD DEBTS

Boyd's Best Quality Porcelain-Lined Jar Tops, ½ gross in box	per gross,	$1.70
5 or 10-gross lots	per gross,	1.65
Extra Quality White, Wide Jar Rubbers, about 90 rubbers to pound, in 50-pound lots	per lb.,	.19½
25-pound lots	per lb.,	.20
10-pound lots	per lb.,	.20½
Coddington's Best Wax Strings, 100 strings in a box, 10 boxes in a case	per case,	1.45
Pontius Extra Quality Red Sealing Wax, 72 5c.-cartons in case	per case,	1.85
Victoria Peaberry Roasted Coffee, whole bean, fine bright roast, good drinker, 100-pound lots	per lb.,	.10⅜
25-pound lots	per lb.,	.10⅝
Golden Cube Brand Imported Singapore Pineapple, 1½-pound flat cans, single cases, 4 dozen	per doz.,	1.00
5 or 10-case lots	per doz.,	.97½
This is the best value in imported Pineapple that we have ever seen or sold.		
Green Meadow Full Cream New York State Cheese, 40 to 45-pound average, single boxes	per lb.,	.13
5 or 10-box lots	per lb.,	.12⅞
Sterling Brand Standard Jersey Packed Early June Peas, uniform in size, full cans, fine flavor and tender, single cases, 2 dozen	per doz.,	.97½
5 or 10-case lots	per doz.,	.95
Berry's Early June Peas, new packing, single cases, 2 dozen	per doz.,	.87½
5 or 10-case lots	per doz.,	.85
New Irish Mackerel, 360 to 390 fish, barrels	per bbl.,	14.50
50-pound Blue Painted Tubs, ¼-barrel	per tub.,	4.00
New Ocean White Fish, barrels, 200 pounds	per bbl.,	4.40
½-barrels, 100 pounds	per ½ bbl.,	2.80
These white fish count about 380 to 390 fish to the barrel. They are very fine quality, very white; cost you only a trifle over 1c. per fish, and a trifle over 2c. per pound. The cheapest thing in fish food that we know of.		
Terrapin Brand Extra Yellow Peaches, No. 3 size cans, single case, 2 dozen	per doz.,	1.90
5 or 10-case lots	per doz.,	1.87½
Boyer's New String Beans, No. 2 size cans, single cases, 2 dozen	per doz.,	.80
5 or 10-case lots	per doz.,	.77½
Compass Brand New Packing String Beans, No. 2 size cans, single case, 2 dozen	per doz.,	.72½
5 or 10-case lots	per doz.,	.70
Best Quality Pearl Tapioca, bags about 210 pounds	per lb.,	.07⅛
California Lima Beans, bags about 80 pounds	per lb.,	.06

These Prices for This Week Only—August 5th to 10th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street, 28 N. Delaware Avenue **Phila., Pa.**

$500,000. The officers of the ompany are Charles E. Cormier, ew Orleans, president; William . Gilmore, New York City, vice-esident, and Mortimer S. Bate, ew York City, secretary and easurer. The rice interests in Louisiana and Texas have been invited to interest themselves in the company, whose purposes are declared to be the advertising of rice commercially, packing it in cartons attractively, and in general increasing its consumption.

Norton, the "Christ-like" Grocer, in Trouble

Marion (Ind.) Retailer Who Tried to Run His Store "as Christ Would Have Done It," and Who is Just Emerging from Financial Difficulty, Sends "Grocery World" a Statement of His Condition.

The hundreds of grocers who ave read the "Grocery World" ntinuously for many years will member A. F. Norton, grocer, Marion, Ind., who became mous several years ago for try-g to run his store "as Christ uld have done it," and who in rrying out his plans perpetrated l sorts of unique stunts.

For several months Mr. Norton s been in financial difficulties. e added two stores to his iginal one, and ran the whole ree, all "as Christ would have me." The entire three became volved, and Mr. Norton went rough bankruptcy. During the st week he has sent the "Gro-ry World" a statement cover-g a brief story of his life and e present status of his business. It is reproduced in full as re-aling some of the man's pecul-ities:—

I was born in England, County of ssex, in 1846; made of the best aterial in that country. Took pas-age on a sailing vessel at Liverpool or New York City. Lacked only our days of being a year in crossing he Atlantic Ocean. Was cast on an sland and lived among the Portu-uese several months. Shipwrecked wice, lost my cap, kept my head bove the waves and landed in New ork City. Settled in the woods in rant County, Indiana. Helped to arry the clapboards to cover the rst cabin we lived in.

Enlisted in the war of '61 under eneral Ambrose E. Burnside, erved out my time and got what ey call an honorable discharge. ame home, ate a few square meals, e-enlisted under General W. T. herman; stayed with him on the March to the Sea," "On to Rich-ond," etc., and received another onorable discharge. They say I m entitled to a pension, but now eing convinced that it is wrong to ill or try to kill anyone, I will not ccept a pension for having made ch an effort in the past. Jesus id, "Love your enemies."

At the close of the war, came back Grant County, bought eighty res of land in the green, and dead-ed and cleared about forty acres. Married one of the best women in the world; have only one wife, and no special lovers. Lived about two years on the farm, then moved to Fairmount, Indiana. Worked in the post-office and grocery store for Ephriam Wilson, brother to our court house John Wilson. Mr. Wilson was a very nice man to work for, and after remaining with him for some time, started in business for myself.

With $800 in thirteen months, cleared $2,035, without hiring a clerk; and my competitors said I sold too cheap. Have been in public business over thirty-one years, and in twenty-nine years or more never bought a dollar's worth of goods without paying for it 100 cents on the dollar. If I owe anyone a dollar for goods bought in that time, stand up. I want to see you.

On or about January 10, 1906, about ten lawyers, three judges and two policemen came to me and commanded me to turn over all I had, saying, "You are a bankrupt, and cannot pay over 30 cents on the dollar, and we don't believe you can pay that much." I told them I had always paid my bills in full, and if they would act wisely and let me alone I would pay all. Some of my creditors wanted to give me a chance, but some of the lawyers were like a lot of sea gulls following a vessel on the high seas, tumbling over one another for all that was thrown overboard, and shrieking because more was not thrown over.

The creditors said, "We will invoice all you have and for 30 cents on the dollar we will receipt you in full, and all that remains over and above 30 cents on the dollar will be yours, though we do not believe there will be anything over." I had three stores running at that time, and after invoicing all I had, one store more than paid all they asked. I was given receipts in full for all I owed, and was exempted from any further payment according to law and agreement. In spite of this, however, I have paid to a part of these same creditors who had receipted me in full a total sum additional of $2,255.69, and for this amount I also have their receipts.

I wish now to say that if all my creditors will meet and a majority of them decide that they can handle what I have to a better advantage than I am doing, I will turn over every dollar in money and all property I have for them to use as they will. I will then sing the doxology and start new again.

With love and best wishes for all, I am yours for the Truth and the Life,

A. F. Norton.

The Hotel Patrons' Demand

A coffee that satisfies on a hotel table is a good coffee and will stand up under any test you can give it.

That's because hotel patrons are supercritical. They expect more than they get at home; in fact they expect perfection.

Hotel Astor Coffee is the year-in-and-year-out brand of some of the most exclusive hotels in New York City. They never think of buying anything else — they wouldn't dream of it.

The success of this coffee under this exacting test is really the reason that led us to push it through the grocery trade. We have a plan to increase your high-grade coffee trade. May we tell you about it? A postal request is enough.

B. Fischer & Co.
190 Franklin Street
NEW YORK
31 South Front Street
PHILADELPHIA

Grocery World

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To Gimbel Brothers.

The page advertisement of Gimbel Bros., published in all of last Wednesday's Philadelphia papers, contained the following:—

Every line of business has its trade journals or organs—as the "Iron Age," the "Dry Goods Economist." In most lines the leading journal is big, broad, representative, enlightening. Take the "Dry Goods Economist"—strong to the point of opposing a large class of its patrons (the cotton goods men) in their maddening advance of prices.

In Philadelphia the grocery trade has the "Grocery World" as its organ, but, unlike the "Dry Goods Economist" and the "Iron Age," it seems not always to stand up nobly for the best. It is a strong champion for glucose, which Dr. Leffmann says would not exist were it not chiefly and so largely used as an adulterant.

In its issue of last Saturday the "Grocery World" takes exception to the statement of the Heinz pickle people that any food can be packed without preservatives.

In other words, the "Grocery World" seems to stand for the old regime of crooked goods—as against the campaigns of Nations and States.

Crooked (and by "crooked" we mean also to include unrighteously cheapened) goods must go.

We present this picture to *show* that our stand for decent foods and drinks is not sustained in quarters that should champion the best.

You are right, Messrs. Gimbel. Your "stand" is not sustained by the "Grocery World," and very well do you know why. It is because you are wholly insincere. Any concern attacking glucose in candy while pushing it in syrup, as you have done and still do, is a conscienceless hypocrite. That is why the "Grocery World" does not sustain your "stand"—because it does not trust it. It is a false stand; an unscrupulous pose.

As to this journal's attitude toward the general glucose question, you lie when you insinuate that the "Grocery World" champions the use of glucose for adulteration or fails to "stand up nobly for the best." The controversy between you and us has not even touched the use of glucose for adulteration—it has hinged on whether you were just and honest in attacking the minimum use of glucose in candy, not for adulteration, but to perform a necessary office. We said and still say you were not, because every candy manufacturer in business agrees that glucose or some other foreign substance is necessary in certain candies. You to-day are not handling these certain candies, because you cannot get them without glucose, not even from the most upright manufacturers in business. These men use glucose not because they want to, but because they have to. Furthermore, strange as this may seem to men like you, they do not lie.

But while this journal's attitude toward the general subject is not at issue, we will say this just to that point: that the "Grocery World" has always believed and repeatedly has said, that the use of glucose or any other substance for the purposes of illegal adulteration is indefensible and wrong; not wrong according to your standard, Messrs. Gimbel—because discovery means punishment, but ethically and morally wrong; a fraud upon one's fellow man to be avoided not simply to escape trouble, but to keep a clean conscience.

In our issue of last Saturday the "Grocery World" did not "take exception to the statement of the Heinz pickle people that any food can be packed without preservatives." That is another lie. Either you are without the intelligence to properly interpret our article, or you have deliberately distorted it, probably the latter. The "Grocery World" merely emphasized the fact that Heinz alone of all manufacturers took that stand, and that before other manufacturers were compelled to follow his lead he should be compelled to disclose how he does this thing that no competitor can do.

No, Messrs. Gimbel, the "Grocery World" does not "stand for the old regime of crooked goods." It stands for honesty in advertising; it stands for some measure which will compel greedy and unscrupulous department store keepers, absolutely without principle save that of expediency, from posing before the public as the saviours of the food trade in refusing to sell a certain recognized article of food when they are in fact selling the very article in another form. It stands for some curb upon the slimy slurring of competitors—the making of all manner of foul insinuations against their honesty and their uprightness, such as you have constantly made against the grocers of Philadelphia, many of whom are overwhelmingly your moral and mental superiors. That is what the "Grocery World" stands for, Messrs. Gimbel—honesty, fairness and frankness in business. You will not be impressed with this platform; very probably you will pooh-pooh it. But that is simply because you cannot understand it.

The H.-O. Collapse.

A most significant incident is the passing of the H.-O. Co., of Buffalo, N. Y., into a receiver's hands with debts aggregating nearly $3,000,000. With it went all of its auxiliary companies, whose business affairs were inextricably tangled with its own.

The moral here is that advertising alone cannot carry a business. Years ago the H.-O. Co. was prosperous. Its leader was H.-O. (Hornsby's oatmeal), which without doubt was the finest of all oatmeals and sold at the highest price. The trade was not enormous, but steady and profitable.

Then the concern got into the freak breakfast food business with "Force" and a lot of other brands, and from that time to its receivership this old and formerly staid concern wore the cap and bells of a clown. The air was full of the gibberings of Sunny Jim. Its advertising was loud-mouthed and extravagant, and while people were for a time diverted, and unquestionably did buy "Force" in enormous quantities, the demand soon waned with the waning of fitful public attention, and in the end ceased almost entirely. This does not mean that "Force" was not good; it was good, but not so good as the advertisements represented it to be. No human food yet discovered is or can be any good, in fact.

It is simply another proof that the best advertising is not necessarily the kind that people talk most about.

Too Wild.

The president of the National Retail Grocers' Association grows illogical and frenzied when he paints a picture in another column of the complete destruction of 10,000 jobbing houses by the passage of a parcels post law which he thinks would foster the mail-order houses. Admittedly the picture is vivid. "This would mean 500,000 salesmen and employees thrown out of employment," he says. "It is estimated that there are over 200,000 retailers in the United States alone. Suppose that they were all put out of business? If the traveling men were taken off the road what would become of the hotels and livery stables? What would the railroads lose? What would the retailer lose?"

It doesn't help the situation to view the prospect through magnifying glasses. Not even a quadrupling of mail-order power and influence could bring anything like this to pass. Hundreds and thousands of people could never be hired to patronize a mail-order house at all, no matter how easy a parcels post law made it to do so, and those that do or would patronize it can do so for comparatively few articles.

Be sane, Mr. President, be sane.

Ignorance.

The "Grocery World" can scarcely believe that H. O. Wilkie, of Amsterdam, N. Y., president of the New York State Retail Grocers' Association, ever perpetrated the asinine statement credited to him in the following alleged interview in the New York "Retail Grocers' Advocate":

The pure food law is beginning to open the eyes of the public to a good many things. Take for instance the matter of coffee. For

years the popular blend has been Mocha and Java, so-called. It surprises the people who have been buying this blend to learn that they have never had the smallest particle of either Mocha or Java. They have been buying Brazilian, or Rio, coffee, as it is generally called, only it was put up under the names of the other brands. The prices usually paid for coffee range from 20 to 35 and 40 cents, but genuine Mocha or Java cannot be purchased for less than 75 cents or $1 a pound. The supply of these coffees in the market is very small compared with that of the Brazilian coffee. The pure food law requires that food shall not be given names to which they are not entitled. Therefore Rio coffee cannot be sold as Java or Mocha.

If Mr. Wilkie really said this —and if he didn't he should make he "Retail Grocers' Advocate" apologize—he reveals himself as n ignoramus of unusual attainnents. To the best of the "Grocery World's" knowledge and beief, no living grocer has ever sold pound of Rio coffee either for Mocha or Java. The two varieties re so radically dissimilar that hey could not be sold for each ther. The very thought of a rinker of Mocha or Java getting Rio and being satisfied with it is oo utterly preposterous to discuss.

Likewise the statement that genuine Mocha or Java costs 75 ents or $1 per pound. This is ven sillier than the other, because nstantaneously disproved by any narket report. The smallest groer in business can afford to sell traight Mocha and Java at 35 ents a pound, and if Mr. Wilkie loesn't know that he doesn't now his business.

Dr. Wiley, Return!

What a fearful calamity that Dr. H. W. Wiley, Government chemist, should have chosen this time to be in Europe! Something has happened in the West which calls urgently for him, and which he alone can settle. It is pure food problem precisely in ne with those which this chemal Sherlock Holmes so often aised and discussed with such ignal ability, notably the problem f the imitation lamb chop, and o on.

In St. Louis a Miss Margaret Rice has just been joined in matrimony with Mr. Thomas Coffee—most remarkable complication, nd one leading straight to the uery: What shall the children e named? According to physicians, the sex of children is largely determined by the dominant characteristics of the parents. If the father dominates the mother, the child will probably be a boy; if the mother dominates, a girl.

Now, this vexatious St. Louis problem sets itself on the blackboard thus: If the children of this couple are girls, which means that they will contain more Rice than Coffee, must they not, under Dr. Wiley's rulings in cases just as important as this, be called Rice instead of Coffee? Naturally if the offspring are boys, they will contain more Coffee than Rice, and the problem will settle itself; it will then be perfectly legal to call them Coffee. But there is a worrying chance here that will make us all uneasy until Dr. Wiley returns and takes the matter up. Some others of us can wrestle with the lesser tangles of the pure food question, but these major problems fall peculiarly within Dr. Wiley's mighty brain.

Dr. Wiley, won't you please come home?

The Sheep and the Goats.

"Boyd's City Dispatch," a concern which sells lists of classified names, sends the "Grocery World" this week a proposition covering lists of grocers. The list is subdivided in a way which interestingly reveals several things, notably the number of grocers in business in the United States and the proportion of these which can be considered "prominent." This is at least a partial glimpse of ourselves as others see us.

According to Boyd there are 270 fancy grocers doing business in the large cities, 25,515 "responsible" retailers doing business everywhere and 2,478 who are "prominent." One hundred and forty-four grocers operate several stores each, after the manner of the Acme Tea Co., in Philadelphia.

The classification of wholesale grocers is even more interesting, because it goes further. It seems that there are 5,519 ordinary wholesale grocers in business, of which 3,106 are "prominent" and 1,647 "wealthy"! The 1,647, of course, are those doing the bulk of the wholesale sugar business.

In the same connection it is interesting to note that 1,173 wholesale grocers sell liquor, that 351 retailers handle liquor in the city of New York alone, and that 412

Holiday Goods

the BIG line now ready in six cities

Just as a matter of precaution—solely for your own benefit—see our holiday display FIRST when you come to any of these markets:

New York **Chicago**
St. Louis **Minneapolis**
Dallas **Baltimore**

Headquarters for holiday goods—recognized as that years ago our 1907 line, ***bought for four houses,*** fully upholds our reputation for superior bigness and variety.

This season—see the line of holiday goods that sets the pattern for America BEFORE you start your market buying.

And if you cannot come to market WAIT for our fall catalogue, which will show the same complete lines with ***net prices in plain figures*** and will be ready for mailing about August 20th.

Our August catalogue (No. D622) is filled with goods and plans for a busy August. Tell us to send you that NOW and our fall catalogue as soon as ready.

WHOLESALERS OF GENERAL MERCHANDISE

Butler Brothers

The House That Covers the Country

department stores have grocery departments. Upon noting the last-cited fact, the writer turned to see if the 412 grocery-selling department stores were also named under the hot-air department, but found no such classification. Even more strangely, there is no special mention for Gimbel Bros.

Concerning Gimbel Bros., this list is an exceedingly useful thing, for it enables us to know definitely that there are just 25,513 poorer grocery stores than theirs in the United States.

Another Year of High Canned Peaches.

Some Baltimore Packers Open Prices from Twenty to Twenty-five Cents Above Last Year. Short Crop the Cause.

An indication of what Eastern canned peaches are likely to do this year is given by some future prices named during the week past by certain Baltimore packers. These prices are as follows: $1.40 for seconds, $1.60 for standards, and $1.85 for extras.

All these prices are from 20 to 25 cents above last year, though about on a par with the present spot prices. In the years when the peach crop amounted to something, however, the selling prices of the canned article ruled far below these. In those days, which, after all, are not so distant, seconds Eastern peaches ruled from 85 cents to $1, and standards from $1.15 to $1.20.

There is no hope of any recession from the present high market for canned Eastern peaches until the crop amounts to more than it will this year.

Magazine Notes.

Those who have been or are going abroad this summer will find Arthur Stanley Riggs' story, "The Full Moon of Righteousness," in the August "Lippincott's," of especial interest to them. It depicts the strange "scrape" gotten into by an American girl through the too free use of a camera on shipboard, and may prove a warning to the tourist photographically inclined. "Cousin Christopher," a story by Johnson Morton, in the same magazine, should also appeal forcibly to the summer traveller, for it tells of the strange experiences of two young Americans while touring the Continent. "When Spring Comes Late," the complete novel, is by Marie Van Vorst. It is sure to be liked by both the traveller and the stay-at-home. Carolyn Wells, Will Levington Comfort, Mrs. John Van Vorst, Sarah Chichester Page, Prince Vladimir Vaniatsky, Edwin L. Sabin and Clifford Howard are a few of the other contributors to this exceptionally interesting and well-balanced magazine.

The New York Letter

Grocers' Legislative Bills Fail. Closer Enforcement of Full Weight Laws. State Food Show Coming On. Small Items of Trade News.

Special correspondence of "Grocery World."

New York, Aug. 2, 1907.

The two bills in which grocers had chief interest during the recent legislative session have failed to become laws. The grocers, through the local and State organizations, made hard fights at Albany for both the pure food bill and the wife's liability bill, and were successful in getting both through the Legislature, but Governor Hughes interposed vetoes on the last of the thirty days allowed him for the consideration of the measures passed by the Legislature.

Last Saturday, when it became known that the bills had been killed, the grocers sent to Albany to learn the reasons for the Governor's disapproval. Why he vetoed the wife's liability bill is not yet been made known here. It may be that no veto message was written, as the Governor has the power to allow bills to die by simply withholding his approval. So strong is the confidence of business men in the present Governor that on all sides the opinion was expressed that whatever were the reasons, they were honest and manly.

The objections of the Governor to the food bill, as reported, were more to the form than to the spirit of the measure. It is said that he would have approved the bill if it had been drawn somewhat differently, as its general scope was agreeable to his ideas.

That there is disappointment over the fate of the bills is clear, and the general disposition seems to be that in another year bills should be framed in such a way as to meet the objections raised by the Governor to the bills that are now dead. L. J. Callanan, who is collecting information on the subject for the New York Retail Grocers' Union, said:—

"Another veto which bears heavily on the retail business men of this State is that of the bill introduced by Mr. Cunningham, known as the Wife's Liability Bill. After many years of effort it reached the Governor, who did not sign it. Up to this time I have not heard his reason for not signing it, but there may be reasons which, as a lawyer, were apparent to him, but which we, as business men, failed to see. We know the fact that there is a wide-open doorway by which we can be cheated out of the goods furnished in good faith, which are used for the comfort and support of the family of which the wife is one of the heads.

"It will be hard to convince us that we are wrong in demanding that the wife, if she has the means, should be compelled to pay for goods which are necessary for the support of herself and the family.

"When we get the memorandum, which I suppose is filed with the bill, we will have a bill framed to meet the Governor's objections, and will have it introduced at the next session of the Legislature. I am told that in Iowa and Illinois they have a law which provides that the expenses of the family, and the education and care of the children, shall be a charge on the property of both husband and wife, or either of them, in favor of the creditors, and in relation thereto the husband and wife may be sued jointly or separately.

"The veto of the pure food law was a great blow to the business men of the State of New York who trade in the goods it covered. Every respectable busines man advocated its passage. Every business man expected the Governor to sign it. While we bow to his will and his judgment, we believe that he made a mistake in not signing it. If defects were found in it they could be remedied at the next session of the Legislature. It leaves all the work to be done over again with a long pull, a strong pull and a pull together. It can be passed with amendments to cover the Governor's objections."

* * *

Among the measures to which no particular public attention was given, but which became a law several weeks ago was one increasing the powers of Fritz Reichmann, the State Superintendent of Weights and Measures, and a somewhat adequate appropriation was made to carry on his work. Formerly he received $300 a year and few people knew that there was such an office. Now he is to get $1,500 a year and money is provided for traveling, printing and other expenses.

The superintendent's work is to consist largely in visiting cities outside of New York, and when he finds the State law on weights and measures is being disregarded to report the facts with his recommendations to the Legislature. In cities and towns which have no official sealers, he will advise the local authorities to create such an office.

* * *

Sunday morning members of the New York Retail Grocers' Union and members of their families at least 100 strong will start on a special train for Elmira where the annual convention of the New York State Association of Retail Grocers will be held from Monday to Thursday. The speakers at the convention will include Secretary John A. Green of the National Association, who will talk on organization; former secretary, Fred. Mason; L. J. Callanan, New York, who will tell of his 60 years' experience in the business; the presidents of nearly all the local grocers' societies also several former presidents A. E. Landon, of the American Sales Book Co., who will speak on "The Retailer is King," and others.

* * *

The food show of the State society at Elmira is now well underway and reports from that city indicate that it is an excellent exhibition. It will continue to August 10th. Some of the exhibitors are:—

B. T. Babbitt Co., New York; Washburn-Crosby Co., Minneapolis, Minn.; Chase-Hibbard Milling Co., Elmira; American Sales Book Co., Elmira; Woodcock Macaroni Co., Rochester; Maple Flake Co., Battle Creek, Mich.; Egg-O-See Co., Buffalo; Borden's Condensed Milk Co., New York; Frank E. Harris, Binghamton; Standard Oil Co., Elmira; the Fleischmann Co., New York; Star Egg Carrier Co., Rochester; McCaskey Register Co., Alliance, Ohio; A. J. Deer Co., Buffalo; Sea Foam Baking Powder Co., New York; C. M. & R. Tompkins, Elmira; Chris

Hansen's Laboratory, Little Falls; Egg Baking Powder Co., New York; R. T. Booth Co., Elmira.

* * *

Two grocers were among the losers by the fire which early last Sunday morning destroyed several acres of frame buildings at Coney Island. Thomas Blythe, who had a store in Surf avenue, estimates his loss at $6,000. Antonio Cilento, who had a store on the same street, places his loss at $5,000. There was no insurance, it is said.

* * *

Another fire, several days ago, almost destroyed the building at Fifth avenue and Forty-second street, in which Acker, Merrall & Condit have one of their chain of stores.

* * *

A petition in involuntary bankruptcy was filed Saturday against S. B. Clark, Inc., a cracker manufacturer at 494 Grand street, by several creditors, including the Greenwich Bank, which has a claim for $19,258. Frank Broaker, the vice-president, was appointed receiver. The company's capital stock is $100,000 and its liabilities are said to be about $47,000. Harry E. Clark, the president, received the control of the business from his father.

* * *

Another suit has been started for alleged substitution of other products in place of Hostetter's Bitters. The manufacturers claim that David Pariser, 417 Broadway, Brooklyn, has been selling in bulk a substitute that afterward was packed in the company's old bottles.

* * *

Jobbers are now worrying because the California fruit growers are not so ready as they at first seemed to give guarantees of the product in accordance with the Federal food law, the change of front being brought about after reflecting on the decision of the authorities at Washington as to the use of sulphur. The danger of confiscation of the fruit is said to loom before the Western men. According to large dealers, a certain amount of demoralization in the trade is a consequence.

* * *

By a large majority vote the Mercantile Exchange decided yesterday not to appeal from the recent decision of the Supreme Court condemning the old method of giving out butter quotations and ordering a reform so that the quotations be made truthful. Before the vote was taken several of the most prominent members made speeches, declaring that the Exchange had been disgraced in a public manner and that the sooner the orders of the court were obeyed the better it would be for the organization. Members say that their vote against an appeal means the end of the system which permitted the rigging of the market in the interest of any dealer or of any clique.

* * *

Invitations are being sent out for the annual Tobacco Trades Exposition to be conducted September 2d to 14th in the Madison Square Garden. The preparations, as usual, are made on an elaborate scale.

FRED. A. MCGILL.

RICHMOND HOUSE WINS HIGH HONOR.

Sauer's Extracts, Prize Winners at Brussels Are Used in Jerusalem.

C. F. Sauer, of the C. F. Sauer Co., this morning received a letter and certificate from M. Bereki, Commissioner-General of the International Exposition being held in Brussels, Belgium, announcing that his company had been awarded the highest possible honors for all flavoring extracts. The award was made by a special jury. The prizes are a certificate of merit and purity, gold medal and cross of honor, the latter being the highest award offered to any exhibitor.

Mr. Sauer says he is a firm believer in the old adage: "It never rains but it pours," and in proof of this belief showed a letter, which came to him in the same mail, from D. W. Sims, formerly of Richmond, who is traveling as a representative of Pine Street Baptist Church, with the International Sunday School Board. The letter came from the Hotel De France, Jerusalem. After saying that ice cream was unknown in Egypt and the country roundabout the Mediterranean, except rarely and then of the poorest quality, he was much surprised to get some excellent vanilla cream for dinner in this hotel. Mr. Sims said that the party of American tourists, of which he was a member, was delighted with the cream and inquired how it was made. The proprietors said that it was made from extract made by the C. F. Sauer Co., in Richmond, Va. This statement, backed by proof of several extract bottles bearing the name and trademark of the Richmond company, 10,000 miles from home, made all members of the party sit up and take notice.

C. F. Sauer took the employees of the company to the Jamestown Exposition for the Fourth of July. The party traveled there and back in a coach which they had all to themselves.—Richmond, Va., "New's Leader."

The American public demands the best of everything. That's why Snider's Catsup is such a favorite. The number of bottles of Snider's Catsup consumed annually runs into the millions.

We Can Show You How to Increase Your Business

If you walked down Market or Chestnut Streets at night and one window in a block was brilliantly illuminated, while the rest were in darkness, which would you stop to look at? The **lighted** one most certainly. If that window displayed goods **you needed** at a **low price**, that store would impress itself upon you and most likely you would go back and buy when it was open—**because an impression would be made on you.**

Did it ever strike you that if **you lighted your store window** up at night after you closed and exhibited something in it that would attract attention, that passers-by would remember your place and come in when you opened up, to get what you offered, particularly if nearby competitors left their windows in **darkness?**

If it seems like an unnecessary expense to light your windows when your store is closed, write or phone us and we will show you that you can make up what it will cost you for a month, in one day's new business.

The Philadelphia Electric Co.
TENTH AND CHESTNUT STREETS

It Pays Better and Pleases Better Than Any Other on the Market

Wrigley's Mineral Scouring Soap
brings grocers Universal Coupons, a generous quantity of them, our object being to make it worth a dealer's while to tell his customers that it is the finest scouring soap ever made.

The Wrigley Manufacturing Co.
WAYNE JUNCTION, PHILADA.

MAPLEINE

Are You In?

HERE'S THE KEY

and your profits at the end of the year with increased patronage thru

"MAPLEINE"

is what will lock your customers and new one's to you. They turn your name over time and again, as **Mapleine** daily delights its customers.

ISN'T THAT

what you want? or do you want this trade to go to the merchant who sells it. *You'll* realize before long what you lose if you do not turn your order in to-day.

E. E. HARDING & CO., Agents
200 South Front Street, Philadelphia, Pa.
CHAS. W. JACOBS & ALLISON, 18 Cedar St., NEW YORK CITY
Manufactured only by
CRESCENT MFG. CO., Seattle, Wash., U. S. A.

HE DID NOT KNOW

although using them, the full value and merit of our

FORBES' INDEXED COUPON BOOKS

until he ran out of them. He says:

Please ship me 300 books ***. I never knew how much these books saved me until I ran out of them, and in the future I intend to urge the use of them wherever I can.
H. McNELLY, Washington, Pa.

All sizes. F. O. B. your nearest express office. Prompt shipments. Stop worry, bookkeeping, forgotten charges, etc. Best for cash or credit. Many have used them for more than ten years. You need them and will want them. Ask us for samples.

J. P. FORBES, Forbes Building, Coshocton, Ohio

There is only one flour that is made as good as all flour should be, that's

KING MIDAS.

The highest-priced flour in America and worth all it costs.

SHANE BROTHERS CO.
670 Bourse Philadelphia

Preserving Meats Without a Preservative

Carnizone will positively keep sweet, fresh and wholesome all meats, fowl and other foods.

Carnizone reduces ice bills one-half. Preserves where ice cannot. Prevents the carrying of contagion by infected meats and other produce. Improves the appearance of meats, prevents slime and mould, and avoids the immense loss of trimming off dark spots and the unsightly ends of meats.

Carnizone is not an adulteration, and is wholly within the law. It is not to be applied to material to be kept, but should be sprinkled on the floor of the storage box.

Write for circulars and information to

BELLEVUE CHEMICAL CO., 72 Willoughby Street
BROOKLYN, NEW YORK

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking fo the right man to take charge of its "Window-Dressing Department and contribute a good, suggestive weekly article. We have trie several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers probably every one of whom has some technical knowledge of win dow-dressing. What we want is articles clearly describing windo displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully ar perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay a average price of $5 each. All matter sent in under this arrangemen should be addressed to the "Window-Dressing Department." I drawings are also sent they should be made throughout in black ink (not pencil).

THE GROCERY MARKETS

Tea.

The tea market is unchanged and only fairly active. The demand is fair, considering the season, but no more than fair. No changes have occurred since the last report, and in practically every respect the situation, both as to prices and conditions, is precisely the same as last week. Japans are getting somewhat scarce, and the market shows some little stiffness, though without quotable change.

Coffee.

The market for Rio and Santos coffee has fluctuated considerably during the past week, first declining and then advancing. The week closes about unchanged from last week. The demand is for actual wants only, and while the wants are probably normal with the season, the aggregate is comparatively light. Mild coffees are steady and unchanged, with the exception of Maracaibos, which on account of the light arrivals of new crop, have stiffened up considerably. Mocha is steady and unchanged, and Java firm and advancing.

Syrup and Molasses.

Glucose shows no change for the week. Compound syrup is unchanged and in fair demand. Sugar syrup is in ordinary demand at unchanged prices. Molasses is equally dull and prices are unchanged. Prospects for the new crop are good.

Sugar.

The raw sugar market has stiffened considerably during the past week, due to firmness in Europe produced by news of crop damage. The refined sugar situation is unchanged. The Federal refinery is 10 points below the others, and this is having an unsettling influence. No advance is expected in the near future, though the matter is entirely in the refiners' hands. Refined sugar is in very fair demand.

Fish.

The fish market shows some activity. Shore mackerel are wanted; the supply is still small and the price gradually advancing as the quality improves. New Irish mackerel are coming forward more freely and rule at about unchanged prices. New Norways are also offered, but the quality is scarcely satisfactory and prices are comparatively low. Cod, hake and haddock are dull and unchanged. Sardines are in fair demand, both foreign and domestic, and rule at unchanged prices. There has been some talk of an advance in domestic sardines, but it has not materialized as yet. Salmon is unchanged, steady and in fair demand. Future prices have not been named on any other grade except Columbia River as yet.

Canned Goods.

Spot tomatoes seem to have weakened somewhat during the week. Full standards in quantity certainly large enough for the demand are now offered at 90 cents, f. o. b. Most of these are 1905 goods, however, as 1906 pack are scarce. New pack 2 pounds are offered for immediate shipment at 67½ cents, which is much below the spot price. The quality, however, is poorer than the spot goods. Future tomatoes are weaker also, and offers of 82½ cents are now finding much more

or in the packers' eyes. ere is some little interest on yers' part in this latest decline. rn is dull and unchanged. The eage for this season is cut wn, but the outlook is for a y fair pack. Peas are unnged, but strong, especially for large sizes, which are scarce. e pack everywhere seems to be ning to small sizes. Anything und 90 cents in a large way is rce. New prices have been ned on future Baltimore aches, as reported elsewhere. ey are very high and have used no interest as yet. Apples unchanged and dull. The lifornia canned goods packers ve withdrawn everything save ra cherries, extra apricots, awberries and grapes, which v buyers want. The Baltimore e is unchanged and quiet.

Dried Fruits.

Very few spot prunes are sell- in this market, but other marts report a better trade. Prices unchanged. Futures show ne signs of advance, owing to l crop conditions on the coast. aches are unchanged and still e high and scarce. The dend is practically nil. Currants holding their own at unanged prices. The demand is r. Raisins are scarce and stiff. ree-crown loose have sold on ot at 9¾ to 10½ cents per und in a large way. Seeded nge from 12½ to 13 cents, which considerably above the future rket. Apricots show no ange. Apples are firm and gh, the market being from 1 to cents above normal.

Beans and Peas.

Pea beans are unchanged and demand is very slow. The uation is a little firmer in chigan, but not much. Marws are unchanged and in slow mand. California limas are untled. The coast market is unanged, but some holders in the condary markets have cut their ices 10 to 15 cents below the ast. Split peas are in excellent mand at unchanged prices. his refers to yellows, as greens about out of the market.

Butter.

The butter market is firm on a sis about 1 cent below a week o. Creameries continue to ake good butter, and the conmptive and speculative demand th continue good considering the high prices prevalent for the season. The stocks in storage are not as large as a year ago, and the present outlook points to no lower prices in the near future, unless there is extreme hot weather and goods decline in quality. The make of near-by butter is very short, and will probably get shorter as the summer advances. The Western make is about normal for the season.

Eggs.

The egg market is firm at an advance of about 1 cent per dozen. The advance is due to the extreme scarcity of fancy eggs. The bulk of the receipts are showing the effects of the heat and have to be sold at prices ranging from 2 to 5 cents below fresh. Stocks of eggs in storage are very heavy, but as they were put in at high prices, when eggs were fancy, the market must advance at least 2 cents more before fancy eggs come out.

Cheese.

The cheese market has declined ¼ cent per pound, due to the quality of the cheese arriving, which shows summer defects and is only good for immediate consumption. The make of cheese is about normal, and there will probably be no change in price until September, after which there may be an advance. Stocks of June cheese are considerably below a year ago, and the consumptive demand is better than for some years. The make of September cheese will govern the future price.

Provisions.

The market for smoked meats has been about stationary during the week, and the usual summer advance has up to the present failed to materialize. The consumptive demand for hams of all grades, bellies and bacon is normal. Both pure and compound lard is unchanged in the East, but in the West there has been an advance of ¼ to ½ cent. Barrel pork, canned meats and dried beef are unchanged and in good consumptive demand.

Produce.

New potatoes, 40 to 45 cents per basket, good demand; No. 2s, 15 to 20 cents per basket, demand poor; cucumbers, 70 to 80 cents per basket, demand good; cabbage, 10 to 15 cents per basket, demand fair; squash, 25 to 30 cents per basket, demand good;

Ten to One

When a Fels-Naptha man reports he found ten Squashville grocers with Fels-Naptha in stock, and one without, we say, "why not the one?"

Invariable answer: "They handle nothing but the poorest soaps."

The Squashville condition is the general one in sections where **Fels-Naptha** soap (the easy way of washing) is known.

Be one of the ten grocers!

Fels & Co. Philadelphia

Partner, Push Porcela

We call you partner because we are giving you part of our profits to recompense you (in addition to your regular profit, which is a good one) for telling your customers that nothing cleans porcelain tubs and enameled ware like **Porcela.**

We are giving you part of our profits—by putting Universal Coupons in every case you buy—and Universal Coupons are as good as money to you for you can exchange them for almost anything money will buy.

We give you the same coupons with **Radax** and **Tilo.** **Radax** is the most wonderful cleanser of the age; six times better than borax. **Tilo** is made specially to make old tile and marble look like new.

The Porcela Company

241 S. Front Street
Philadelphia Office

PITTSBURG, PA.

peas, 50 to 90 cents per basket, demand good; string beans, green, 40 to 50 cents per basket; wax, 50 to 60 cents, demand good; yellow onions, 90 cents to $1 per basket, demand good; new carrots, 2 cents per bunch, demand good; scullions, $1 to $1.25 per 100, demand fair; beets, 1 to 2 cents per bunch, demand fair; turnips, white, 40 to 50 cents per basket, $2 to $2.50 per barrel, demand good; yellow, 30 to 40 cents per basket, demand fair; peppers, 60 to 75 cents per basket, demand good; eggplants, $1.25 to $1.40 per basket, demand good; lima beans, $1.75 to $2 per basket, demand good; spinach, $1.25 per barrel, scarce and good demand; salad, York State, $1.75 per box of two dozen, demand fair.

Green Fruit.

Bananas, firsts, $1.25 to $1.60 per bunch; 8-hands, $1 to $1.25; 7-hands, 65 to 85 cents; 6-hands, 40 to 60 cents; red, 75 cents to $2.50 per bunch, demand poor; lemons, $4.50 to $5.50 per box, demand fair to good; pineapples, $3.50 to $5 per box, demand fair to good; California oranges, $5.50 to $6.50 per box, demand poor; limes, 80 cents to $1 per 100, demand poor.

Nuts.

Peanuts, green, choice, 5½ cents per pound; fancy, 7 cents; jumbo, large, 8 cents; roasted, choice, $1.25 per bushel; fancy, $1.50; jumbo, large, $1.65, demand fair; Brazil nuts, 8½ cents per pound; filberts, 10½ cents; pecans, 16 cents; walnuts, marbots, 12½ cents; mixed nuts, 11½ cents, demand poor.

MARKET NOTES.

Georgia peaches show a wide range of price—50 cents to $3 per crate. The receipts show considerable rotten fruit. A few Delaware peaches are in market averaging $1 per basket. The demand for good peaches is good.

—

Georgia and Arizona are still shipping cantaloupes North. Georgias range from $1 to $2 and the best Arizonas bring $3.50. The demand is fair.

—

Georgia watermelons hold their price, ranging from 20 to 50 cents. The demand is fair.

—

Jersey tomatoes are gradually getting down and range from 50 cents to $1 per basket. The quality is fair and the demand is good. The crop is likely to be fair. Canners have begun to buy around 50 cents.

—

New apples are in market and are wanted to some extent at 35 to 50 cents per basket.

—

New Jersey corn ranges from 60 to 75 cents per basket and the demand is good, since the supply up to date is very small. Some North Carolina corn is still on the market.

—

The first New Jersey lima beans are in market and range from $2 to $2.50. A few North Carolina limas show the same range, but in one-third barrel baskets. The quality of the current receipts is only fair.

Fake Collection Agency Collapses.

Several months ago agents for the "Tyler Collection Co.," of Chicago, made contracts with a number of business men in Akron, Ohio, two of whom are grocers, to collect their accounts for a term of five years for a retaining fee of $40 down, $25 per year and a commission of 10 to 25 per cent. Members of the Akron Retail Grocers' Association asked their secretary for information concerning the Tyler agency, before making contracts, and the answer received was such that none of them invested. The two grocers who gave up $40 each to the agency have since joined the association. Messrs. Welty & Johnson, attorneys of Springfield, Ohio, some of whose clients had made contracts with the Tyler agency, started an investigation of the concern some weeks ago. The result of their investigation was that W. B. Tyler is spending the summer in jail in Springfield, while C. E. Andrews, who is also wanted for defrauding merchants in that city, has left for parts unknown.

Where Is Our Tea Trade Going To?

Chicago Tea Man Points Out That Each Year We Are Bringing Over Less Tea in All Lines, Asks What Is Becoming of the Business.

Where is the tea trade of the United States going to?

The increased population in this country has been most rapid (within the last ten years) and the import of teas to-day would necessarily have to show much larger quantities to equalize the per capita consumption of 1897, but notwithstanding, however, the import of China teas into the United States in 1904 totalled 53,146,080 pounds; in 1905, 42,938,984 pounds; in 1906, 37,466,689 pounds, thus showing a decrease in China teas in three years of 15,679,391 pounds.

The importation from Japan in 1904 totalled 42,711,127 pounds; in 1905, 41,823,115 pounds; in 1906, 37,806,414 pounds, showing a decrease in Japan tea during the same period of 4,904,713 pounds.

The importation of India and Ceylon teas in 1904 was 7,674,663 pounds; in 1905, 7,813,564 pounds; in 1906, 7,340,106 pounds, showing a decrease in India and Ceylon teas during the same period of 334,557 pounds. You will notice that in 1905 there was an increase over 1904 in the importation of India and Ceylon tea, when a decrease followed in 1906 which carried the number of pounds imported in 1906 below the importation of 1904.

The total importations from other Asiatic countries in 1904 was 450,922 pounds; in 1905, 658,076 pounds; in 1906, 456,731 pounds. The total imports from the United Kingdom, Canada and sundry other countries to the United States in 1904 shows a total of 8,915,224 pounds; in 1905, 9,472,860 pounds; in 1906, 10,551,810 pounds, an increase of 1,636,586 pounds. The grand total of all teas imported into the United States less tea exported therefrom in 1904 totalled 109,614,993 pounds; in 1905, 101,937,084 pounds; in 1906, 92,561,498 pounds.

In these days of extraordinary prosperity, in this period of strenuous commercialism, many firms are striving to introduce package teas, but notwithstanding the grand total decrease in the United States importations of tea within three years was 17,053,495 pounds.

GEORGE LEWIS.

Chicago, Ill., July 31, 1907.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

III.

WARM WEATHER THOUGHTS.

You can increase your sales these days by keeping in mind the ready cooked things.

One thing you may bear in mind we will cook and deliver for an advance of 4 cents per pound any kind of a roast that is bought at our meat department. Make this a feature of your warm weather suggestions.

Refer to your typewritten list of delicatessen goods a few of the leaders in a few simple words, putting emphasis on the cleanly manner in which they are prepared, and mention also the tongue and chicken in glass that we have recently introduced and which will remain prominently displayed on the counter.

The summer beverages you will find on a separate list.

Canned baked beans from now on will be a good seller.

Show up the No. 3, 10-cent cans to the working people and say that they're the most nutritious and the most economical of summer foods.

Have the advertised beans right at your hand. It's no trouble to sell those that are so cleverly advertised in the magazines. Refer to the overhead fans and ask her if she doesn't think it's a pleasant change from the street heat.

Push one of the chairs near her and get her in good humor to open the pocketbook freely.

Nothing beats comfortable surroundings for taking good orders.

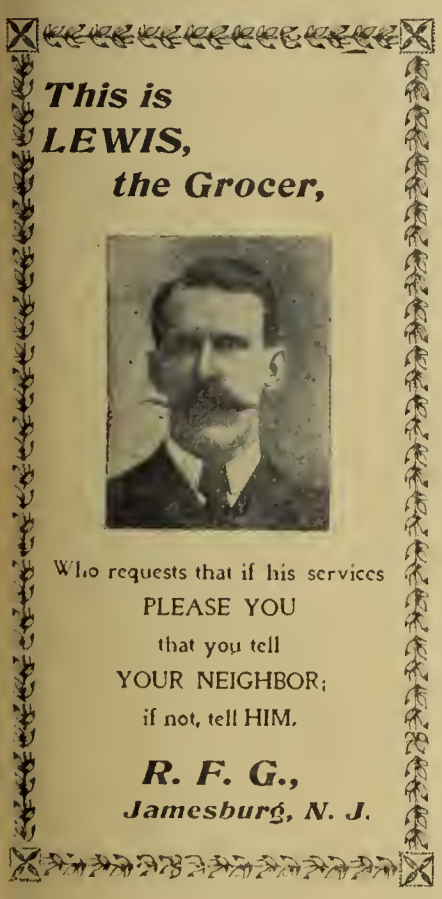
THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism f advertising matter sent in, to the devising f new advertising ideas for special occasions, pon request, and to the suggesting of original dvertisements when data is supplied. All ommunications sent in for this Department hould be addressed to the Editor of Science f Advertising. They will be filed in their rder and taken up according to strict rotation.

There comes to this desk this veek from a Jamesburg (N. J.) rocer a sample blotter which he as used to advertise his business. he size is 3½ x 6¼ inches, and he blotter is the kind with thin lotting surface on one side and oated cardboard on the other—ery unsatisfactory blotters as a ule. The only real blotter to use n my judgment is the thick, fat ind that will drink up any kind f blot. Of course, this kind of lotter will not allow fine printng, as the surface is spongy.

* * *

Here is a somewhat reduced eproduction of the blotter referred to:—



Let's discuss the photograph irst. I don't consider it any of ny business whether a man thinks t's good taste to use his picture n his advertising or not. That's is personal matter entirely. But rom an advertising standpoint I an't say that I consider it good, nd if it is desired to use a photoraph I can imagine a kind that vould prove much more striking han this. For example, the photographer might have taken this correspondent behind his counter, in the act of leaning over on one elbow as if talking earnestly with a customer. Or talking over the telephone, the blotter bearing the message in both cases. A photograph like either of these, or along the same line, would have had a novelty about it that would doubtless have gotten it much more attention than a conventional portrait. And then I should always word such advertisements as this in the first person singular—"*I* request," not "he requests."

* * *

I don't think much of the wording of this blotter. There was a time when it was snappy and epigrammatic, but so many thousands of people have used it that it has gotten stale. I should make an advertisement like this more personal and direct. Something like this:—

> The best thing I can say about my goods is that any time anything is wrong you can get your money back. More than that no man can do.

Little blotters like this can't move mountains, but they help a little. They can never take the place of real straightforward advertising, but they constitute a link in the chain if a man can afford to do both.

Pink Tape Sold the Celery.

How an English Farmer Gave His Produce a Boom. English Authority Uses Case as an Argument Why American Shippers Should Look to Their Packages. Jam in India.

Special correspondence of "Grocery World."

Washington, D. C.,
August 2, 1907.

Consul Albert Halstead, of Birmingham, reports that in the British market care in packing, attention to making products appear well, and, in general, everything calculated to attract the eye are of the greatest usefulness in promoting sales. The importance of this has been brought more clearly to his attention by an article in a British publication, from which he quotes the following:—

"The successful sale here of numerous continental articles of food is due almost entirely to the neatness of the container. Such things as fruit, eggs and vegetables, which come to us from the Continent, are neatly inclosed in boxes, and have apparently been washed before being packed. An edging of tinted or lace paper occasionally serves to make the produce more tempting to the purchaser. Home-grown produce is not, as a rule, so attractively displayed and in consequence does not always command the sale. As a guide to the American sending goods to this market, the following incident will be of interest, because it shows something of the spirit of the purchaser with reference to the way goods are offered for sale. A farmer noticed customers in the grocer's shop picking over the celery to find the best-looking bunches, and it occurred to him to take more pains with his celery and see if it would bring a better price. He bought some pink tape and tied the celery with it in neat bunches, and found that it sold quickly and brought more money, while the same kind of celery without the tape sold slowly and brought less.

"After that he marketed all his produce in the most attractive manner, putting labels on his fruit baskets with the name of the variety, wiping his apples, selecting and labeling his tomatoes, always treating his fruit and vegetables as if they were worthy of distinction. The fame of his produce grew, he enlarged his business and became a wealthy man, all because of the pink tape on the celery.

"The bottles, labels and other items connected with the packing of American proprietary medicines are much admired here, and the chemist readily concedes the fact that such matters are potent in assisting him to make sales. In considering this country as a market for American goods which reach the purchaser through retail shops and stores, I would advise the manufacturer to bear in mind the fact that the package forms an important detail in display either in windows or on the retailer's shelves."

* * *

An odd fact is that a particularly nice line of jams and jellies is packed in cans and bottles in the Himalaya Mountains. There are three factories engaged in this business in Simla, the summer capital of the British India Government. The largest of these has its factory east of Jokko Mountain, about four miles from Simla. This little factory turns out per annum the following quantities of 2-pound cans of jam:

Everybody Knows Them

Knight's Flavoring Extracts have been pleasing epicures throughout the United States for fifty-nine years. The name Knight on an extract package is a stamp of excellence. Thousands of families can be induced to use nothing else. Most grocers sell them; if you don't, do so now and you will find that the goods not only sell themselves, but that your extract trade will increase. You cannot make a better profit on any first-class brand.

KNIGHT
Cooking Extract Co.
No. 211 ARCH STREET
PHILADELPHIA, PA.

It Covers the Country As It Does This Space

Because it is the best known and known as the best.

It was first made in 1847 and in 1907 it has no equals.

The superior quality and excellent flavor of this cracker has placed it in a class by itself. "The standard by which all others are judged."

A. EXTON & COMPANY

TRENTON, N. J.

	Dozen.
Strawberry	300
Cape gooseberry	100
Blackberry	75
Raspberry	25
Apple	10
Quince	20
Peach	50
Apricot	80
Green gage	30
Yellow plum	50
Damson	10
Pear	5
Guava	75
Lemon	10
Orange	25
Citron	5
Sweet slice	25

All of these retail at from $3.16 to $4.41 per dozen. Only the strawberry jam sells for the latter price, most of the others being $3.16 and $4 per dozen. The "mango chutney," put up in quart bottles, sells for $4 per dozen. That price makes them retail at 37, 33 and 28 cents per can and bottle.

The strawberries, blackberries, raspberries, apricots, green gages, yellow plums, lemons, citrons and mangoes are grown on the sides of the mountains about Simla by the natives. The apples, quinces, peaches, damsons and pears are grown 80 miles north of Simla, in the mountains at Kulu. The guavas and oranges come from the plains near Lahore.

The fruits from Kulu, 80 miles back in the mountains, are carried by coolies in baskets, which weigh each 60 pounds, strung over their backs. It requires four days for the coolies to make the trip in over the narrow, tortuous path from Kulu to Simla. For this they receive 24 cents a day. The path or road is owned by the Government, and two annas or 4 cents toll is charged. This is paid by the firm that buys the fruit. Men and women carry baskets of fruit, the women, as usual, receiving less than the men for the service.

The coolies who do the unskilled work of picking over the berries, peeling and seeding certain fruits, slicing mangoes, etc., receive from $3.35 to $4 per month, and board and lodge themselves. The jam makers receive from $10 to $13 per month, and board and lodge themselves. The latter are kept on the payroll the year round to keep them from revealing secrets of manufacture to competitors.

It is interesting to speculate how American manufacturers could compete with labor at these prices. HOLT.

More Customers More Profit

If you push Beardsley's Shredded Codfish, Acme Sliced Beef, Star Boneless Herring, Acme Sliced Bacon, Acme Washed Figs and Peanut Butter, you are certain of pleased customers and more profit. These goods can't be beaten and we have never seen them equaled.

Besides giving you as good a profit on them as you can make on any high-grade goods of a similar character, we pack Universal Coupons in each case for the retailer to increase his profits. These Coupons are exchangeable for any article of household or store merchandise, and if you save them you will soon have enough to bring you a new delivery wagon. If these products are new to you, send for booklet.

J. W. Beardsley's Sons

474-478 Greenwich St. NEW YORK

Two-Minute Sermons for the Retail Grocer

IV.—A Good Business Letter or None.

Better write no letter than a poor letter.

Too many business letters are to-day failing in their mission. A business letter is the representative of the house sending it out, and should be so carefully worded that its meaning will be absolutely clear to the recipient. Too many business men are to-day striving to quickly clear their desks of all correspondence, and thus rush through their work, when they should strive to so write each letter that it will do the same work for the house that a special man would do if sent out instead of the letter.

The ordinary business correspondent does not stop here. He dictates his letters to a stenographer who probably does not know much about the business, and then does not read them over carefully to see that they express the exact thoughts that he wished to express. He drops into his chair a few moments before the letters should be mailed, hurriedly glances over them, and lets them go.

In the first place, the writer of a letter is very likely to not express his thoughts as clearly in a letter as if talking to the party addressed. Then there still remains the chance that the stenographer will, through misunderstanding or poor punctuation, put an entirely different meaning to the letter. Guard against both possibilities.

If you cannot give a letter enough attention to-day to make it clearly express your views, do not write it. Better wait another day to start than make a wrong start.

If your stenographer fails to express your meaning in the letter, correct it thoroughly and have it entirely rewritten, even though it is not started on its mission for another day. Better a little delay, if that is absolutely necessary, than the possibility of making a wrong impression. F. A. P.

The eye of the PUBLIC Is on this Signature

W. K. Kellogg

Is your eye on the trade, Mr. Dealer?

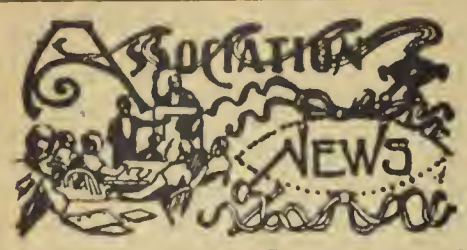
Every housewife—every buyer of family supplies—is becoming more and more familiar with the signature of W. K. Kellogg. To them it means the best in breakfast foods. It means the most delicious flavor and dainty crispness; it means the

GENUINE—ORIGINAL

TOASTED CORN FLAKES

That is why it sells and sells fast. It's the "call-again food." One package means many more, because it **tastes like more.** The public is demanding Kellogg's Toasted Corn Flakes. Its eye is on the signature to prevent being imposed upon by substitution. Keep your eye on the trade Mr. Dealer, by sticking to the genuine Toasted Corn Flakes. Specify **Kellogg's**—and get it.

TOASTED CORN FLAKE CO. - BATTLE CREEK, MICH.



New Orleans, La.

Not content with the elimination of lagniappe, a form of gift-giving peculiar to New Orleans, the Retail Grocers' Association of that city has now engaged in a warfare against all other gift schemes. The association has sent out the following letter to all of its members:—

Dear Sir:—At the regular monthly meeting of the Retail Grocers' Association, Wednesday, June 19th, the giving of useful articles by grocers to their customers as advertising matter was taken up and discussed, and after careful consideration it was decided by all present that this practice should be discontinued. It has been our experience during the past week or two that where a grocer in a neighborhood was giving an article as an advertisement, even without the consumer making a purchase, other grocers in the vicinity of the grocer giving such advertising articles have construed it as lagniappe, and have gone back to the old practice of giving cakes and candies. These few cases which we speak of were promptly taken up by the association and the parties were induced for the sake of harmony to discontinue.

Therefore, we take this method of notifying you of the action taken by the association; also, of calling your attention to the original agreement to discontinue lagniappe, which included calendars, prize tickets, Christmas gifts and all other free gift schemes.

Furthermore, we wish to call your attention to a party who is soliciting orders for a local photograph establishment selling to the grocers tickets to be given to their customers, which the grocer punches when said customers make a purchase, and when the amount of $5 is purchased the party holding the ticket is entitled to a crayon picture upon payment of $1. This party is endeavoring to secure orders by misrepresentation, it is said, stating that his scheme has the indorsement of the Retail Grocers' Association. Therefore you are hereby notified that he has no right to use the name of this association in any manner.

Yours truly,
RETAIL GROCERS' ASSOCIATION.

Missouri.

The State Retail Grocers of Missouri held its annual convention at Sedalia, Mo., last week, and the business transacted finds a summary through the following resolutions adopted:—

Whereas, Many merchants have suffered great losses through the dishonesty of their debtors who have given them checks for their accounts or in exchange for cash, which are not paid by the bank on which drawn because of no funds; be it

Resolved, That the Legislative Committee of the Missouri Retail Merchants' Association is hereby instructed to prepare and have introduced at the next session of the Legislature a bill which will make it a misdemeanor for any person to issue a check when that person has not funds in bank to meet the check if he or she does not make good to the payee of such check the amount thereof within twenty-four hours after notification by the payee, the punishment to be a fine of not less than $25 or not less than ten days in jail, or both in flagrant cases.

Resolved, That we pledge our affiliation with the National Association of Retail Grocers and ratify the action of the last National Association:—

First, in advocating the equal rights of manufacturer, wholesaler and retailer.

Second, in the amendment of the National bankruptcy law, or else its repeal.

Third, favoring the Dixon Bill, giving the retail merchant the right to attach the wages of civil service employees for the necessaries of life.

Fourth, in favor of regulated credit and fair competition.

Fifth, in opposition to all premim schemes, trading stamps and similar attempts to get something for nothing.

Sixth, in opposition to all past attempts at parcels post legislation in favor of the catalogue houses.

Whereas, From the beginning of history humanity has been accorded one day in seven as a day of rest and recreation; and

Whereas, This custom has been recognized not only as a religious observance, but also from a hygienic standpoint; therefore, be it

Resolved, That the Legislature of Missouri repeal that clause of the statutes of Missouri which permits the sale of provisions on Sunday, commonly known as the Sabbath, and to enact such other legislation which will permit the merchants of this State to rest on Sunday.

Whereas, The present oleomargarine law placing a tax of one-quarter cent per pound on all uncolored oleomargarine and 10 cents a pound on all colored goods has proven not to benefit those for whose benefit it was passed becase of the strong temptation to violate its provisions, which practically places a premium on crime; and

Whereas, The Government is being largely defrauded of the tax by unscrupulous dealers who sell colored oleomargarine as butter in competition with the grocer who is not willing to do criminal acts in order to gain the profit which the illicit handler of oleomargarine gets; and

Whereas, Oleomargarine is an article of commerce which has proven not to be injurious to health, and is practically the labor man's butter, if sold without the present restrictions; therefore, be it

Resolved, That this convention heartily approves the movement started to obtain revision of the Federal laws governing the sale of this product, whereby the exorbitant tax on the colored oleomargarine be removed, and pledges its members to do all in their power to secure aid from Representatives and Senators in Congress to have such revision made at the next session that the grocer may no longer be cheated of his legitimate trade and the laboring man deprived of an article at a reasonable price through the laws as they now stand on the statute books.

German Department Stores Bitterly Antagonized.

The spread of department stores has been relatively much slower in Germany than in the United States, but they have awakened a much more bitter animosity on the part of many of the smaller dealers. The number of department stores in the German Empire increased from 82 in 1904 to 90 in 1906, a growth of not quite 10 per cent. During the same period large mercantile concerns (class 1 on the German

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Lard Display for Meat Market.

By CHARLES M. STEELE,
Assistant Advertising Manager National Cash Register Co.

This display is appropriate for a meat market and may be used either in summer or winter. If used in winter, the lard cans which are open and show lard should contain the real lard.

In case the display is used in summer, the same results can be accomplished by putting a false top in the lard can, and covering it with paraffin about ¾ inch or 1 inch thick. The paraffin gives the appearance of lard, and it is very hard to detect the difference.

The lard in the window may be any popular brand which is sold by the store using the display. Various sized cans should be shown arranged in the window as shown in the cut above.

The small pig can no doubt be secured from some bric-a-brac store or novelty house. They are made of papier-mache, and are used as candy boxes.

There is no expense attached to this window other than the card and the pig, unless you use paraffin, but this amounts to very little.

k list) have increased in number om 7,000 to 8,000, or 14 per cent. naller concerns (class 2 on the t) have increased from 11,000 12,300, or over 10 per cent. Dertment stores are now in 62 ies, against 60 in 1904. Not a v are evidently distinctly below e rank of large commercial ndertakings, as some 11 pay less an $1,200 tax annually. The owth of the business of department stores is more rapid than the simple increase in number, as these establishments paid 28 per cent. more tax in 1906 than in 1904. Business houses of class 1 show an increase in taxation of 23 per cent. for the same period. Evidently the trend is steadily toward proportionately greater power and control of the commercial situation on the part of the larger aggregations of capital.

Vants Periodic Meetings of Jobbers, Retailers and Manufacturers

ational Secretary Green Takes Up a Suggestion Along the Above Line and Supports It. Lead to Untangling of Trade Problems. Mail Order Trade Decreasing. National President Kramer's Strenuous Talk on Parcels Post Law.

ecial correspondence of "Grocery World."

Cleveland, Ohio,
August 2, 1907.

One of our exchanges in a cent issue makes the suggestion at a meeting of the representaves of retail grocers, wholesale rocers and manufacturers be eld some time in the near future. This we believe to be a move in ne right direction.

If such meetings could be rought about periodically there ould no doubt be a better underanding between the distributers food products in general lines. There has been and is at the resent time a systematic effort n the part of the National Vholesale Grocers' Association nd the National Association of etail Grocers to keep in the osest touch possible, and to ork for the benefit of the trade t large, and with a purpose of ettering conditions among the holesale and retail trade.

Could such arrangement be rought about as periodical meetngs with manufacturers, jobbers nd retailers, the beneficial results ould be very great, and possibly n the near future some effort may e put forth to bring this matter o a successful conclusion.

* * *

D. M. Carr, of Omaha, Neb., rites me as follows regarding he falling off in the mail-order usiness:—

> I notice from the report of Sears, Roebuck & Co., the Chicago mail-order house, for the past six months that there has been a heavy falling off in their gross sales during May and June.
>
> In May they did $37,251 less business than in May, 1906, and it is worth noticing that during June their gross sales amounted to $253,663 less than in June of last year.
>
> I am almost constrained to believe that the preaching of the home trade gospel in the country press has influenced business to a great extent.

* * *

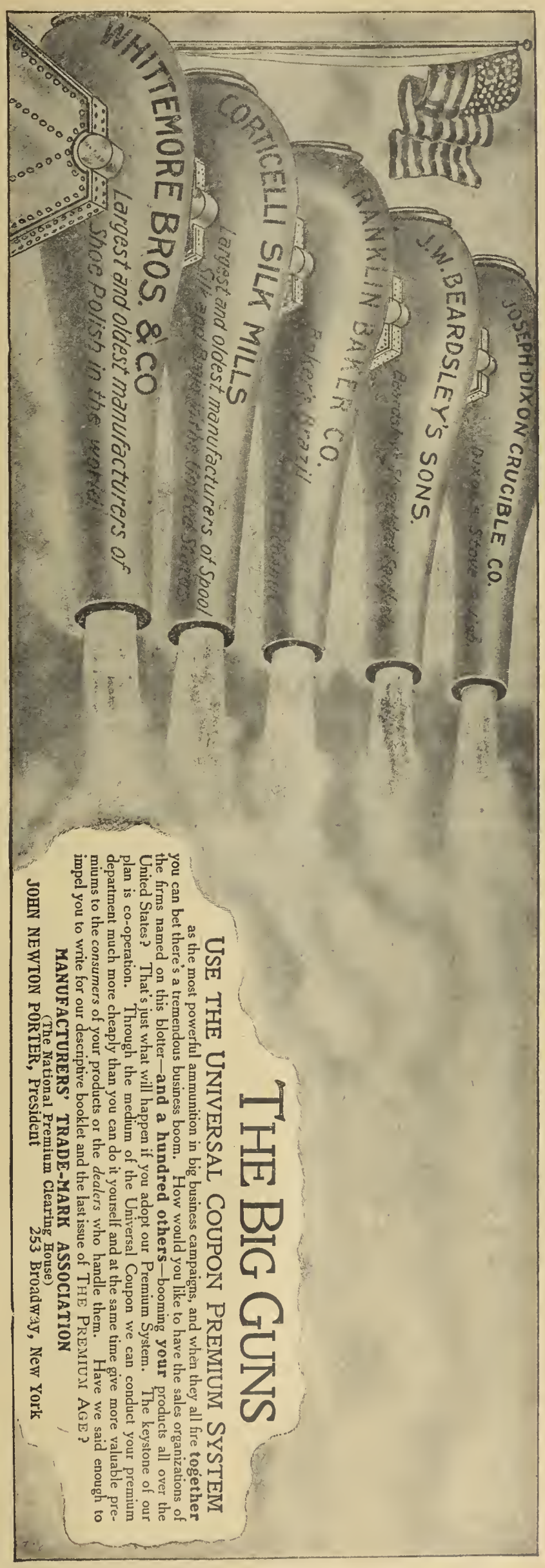
National President Kramer has the following strong words to say regarding the effect of a parcels post law upon the ordinary retail business:—

> It will not only drive most of you out of business, but it will destroy the 10,000 wholesale houses whose sole occupation is to sell their goods to the retailers in small towns.
>
> Suppose we say that each of these houses employ fifty people, which is a very low estimate. This would mean 500,00 salesmen and employees thrown out of employment. It is estimated that there are over 200,000 retailers in the United States alone. Suppose that they were all put out of business. What would be the result? If the traveling men were taken off the road what would become of the hotels and livery stables? What would the railroads lose? What would the retailer lose? These, gentlemen, are all questions to be considered, and they are not theories, but they indicate just what will happen if the parcels post bill is passed. Use your efforts. Write to your congressmen. This bill, if passed, will make it possible for the mail-order houses to carry out the gigantic scheme that they have planned.

JOHN A. GREEN,
National Secretary.

A Good Selling Point.

No stronger guarantee could be given than that of P. F. Brown & Co., of 39 South Front street, Philadelphia, in connection with their Gurnse butter. In a nutshell it is this: If not satisfactory return. Couldn't ask for much more, could you? Gurnse butter is extra fine creamery, in pound and half-pound prints, without garlic or grass, and is strictly first-class butter for good trade. You can make a leader of it.



The Wife.

Do you know, sometimes I wish females had never been invented.

They do make us lords of creation such a hen of a lot of trouble!

And, of course, we're never to blame; it's always their fault.

Seriously, I don't know when I've wanted to wring a human neck more than I did last week, when I was dragged against my will into an affair that's just happening over in New Jersey.

I don't like these family rows.

I've known this particular family for a long while and have always thought I had some influence with the man. He's a grocer and personally is an ordinary sort of fellow, though before this happened I always believed he had at least as much fidelity about him as a dog anyway.

Through some squabble he was about to leave his wife and I was asked to go down and see if I could do anything.

This is a man about 47 years old. He started in the grocery business in this town about thirteen years ago, and the same year he married his present wife. She was a German girl about his own age, and as solid and hard-working as they make 'em.

That woman had every bit as much to do with building up that business as her husband.

Though they both worked hard and built up a good trade from nothing.

She kept the books and tended store and particularly to a little delicatessen department they had, and simply made herself a mighty valuable partner.

They never had any children, so she had nothing to interfere with her.

I say again I think at least half the credit of the present fine condition of that store belongs to her.

Yet her nincompoop of a husband has gotten tired of her and is after somebody else.

I know the other woman in the case very slightly. That is I know her by sight and I've heard a little about her disposition.

She doesn't compare at any point with the wife. She's no kind of a looker, she's gotten a rotten temper, and all told she's a creature that you wouldn't think any man would look at twice if he could get the other one.

I said to the husband:—

"Good lord, Ed., what can you see in her to take you away from your wife? She isn't in it in anyway with her!"

He didn't know—had nothing to say; it was just infatuation.

Then I appealed to his loyalty.

"Why, a dog wouldn't do what you're doing!" I said. "Here's a good woman who stood by you and worked like a nigger when you had nothing! She helped build up your business and worked just as hard as you did. Now that you've got the fruits of her work you're going to throw her down. No white man could do a thing like that!"

He had nothing to say, except to mumble an accusation that she used to nag him all the time.

"Well, what if she did?" I said, "didn't she pay in work for the privilege? I don't like nagging women any better than you do, but if she nagged you there was probably reason for it. And anyway, she's done enough for you to wipe out the nagging!"

I saw I wasn't making any impression so pretty soon I shut up. That fool sold out his business shortly after that and left town. Everybody said he met the other woman outside and is living with her to-day. For my part I don't doubt it in the least; he had it coming to him and he got it.

Ain't this blind infatuation the most remarkable thing you ever saw? You see a fellow with a fine wife—handsome and apparently congenial in every way—get fairly stuck on some old tad that you'd think would turn his stomach. Of course, there's some excuse for a man like me, constantly run after by women. But very few have the excuse I do.

By gad, I think if any man ought to be faithful to his wife it's the grocer whose wife actually works with him in his business, as thousands of 'em do. Understand, all grocers' wives can't do that and I ain't reflecting on those

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

Has Just Reached Eastern Market and is Now Ready for the Trade

Toasted Cerealine Flakes

10 Cent Cartons, Price $2.70 per case, Three Dozen

More Profit — More Flake — More Customers

That's the record of tihs matchless Corn flake wherever it has been introduced. No grocer can possibly make a mistake by ordering a trial case of his jobber.

EVERY PURCHASER BECOMES A CUSTOMER

You've Sold the Rest
Now Sell The BEST

AMERICAN HOMINY COMPANY
INDIANAPOLIS, INDIANA

Here and there you'll find laundry soaps as well known in their own local sections as **Babbitt's Best,** but no other laundry soap made is half so well known in *all* sections as **Babbitt's Best.**

This Scrubs the Nation

In every sense **Babbitt's Best** is a national soap. It has sold throughout the entire country for many, many years, on less advertising by 75 per cent. than that which has been expended to float any other soap of one-tenth the prominence.

Nobody ever complains of **Babbitt's Best Soap;** it always makes good.

MADE BY

B. T. BABBITT, New York

LOOK FOR THE

GLOBE

On Hams, Bacon, Lard and Sausage; if you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

JACOB C SHAFER CO.

516-18-20 Lexington St., Baltimore, Md.

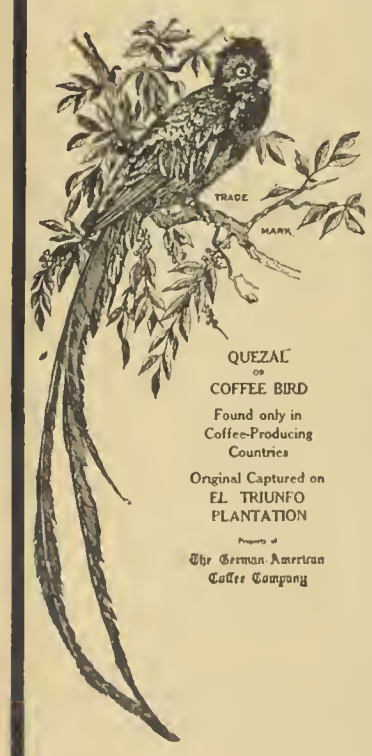
Tourist Almoco Golden Drip

These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.

Levering Coffee Co.

Baltimore, Md.

Established 1842



Some Questions for You

What sort of coffee do you sell? Is there anything distinctive about it? Have you got a single line in your coffee department that is outside the conventional coffee that everybody sells?

If the answer to these questions is no, as it probably is, it explains why you aren't selling more coffee. Add our **German-American** Coffees to your line and see the difference. They *are* different. They *are* distinctive. They *are* outside the conventional coffees.

German-American Coffees are grown on the famous Triunfo Plantations in Central America, and they excel in deliciousness of aroma and mellowness of flavor, even the finest Mocha and Java grown.

The German-American Coffee Co.

Growers, Importers and Roasters

406 Greenwich Street, NEW YORK, N. Y.

"As Good As I Bought Last Time"

You ought to sell Swift's PREMIUM Hams for your own protection. Can you satisfy your trade unless your hams are uniform? And can they be uniform unless bought from a packer who can keep his raw material uniform?

Few packers have our facilities for keeping hams up to a given standard year after year. Swift's PREMIUM Hams scarcely vary a hair's breadth from one year's end to another. That does us a whole lot of good, as it will do you.

The woman who can always depend on getting good ham—"as good as I bought last time"—is going to buy lots of ham.

Swift & Company, U. S. A.

that can't. A great lot do, thoug —sometimes work a darned sig harder than the man.

A woman like that is more tha a wife—she's a partner and sh ought to get a square deal unt she dies.

You just sit down, some of yo fellows, and think what your sto would be to-day if your wi hadn't chipped in and helped ou

Just subtract from your prese prosperity all she's said and do in the interest of the business an see if you like the remainder. good many of you'll find tha there's so little left you' ashamed of it.

I think a wife like that deserv especially gilt-edged treatmen But she doesn't often get it. I fact, it's always seemed to me a if the more faithfully a wif worked in her husband's busines the more matter-of-fact was h treatment of her.

I don't mean that he kicked he or pulled her hair.

I mean that he accepted her a something he'd bought an owned. She was just Mary, hi wife. "Of course, she helped lot, but what's a wife for?"

From that condition of mind t where you get to notice that he shape ain't what it was, or tha her teeth are bad, or her hand rough, or where you come to fe a sneaking wish that she'd fix her self up more like some sport bird you have way back in you mind, is a mighty small step.

And the condition where yo compare her unfavorably wit other women—who usually ain fit to tie her shoe—to the poin where you do what my New Je sey friend is doing—is only an other step.

By George, if I was a groce and had a wife that had worke with me, side by side, through th lean days when it was push or g under, until gradually by he sweat as much as by mine th thing got on its feet, I think she' always be beautiful to me, eve if she had the roughest hands an the poorest teeth on earth.

THE STROLLER.

MANY GROCERS

Find it pays them to read th "good stuff" in

The Advertising World

Columbus, Ohio

Sample free, or four months' trial for 10 cent

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Preserving Eggs.

Belvidere, N. J., July 26, 1907.
Editor "Grocery World."

Dear Sir:—In a recent issue you had an article on preserving eggs, but did not give formula. Will you kindly inclose with recipe, and oblige,

Yours truly,
INNES & Co.

This correspondent is in error. The article referred to did give the formula: One part of water glass to ten parts of water.

* * *

As to an Insurance Co.

Vermontville, N. Y.,
July 24, 1907.
Editor "Grocery World."

Dear Sir:—I am thinking of placing some insurance with the Cash Deposit Mutual Fire Insurance Co., of Huntingdon, Pa. Will ask your advice, also what the standing of the company is.

Thanking you for the favor, I am,

Yours truly,
N. H. BRECKENRIDGE.

The "Grocery World" regrets that it has no knowledge whatever of this concern.

* * *

Advice of a Collecting Agency.

Coatesville, Pa., July 31, 1907.
Editor "Grocery World."

Dear Sir:—In one of your past issues of the "Grocery World" I saw where the Pittsburg Association adopted the system of collecting of bills operated by the Union Mercantile Agency of Bridgeport, Conn. We are in need of some agency to take care of our delinquent accounts and thought we might get some information about this concern from your company. Any information you give us will be thankfully received and appreciated. Trusting to hear from you at your earliest, we remain,

Yours truly,

* * *

The only thing the "Grocery World" knows of the Union Mercantile Agency is that it has a plan of collecting debts, and that certain retail grocers' associations, notably that of Pittsburg, Pa., have adopted it. We have never examined the system and have no evidence whatever as to whether it is equitable or otherwise.

* * *

Address of Creameries.

Altoona, Pa., July 30, 1907.
Editor "Grocery World."

Dear Sir:—Can you furnish me with the addresses of several good large creameries? If not, perhaps you can give me the address of some journal devoted to the interests of creameries from which I could secure the desired addresses.

Thanking you in advance for the favor, I beg to remain,

Yours truly,
E. V. MENDENHALL.

You can get lists of creameries from Thomas' American Trades Reference Book, published by the Thomas Publishing Co., New York.

* * *

Still on the Map.

Union City, Pa., July 27, 1907.
Editor "Grocery World."

Dear Sir:—Union City is still on the map and alive somewhat to the business interests of her people. Our Business Men's Exchange has accomplished a great deal of good since it was organized, and one of the things that I think of as being the best is the creation of good feeling among the dealers, as we are united in every good thing for the good of all, where it used to be that there was a jealous feeling among us. Some of the good things we have accomplished are early closing, street cleaning, and many other things. We are now considering a public garbage dump and a peddler's license, which will be beneficial to every one living here. Every town not having an organization of this kind should get into line at once and see what good things are in store for them.

Yours truly,
G. E. ANDREWS.

* * *

The Sugar Market.

New York, Aug. 2, 1907.
Editor "Grocery World."

Dear Sir:—Business has been quiet this week, following the great activity of last week. A good consumption of sugar, stocks that are not unwieldy, confidence and a firm holding, are responsible for the better values obtained. There have been no new developments, just a steady progress of the conditions and prices have kept pace. The consumption of the country will amount to a certain quantity—it can now be estimated with fair accuracy—and against that consumption the world has supplies that may be drawn upon. On this side of the globe until the end of August we use the product of Cuba, Porto Rico, San Domingo, etc. These crops are finished, our refiners have bought the biggest parts, and what remains is stored up awaiting better prices. Then there are the stocks in warehouse at New York and the sugars held by the refiners at the refinery ports. All added together won't be enough to carry us through until the next crop of Cubas can be laid down here along toward the end of the year. The demand won't stop and the refiners will have to get Javas or European beets to make up the deficiency. That is the basic situation and the owners of the still unsold supplies held in Cuba, Porto Rico, and warehouse New York, will get more money if they await its developments. Its progress so far has been slow, but for some time now it has been attended steadily by additions to ruling values. There will be lanes and by-ways, as there have been, and quotations may not move as fast as owners wish. While they are holding storage charges, interest and deterioration are eating into prospective profits and constantly urging "sell." The refiners just now won't buy Javas or European beets. They won't want them until next autumn. If they bought now the European markets would go up, the advances be reflected here, and prices also rule higher in the United States. The refiners

Here Is a Good Scheme!

Grocers sometimes demonstrate these with fine results. The demonstration shows two things—first, the ease with which beef tea, bouillon or soup is made from these capsules, one of which has simply to be dropped in a cup of hot water; then it shows the delicious, spicy flavor.

You can sell hundreds of boxes, and every one at a profit.

Anker's
Bouillon
Capsules

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

AGENTS WANTED

To Solicit Subscriptions to

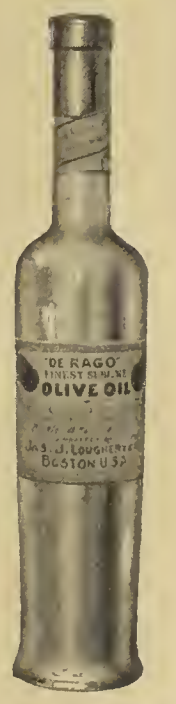
"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as a side line.

Do You Know De Rago?



If you don't, you should. It is the greatest Olive Oil shipped into this country. Its name and fame are being made known to consumers everywhere. If you want to please your customers and increase your Olive Oil business, let us send you a trial case, then ask those to whom you recommend it what they think of it.

Jas. J. Loughery & Co.
IMPORTERS BOSTON, MASS.

want sugars from both markets, but their stocks are good and they can wait. They want the still unsold cane supplies on this side of the globe first and they won't do anything to boom the price for these supplies. Then they will buy the Javas or beets, paying for them only as much as they have to. The situation favors the owners of the supplies our refiners will need, but the owners have some disadvantages against them, can get their price only if they hold firm and carry their stock, and values in any case will move but slowly. The top point is set higher and will be reached, although all of the owners will not get it. But in so far as concerns refined sugar there is very little probability of raw prices having any adverse effect during the balance of this season, and the present situation, with its expected and almost certain development toward a basis that will support higher prices, will make for a well maintained quotation and the placing of the refined price at 5 cents, less 1 per cent. cash when the conditions warrant it.

Refined Sugar.—This branch of the trade is still rather unsettled. The list prices of the American Sugar Refining Co., Howell, and Arbuckle, are on a basis of granulated at 4.90 cents, less 1 per cent. cash, but orders can be placed at 4.80 cents. The Federal continues to quote 4.80 cents on delayed shipment, and 4.70 cents on prompt shipment, both less 1 per cent. cash.

Yours truly,
M. G. Wanzor & Co.

* * *

The Spice Market.

Baltimore, Md., July 31, 1907.
Editor "Grocery World."

Dear Sir:—The market continues active, with excellent trading in Nutmegs, Cassia and Pimento. The tendency appears to be upward. Inasmuch as many spices formerly entered into consumption will no longer be admitted by the Custom authorities it will have the effect of a general shortage, which usually means higher prices.

Pepper.—Singapore is holding steady for spot and new arrivals. Fluctuations have been slight during the week. There is a steady demand, and moderate spot stocks keep the prices rather firm.

Cayennes.—Bright stock is in active demand, used largely at this season for pickling purposes.

Cloves are more active and in better demand. Prices, however, are practically unchanged.

Pimento (Allspice) is very active and decidedly higher. Buying has been most liberal. The new crop is reported short and will be late.

Mace is steady, but unchanged. Spot stocks are evidently small.

Nutmegs are active and considerably higher. Cables quote higher figures than spot values. Large sales have been made of 80s and 110s.

Cassia.—Stocks of all grades are small, and at this time there seems hardy enough visible to cover requirements. Higher prices will no doubt rule.

Gingers are very firm. Cochins are somewhat higher. All arrivals are apparently over with the exception of Race, and it is questionable whether this grade of goods will be admitted hereafter.

Seeds.—Poppy continues firm, with upward tendency. Caraway, practically unchanged. Celery, Mustard and Coriander all in good demand.

Green Ginger Root.—Fair arrivals have been noted, goods being quickly sold from dock. Stock is of prime quality.

Yours truly,
McCormick & Co.

* * *

Two Reports of the Baltimore Canned Goods Market.

No. 1.

Baltimore, Md., Aug. 1, 1907.
Editor "Grocery World."

Dear Sir:—A few early tomatoes have been packed in Baltimore. These tomatoes have been coming in from the Potomac River, Virginia, and are being packed into No. 2s entirely.

Large arrivals of raw tomatoes will not begin coming in until the middle of August, and it is doubtful if there will be any heavy quantity of tomatoes packed much before September 1st. Raw tomatoes that are now coming into Baltimore do not amount to anything, and are being brought here on account of the high market for them, considering the inferior quality. In spite of the downward tendency of the spot tomato market during the past few weeks, there has been some buying right along. In fact, at the close of the week there seems to be some improvement in the spot market.

Future Tomatoes.—No change to report. There is practically no business being done.

String beans are in very strong shape, with light offerings. Prices show an advance of 2½ cents and 5 cents per dozen on No. 2 and No. 3 and 20 cents per dozen on No. 10. There is an excellent demand for these high-priced beans, and orders are coming from all sections.

A few small lots of Southern peaches have come to Baltimore and have been packed up. The regular crop of Maryland peaches will not be coming in for some little time yet, so that it is hardly fair to say the peach packing season has begun.

There is an excellent demand for cheap peas. Stocks in Baltimore are not large.

Pineapple.—The market is in very much stronger shape on all grades. There has been an unusually good demand this summer, which has left stocks badly cut up.

Small Fruits.—The market is quite active. The packing of all kinds of small fruits is over, with the exception of blackberries, raspberries, and possibly a few gooseberries. The blackberry market closes very much stronger.

Yours truly,
Thos. G. Cranwell & Co.

—

No. 2.

Baltimore, Md., Aug. 1, 1907.
Editor "Grocery World."

Dear Sir:—In our market letter of three weeks ago, we said the canning of new tomatoes, crop of 1907, would commence in Baltimore about August 1st, contrary to the signed statements of many men in the trade, who ought to know better, that it would be impossible to pack any tomatoes this season before some time in September. The first tomatoes of the season were canned here on Tuesday, July 23d, and unless the unexpected happens one-fifth probably of the output in this market this season will have been made and ready for distribution by September 1st. That statement will not, of course, apply to all sections outside of Baltimore, because in some States the crop is not ready for canning until the latter part of August. From now on our canners will be active in packing tomatoes and a lively demand is anticipated for the new goods, especially for August shipment, when the quality will be at its best. The demand for spot tomatoes for quick shipment continued active all the week, the lower range of prices finding ready buyers to piece out their stocks until deliveries on their contracts for futures are made. At a recent meeting at Wilmington, Del., of the Tri-State Canners' Association the outlook for the tomato crop in Maryland, Delaware and New Jersey was reported to be very encouraging. There was a falling off during the past two weeks in the sales of future tomatoes, but the canners do not show any anxiety to force further sales in view of the fact that nearly all of them are already loaded up with contracts for futures.

There is not an article in the whole list of vegetables packed here, except tomatoes, that shows any weakness, not even peas packed at such unexpected high cost. On the contrary, the list all the way through stands firm to strong, especially string beans, because of the light spring pack. Future corn and sweet potatoes continue fairly active. There is an increasing demand for seconds peas and we will not be surprised if everything offered under 80 cents is closed out shortly.

New peaches were packed here this week for the first time this season, a few days later than usual, and the uncertainty concerning the size of the crop still prevails. There has been such a large demand this season for all kinds of fruits as they came in that the shippers anticipate a heavier demand for fresh peaches because of the light crop, and particularly because the pear crop is also very small. The jobbers everywhere need all grades and sizes of Baltimore peaches immediately, and we expect the same hurry to buy them in small lots for quick shipment as was the case with the first pack of early peas last month.

Yours truly,
Thos. J. Meehan & Co.

Berwick, Pa., Grocers to Buy Co-operatively.

Apply for a Charter for This Purpose Delegates-elect to the August Convention. Several Association Outings

Special correspondence of "Grocery World."

Erie, Pa., Aug. 2, 1907.

The Berwick Association will organize a co-operative buying branch in the near future and has applied for a charter.

The Retail Merchants' Association of Pittsburg and vicinity will be represented at York by E. F. Eckert, secretary, and Georg Hohmeyer, president, with W. H. Schafer and Hugh McCambridg as alternates.

The merchants of the East En Pittsburg Association had a very successful outing at Conneau Lake on July 17th.

The Jeannette Business Men' Association will hold their fourt annual outing on August 17th.

The Merchants' Protective As sociation of Cannonsburg will b represented at York by Secretar George H. B. Freeby. The Re tail Merchants' Exchange Sharon will be represented b Roy Neville, secretary, and W. Robison. The Merchants' Asso ciation of Hanover will be repre sented by 25 or 30 of its member at the York convention. Howar Munnell, W. Patterson and Jerr Blucher will accompany the New Castle delegates to the York con vention.

The Latrobe Association wi be represented at York by Secre tary R. G. Lohr.

The Jeannette Business Men Association and the Retail Mer chants' Association of Jeannett

have sent resolutions of regret to the Governor relating to his action in vetoing the garnishee bill.

The Butler Retail Grocers' Association will be represented at York by E. T. Jenkins and Wm. Graham.

T. J. Bateman, president of the Bradford Business Men's Association, and formerly of the Bradford Retail Grocers' Association, has severed his business connections at Bradford and will locate permanently at Canandaigua, N. Y., where he has purchased an extensive grocery and bakery establishment.

The Homestead Business Men's Association will be represented at York by P. C. Wagner, president, and O. T. Hill, secretary.

A. M. Howes,
State Secretary.

AMONG THE TRADE.

The plant of the Millbourne Mills Co., bankrupt, will be leased to the Russell-Miller Milling Co., of Minneapolis, Minn., for $12,000 per year, with an option to purchase plant, good will, brands, etc., for $200,000. A number of creditors opposed the lease, claiming that the plant should be sold at once, but the United States Court decided otherwise.

—

E. E. Harding, the broker at Front and Walnut streets, who was recently arrested and held in heavy bail charged with making false representations in the sale of the stock of the "Nercumoff Butter Co.," is up against more trouble from the same cause. Dr. William J. Roe, who had him arrested the first time, has now begun a civil suit against him to recover the $3,750 which he claims Harding induced him to invest by fraud. A capias was issued in this case on Monday and bail fixed at $1,000.

Food Law Booms Vanilla Trade.

Consul Julius D. Dreher, of the Society Islands, reports that the price of vanilla beans, which advanced last year, is still advancing, owing chiefly, it is said, to the operation of the pure food law in the United States, which prevents the extensive use formerly made of the adulterated product, vanillin. Good beans are now bringing 50 to 60 cents a pound in Tahiti.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. Breckenridge.

Formosa Tea.

This is a very superior quality of tea, probably the best in the world. It is grown in Formosa, a new tea district in China, which produces three crops a year, amounting to a total of about half a million half-chests, averaging 43 pounds each. Like other Chinese teas it is cured in small bamboo baskets over charcoal fires, and about 95 per cent. of it goes to America via Amoy and Hong-Kong.

Ginger.

This well-known spice is obtained from the knotty fibrous roots of Zingiber officinale, a reed-like perennial plant, native of China and the East Indies, but now cultivated in several tropical countries, especially in Jamaica. It flourishes best on rich well-drained clayey loam, from small pieces of the root planted about four inches deep and nine to twelve inches apart. In Jamaica it is planted in March or April, after which the whole ground is soon covered with long green leaves nearly like the rose, and red flowers slightly tinged with green appear in September, when the stems of the plant are three to four feet high.

The flowers having withered and seeded the roots are dug up about the latter end of January. If left too long in the ground the tubers put forth stems, and then become fibrous, but if taken up earlier they are only about five or six inches long, very succulent, and suitable for preserving. The yield per acre is about 4,000 pounds. Ginger may be cured as either bleached or unbleached.

The black or dark-colored whole ginger of commerce usually consists of the older tough or horny roots, and is prepared by scalding them in water and then drying in the sun. They are often of inferior strength and flavor.

Whole white ginger is usually of a superior quality, prepared from the best and soundest roots by scraping off the outer dark-colored part and then carefully drying without scalding.

The bleaching of gingers is usually performed after they reach the first markets, and is effected by burning sulphur or chlorinated lime and then covering with sulphate or carbonate of calcium. The chief sorts are Cochin, Jamaica and African. The best ginger is the new, dry, plump, heavy and white colored, and chalky or crumbly inside without worm holes.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued January 8, 1907:—

840,466. Corn sheller. William Bayley, Springfield, Ohio.

840,686. Machine for making baking powders. H. M. Brook, Saginaw, Mich.

840,762. Cooking-utensil cover. P. F. Gaenzle, Reading, Pa., assignor to Gaenzle, Regenfuse & Co., same place.

840,806. Cheese cutter. W. H. Scott, Ottawa, Canada.

840,844. Receptacle-top fastener. J. F. Haffey, Tiffin, Ohio, assignor to C. S. Baron, same place.

841,010. Stirrer. I. W. Greenwald, Frederick, Md., assignor of one-half to G. L. Hildebrand, Dickerson, Md.

841,027. Hermetic closure. W. A. Lorenz, Hartford, Conn.

841,030. Crystallization apparatus. A. L. Marshall, New Orleans, La.

Patents issued January 15, 1907:—

841,097. Ice-cream dipper. T. M. Aiken and J. E. Harmon, Allegheny, Pa.

841,099. Fish scaler and cleaner. Isaac Anderson, Newcastle, Ind., assignor of one-half to William Valyar, Saginaw, Mich.

841,152. Noodle cutter. G. A. Jelley, Pittsburg, Pa.

841,191. Toaster. Anna M. Skinner, Greeley, Colo.

841,296. Bread mixer. O. D. Woodruff, Southington, Conn.

841,310. Flour sifter. C. A. Carlson, Underwood, N. D.

841,211. Machine for making pastry cups for containing ice cream. Jacob Abrahams, Boston, Mass.

841,320. Egg beater. J. E. Hill, Centre Harbor, N. H., assignor to the J. E. Hill Co., Boston, Mass.

841,364. Handle for cooking utensils. Alfred Wickwar, Philadelphia, Pa.

841,408. Bread-kneading and molding machine. Carl and E. J. Kruse, Seattle, Wash.

841,502. Cake-tin support. W. L. Gale, Louisville, Ky., assignor of one-half to W. J. Imorde, same place.

841,533. Biscuit-forming and baking device. Yasuke Kawasaki, Vancouver, Canada.

Patents issued January 22, 1907:—

841,717. Fruit seeder and strainer. Mary E. Rickman, Waverly, Kan., assignor of one-half to Elizabeth Sponseller, Emporia, Kan.

841,818. Machine for cutting butter or the like material. C. E. and O. W. Roberts, Chicago, Ill.

841,852. Cylinder for macaroni machines. N. D'Agostino, Chicago, Ill.

841,964. Coffee drier. C. A. Hege, Salem, N. C., assignor to C. A. Hege & Co., Salem, N. C.

841,969. Corn popper. James Hodge, Berkeley, Cal.

842,010. Soap. L. H. Reuter, New York, N. Y., assignor to Basic Chemical Co., same place, a corporation.

842,075. Machine for shaping prunes. A. C. Burdick, Portland, Ore.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For cornmeal, flour, breakfast food and pancake flour. Ralston Purina Co., St. Louis, Mo. The word "Purina."

For coffee. The Ohio Coffee and Spice Co., Columbus, Ohio. A rectangular panel having a central circular figure of red, green upper and lower triangles, and blue side triangles.

For flour. J. R. Thomas' Sons, Youngstown, Ohio. The word "Gloria" in blue letters on a yellow panel having a blue border which extends across a shield having its diagonally opposite quarters red and blue respectively, the whole being inclosed by a circle of stars in alternate groups of red and blue.

For a mixture containing a vegetable oil and an animal fat. The Southern Cotton Oil Co., Jersey City, N. J.; New York, N. Y.; Savannah, Ga., and Gretna, La. The words "Snow Drop."

For fresh canned frozen oysters. The Morgan Oyster Co., San Francisco, Cal. The word "Eagle."

For soups and soup tablets. Fabrig von Maggi's Nahrungsmitteln, Kempttal, Switzerland. The word "Cross-Star"; also a representation of a Swiss cross at the centre of a four-pointed star.

For milk, butter, milk powder, sterilized and evaporated milk and sterilized and evaporated cream. The Bernese Alps Milk Co., Stalden, Switzerland. A representation of a bear nursing her cub from a bottle.

For a prepared food made from fish and other ingredients. A. W. Marshall, London, England. The word "Luxette."

For flour. Medlin Milling Co., Fort Worth, Texas. The words "Our Seal" and a representation of a seal bearing the words "Medlin Milling Co., Fort Worth, Teas."

For sausages, hams, bacon, salt pork and lard. The Jones Dairy Farm, Fort Atkinson, Wis. The words "Jones Dairy Farm."

For flour. Columbia Mill and Elevator Co., Columbia, Tenn. The words "Blue Seal" upon a representation of a blue seal.

For olive oil. Robert Stevenson & Co., Chicago, Ill. The word "Luxury."

For pickles, chow-chow, sauer kraut, pickled onions, vinegar, baked beans, soup, catsup, chutney, sauces, relishes, mustard, olives, olive oil, horse radish, fruit preserves, fruit butters, fruit jellies, euchred figs, cranberry sauce and mince-meat. The words "57 Varieties"; also a representation of a pickle with the word "Heinz" thereon; also the words "Any-

thing That Is Safe to Buy" associated with a representation of a pickle bearing the word "Heinz."

For canned vegetables. Oklahoma Wholesale Grocer Co., Oklahoma, Okla. The word "Quail" and a representation of a quail.

For sliced smoked beef. F. W. Siebert, Yonkers, N. Y. The words "Eagle Brand."

For syrup. The words "Old Homestead" and a representation of a house and trees.

For lard. F. W. Wagener & Co., Charleston, S. C. The word "Ivory."

For flavoring extracts. Blanke-Baer Chemical Co., St. Louis, Mo. The word "Exposition."

For barley. Schwabacher Bros. & Co., Seattle, Wash. A representation of a shield and the words "Silver Shield Brand" thereon.

For dried fruits, sago, bird seed, tapioca and split peas. Schwabacher Bros. & Co., Seattle, Wash. The words "Silver Shield Brand" upon a representation of a shield.

For salt. Red Seal Never Damp Salt Co., Kearny, N. J. The words "Red Seal" and a representation of a red seal bearing the words "Never Damp."

For preserved ginger, olives, olive oil, figs and capers. R. U. Delapenha & Co., New York, N. Y. The words "Imperial Brand."

For cotton-seed oil. The American Cotton Oil Co., near Guttenburg, N. J. The words "Sun Brand" upon a conventionalized representation of the sun. The letter "B" and a representation of a bee. A representation of a lily. An elliptical panel containing a representation of an eagle perched upon a globe bearing the words "The American Cotton Oil Co."

For canned and bottled fruits and vegetables, dried fruits, nuts and flavoring extracts and essences. L. M. Reynolds, Brockton, Mass. The words "Walk-Over Brand."

For bonbons, cheese, macaroni, noodles, wafers, crackers, ginger cake, plum pudding, pumpernickel and rye bread. Reiss & Brady, New York, N. Y. The word "Cresca."

For soap. The Pompeian Manufacturing Co., Cleveland, Ohio. The word "Pompeian."

For flavoring extracts. Charles Jacquin et Cie, New York, N. Y. The words "Prunine" and "Peachine."

For coffee. Acker, Merrill & Condit Co., New York, N. Y. The word "Mauna" and a representation of an eagle above a representation of a pair of scales.

For flour. Randolph Milling Co., Baldwin, Ill. The words "Cotton States."

For a milky meal for children. Alfred Adam, Basel, Switzerland. The word "Lactinose."

For canned corn, succotash and beans. H. F. Webb Co., Portland, Me. The word "Oriental."

For tapioca. Whitman Grocery Co., Orange, Mass. The word "Lightning."

For chocolate. W. H. Baker, Winchester, Va. The word "Blue Label" and a representation of a fleur de lis upon a blue background.

For washing blue. The Sawyer Crystal Blue Co., Boston, Mass. The words "Crystal Blue."

For soap. Mexican Amole Soap Co., Peoria, Ill. The word "Amole-ine"; also the words "Amole Diamond King," the word "Diamond" being within a diamond-shaped border.

For hominy, hominy grits, hominy flakes and cornmeal. American Hominy Co., Indianapolis, Ind. The words "Hexagon Brand" within a geometrical figure comprising a hexagon within a circle bisected by a horizontal bar.

For chocolate-covered candy. The Phelps Co., Meadville, Pa. The word "Fluff-Eat-A."

For olive oil. J. E. Athanassiades' Sons, New York, N. Y. The word "Sultana."

For soap. J. S. Kirk & Co., Chicago, Ill. The words "White Russian."

For canned vegetables. Rosenstein Bros., New York, N. Y. The word "Royal."

For soap. Barclay & Barclay, New York, N. Y. The word "Reuter"; also a panel containing the signature "Barclay & Co." and a representation of a gnome kneeling before a fire.

For flour. The Davis Milling Co., St. Joseph, Mo. The words "Davis' No. 1."

For flour. The Champion Roller Milling Co., Richmond, Ind. The words "Pride of Richmond."

For canned fruits and vegetables. Clinton Canning Co., Rome, N. Y. The words "Clover Croft," "Honeysuckle" and "Belle Rose." The words "Full Value" and a representation of the pound sterling mark and leaves. The word "Sterling" and a representation of coins and the pound sterling mark.

For lard. Richmond Abattoir Co., Richmond, Ind. The words "Quaker Brand" and a representation of the head of a man in Quaker costume.

For cured, smoked and sweet-pickled meats. The Cudahy Packing Co., Chicago, Ill. The words "Magic City."

For butter. D. W. Lewis & Co., New York, N. Y. The word "Rockdale."

For flour. Central Kansas Milling Co., Lyons, Kans. A representation of a red ribbon and a gold seal with the words "Gold Bond" on the seal.

For pumice soap. Haskins Bros. & Co., Sioux City, Iowa, and Omaha, Neb. The words "The Soap for All Who Work" within an ornamental border.

For chocolates, caramels and all kinds of candies. George Ziegler Co., Milwaukee, Wis. The word "Rajah."

For laundry soap. The N. K. Fairbank Co., Chicago, Ill. The words "Blue Bell."

For chocolate, cocoa and chocolate candies. Russ Suchard & Cie., Neufchatel, Switzerland, assignors to Suchard Societe Anonyme. Two elliptical panels upon a floral background, bearing the words "Chocolat Suchard," the panels bearing the words "Ph. Suchard" and "Fabrique de Chocolat"; also same design with the signature "R. Suchard" and four rectangularly disposed sprays."

For chewing gum. American Chicle Co., New York, N. Y. The words "Adams' Red Rose Chewing Gum. Delicious. Fragrant. We are also the manufacturers of Black Jack Tutti Fruitti, Pepsin Tutti Fruitti. American Chicle Co., successor," upon an oblong background of groups of parallel lines; also the representation of a border design in three square sections each bearing the words "Adams' Black Jack."

For chocolate molds. Anton Reiche, Dresden, Germany. The word "Plattinol."

For black pepper, white pepper, red pepper, cinnamon, cassia, ginger, allspice, cloves, mustard, mace, nutmegs, celery salt, tapioca, paprica, sage, thyme, savory, marjoram, poultry seasoning, mixed spice. C. H. Montanye, New York, N. Y., assignor to W. H. Montanye & Co., a corporation of New York. The representation of a tiger's head having the mouth open wide.

For molasses. P. Duff & Sons, Pittsburg, Pa. The words "Ginger-Bread-Man"; also the representation of a ginger-bread man.

For pancake flour and cereal foods made of wheat. W. E. Schei, Minneapolis, Minn. The representation of a man in an automobile, beside which is the ray of light from an automobile headlight, bearing the words "Auto Schei Cereal."

For macaroni. A. Musica, New York, N. Y. The representation of a clown dancing and the end of a box bearing the letters "G. D. A., G. D. A."

For food preservatives. Thomas Thorkildsen & Co., Chicago, Ill. The word "Borsalite."

For canned vegetables. Rosenstein Bros., Inc., New York, N. Y. The words "Morning Glory."

For pork roll. The Taylor Provision Co., Trenton, N. J. The words "John Taylor's Sugar-cured Pork Roll. The Taylor Provision Co., Trenton, N. J. Broil or fry quick over a hot fire just before serving. Finest selected lean pork. Delicately cured and smoked 'No salty taste,'" within a wreath and an ellipse, the wreath being gold and the background being red.

For vinegar, pickles, catsup, pepper sauce, Worcestershire sauce, mustard, lilly hot, sweet chop, chow-chow and gherkins. Jones Bros. & Co., Inc., Louisville, Ky. The words "Blue Grass Belle."

For milk. The Lactobacilline Co., New York, N. Y. The word "Bacillac"; also the representation of a hand holding an hourglass.

For butter, milk and cheese. W. S. Moore & Co., Chicago, Ill. The word "Delicia."

For candy, chocolates and bonbons Hawley & Hoopes, New York, N. Y. The word "Teddy"; also the word "Teddy Bears."

For laundry starch. National Starc Co., Jersey City, N. J., and Oswego, N Y. The word "Oswego."

For tea. Schwabacher Bros. & Co Inc., Seattle, Wash. The representatio of a brick wall upon which is hung shield and the words "Gold Shield."

For tea. W. B. Newson, New York N. Y. The representation of a tiger.

For canned fruits and vegetables. W R. Roach & Co., Hart, Mich. The rep resentation of a heart.

For lard. Hammond Standish & Co Detroit, Mich. The words "Silver" an "Star," separated by the representatio of a silver star in a circle.

How to Get a Roll Top Desk Free.

The Knickerbocker Chocolate Co., New York, have made an arrangemen with the Manufacturers' Trade Mar Association, the big premium clearing house of New York, which enables the to substantially reward retailers wh show an interest in increasing the sa of Barker's Hasty Lunch Chocolat Bedford and Blue Ribbon Cocoas.

These goods are so fine that it is har to sell anything else to consumers onc they have had them; so besides the re ward the Knickerbocker Chocolate C give grocers for pushing them, they a certain to please their trade.

Suppose, for example, a grocer need a new roll-top desk, a safe, a chee cutter, a computing or platform scale instead of drawing on his bank accoun to pay for them he pushes the sale o the Knickerbocker Co.'s goods with h customers, saves the Universal Coupon packed in every case for him and add them to those coming to him from oth manufacturers, and in a short time h will have collected enough to entitle hi to any of the articles named.

The Manufacturers' Trade Mark A sociation issue a handsome illustrate catalogue which they send free to gro cers, showing an almost unlimited arra of useful articles of merchandise whic they will send grocers in exchange fo the Universal Coupons, together with list of all the manufacturers throughou the country who give these same coupon to the grocers.

The Knickerbocker Co. is the on manufacturer of chocolate and coco from whom a grocer can get these Un versal Coupons; so grocers who wa valuable free merchandise as well a their regular profits will concentra their efforts on the sale of the Knicke bocker Chocolate Co.'s goods.

You have been wanting to try the for a long time. No time like the pre ent. Send in your order for Forbe Indexed Coupon Books. See adv.

THE DOUBLE SEAL'S THE THING

The most delicious coffee in the world is fresh coffee. A cheap, poor bean, if fresh, will make a cup of coffee so delicious that even an expert will believe it a high-priced brand.

More really high-grade coffee is spoiled by having gone stale than from any other reason.

All this lies at the bottom of the success of **Moco=Mo Coffee,** our 25-cent "Coffee in the bag, the bag in the carton." Packed and sealed hot and fragrant from the roasters, it holds every whit of its fresh aroma until the seal is broken.

THE JOHN H. FITCH COFFEE CO. IMPORTERS, ROASTERS AND JOBBERS OF HIGH-GRADE COFFEES **Youngstown, Ohio**

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—Store and entire stock of groceries. Reason for selling, too close confinement. For full particulars apply on premises. C. J. Hill, 303 N. Mulberry street, Hagerstown, Md. 6

FOR SALE—Store and dwelling in prosperous cement region. E. A. Day, Northampton, Pa. 6

FOR SALE—Grocery and meat market. Running $400 per week. Rent, $35 per month including stable and dwelling. Stock will run $1,000; will sell for $1,000 spot cash, including horse and wagon. Buyer has option of purchasing property. Excellent reason for selling. Address Opportunity, care "Grocery World," Philadelphia. 8

FOR SALE—$8,000, best location in town of 1,800 people, store 24x60, living rooms, barns and outbuildings, all new on lot 50x150. Best location any kind of business; part money down, the balance on first mortgage. Write Box 23, Jamesburg, N. J. 6

FOR SALE—A first-class property and large cheese jobbing and retail grocery business in central Pennsylvania; established fifteen years; larger part of business is cash. Did over $31,000 last year. Net profits 15 per cent. Best of reasons for selling. A remarkable opportunity. Address W. P. R., care "Grocery World," Philadelphia. 7

FOR SALE—One Elliott addressing machine, one stencil cutter, six cabinets (capacity 5,000 stencils each), 30,000 stencil frames, all in perfect condition. J. S. Ivins' Son, 625 N. Broad street, Philadelphia. 7

FOR SALE—Butchers' refrigerator. Hill's make. Length, 5 feet 6 inches; depth, 3 feet; height, 7 feet; must be sold at once to make room for larger one; price reasonable. Lot of oval front tea and spice canisters, black and gold, in first-class condition, have been used but a short time. Theo. F. Wolfe, Federal and Lawrence streets, Burlington, N. J. 7

BUSINESS OPPORTUNITIES.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

MONEY-MAKING SUBURBAN STORE.

We offer store in clean Philadelphia suburb. Groceries, meats and provisions. Only one other store in place. Size 30 x 60 feet. Does $40,000 per year, half cash. Stock about $1,500. Uses three teams. Everything sold at good profits and clean net profits are 10 per cent. Owner going into other business and will sell at inventory.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

EVERY ONE A GOOD CHANCE.

No. 236.—In best residential district of Norristown, Pa., one of the busiest towns in Eastern Pennsylvania. Store established for twenty years. Does $22,000 to $25,000 yearly on stock of $2,000. Uses one team, but horse not for sale. Nets 10 per cent. Owner going into other business and will sell at inventory. Take about $2,500. Can be greatly increased.

No. 243.—In good residence part of North Philadelphia. Store 16 x 42 feet. Does $14,000 yearly. Stock, $1,200. Good house connected for sale or for rent to good man. Uses one team. Actual net profits range from 8 to 10 per cent. Owner retiring from business and will sell stock at inventory, fixtures, including team, for about $750.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price inventory.

No. 258.—On North Tenth street, Philadelphia. Store 18 x 45. Does $350 per week, two-thirds cash. Stock about $1,000. Net profits 15 per cent. Uses one team. Good dwelling connected. Owner is in other business and cannot give time. Store established for thirty years and is making money. Good chance to handle meats. Price inventory.

No. 263.—In near Philadelphia suburb. Groceries and provisions. Store 40 x 40 feet. Yearly business, $25,000, half cash. Stock carried, $1,500. Net profits 15 per cent. Good dwelling connected. Uses two teams. Business established and prosperous. Good reason for selling. Price, inventory.

No. 266.—In Montgomery County, Pa., just outside Philadelphia. Only store in suburb. Store 30 x 60, with two back rooms, stable and large yard. Does $22,000 yearly, half cash. Stock $4,500. Uses three teams. Post-office in store, paid last year $332. Actual net profits, outside post-office, 8 per cent. Lack of capital cause of selling. Or will take good partner. Price inventory. Fixtures can be rented with store.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 269.—In Chestnut Hill, Philadelphia. Store 15 x 30 feet. Weekly business, $350, two-thirds cash. Stock about $800. Uses one team. Dwelling connected for rent, if wanted. This business nets 15 per cent. clear. Death of partner compels sale. Price inventory.

No. 273.—In West Philadelphia. Groceries and provisions. Does $325 weekly, half cash. Stock carried $1,500. Profits 20 per cent. Uses one team. Dwelling connected. Low expenses make this an unusually profitable business. Family reasons cause of selling. Price inventory.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town.

No. 280.—In Northeast Philadelphia. Does $325 weekly, all cash. Stock only $250. No team used. Actual net profits 10 per cent. Owner is about to go to England and will sell at inventory. Take about $500—for the money we have nothing like it.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 283.—In North Philadelphia. Size 36 x 45 feet (double store). Does $450 weekly, two-thirds cash. Stock runs about $1,000. Uses one team. Actual net profits 15 per cent. Good nine-room dwelling. Death in family necessitates selling. Price inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 288.—In West Philadelphia. Store 15 x 27 feet. Does $400 to $425 weekly, all cash. Clears $40 cash every week. Uses one team. Good house connected for sale or rent. Owner has a saloon license and must sell store. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 292.—In Philadelphia suburb. Grocery, ice cream, confectionery, bakery. Store 20 x 35 feet. Does $450 weekly, mostly cash. Stock $600 to $700. Uses one team. Business in splendid shape, but owner cannot give time himself and is unable to get satisfactory manager. Clears $50 weekly and can clear $75. Price inventory, which means about $1,500.

No. 293.—In West Philadelphia. Store 20 x 35 feet. Did $23.000 last year, three-quarters cash. Stock about $1,500. Net profits 14 per cent. Good dwelling connected. Owner going in other business and will sell at inventory.

No. 295.—Near Tioga. Store 20 x 30 feet. Business $425 weekly. Stock $1,200; one team. Nets clear 15 per cent. above everything. Expenses low. Real estate for sale or rent. Owner holds Government position and cannot attend to store. Price inventory. Established by present owner twenty-one years ago.

No. 296.—In best northern residential Philadelphia suburb. General provision store. Opened April 1, 1907, and did $175 the first week. Last week in June, 1907, did $376. Stock about $1,000. Business thoroughly profitable, paying clear above everything $70 per week. Owner has other business and cannot attend. Splendid chance for increasing. Price inventory.

No. 297.—In West Philadelphia. Store 16 x 35 feet. Does $250 weekly on stock of $400. Net profits 15 per cent. Good house connected, for sale or rent. Owner ill and must give up business. Price $750, or inventory.

No. 298.—In busiest part of West Philadelphia. Store 25 x 60 feet, and does $550 weekly, three-quarters cash, balance weekly customers. Stock about $1,300. Uses one team. Nets clean 10 per cent. Fixed charges moderate. Owner is inexperienced and prefers other business. Will sell at inventory.

No. 300—In busiest part of Columbia avenue, Philadelphia. Store 22 x 40 feet. Does $30,000, half cash, balance weekly and monthly. Stock $1,200. Uses one team, hiring the horse when needed. Cleared last year 10 per cent. on groceries and 30 per cent. on truck. Owner is retiring from business and will sell at inventory. Ice-box built in and will be rented with store.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

PARTNER WANTED—An up-to-date, well established cereal plant wants man of executive ability to manage and develop the sales end of the business. Knowledge of the business advantageous but not imperative, as manufacturing end provided for. Should be a good salesman and must invest $10,000 to $20,000. Address S. Evans Clark, 1127 Pine street, St. Louis, Mo. 6

HELP WANTED.

SALESMAN WANTED—Scotch herring firm, opening branch in New York, requires first-class salesman for Aberdeen canned fish, Scotch and Holland cured herring, Irish and Norway mackerel and some knowledge of German herring trade; only those who have been in the trade need apply. Address Herring, care "Grocery World," Philadelphia. tf

WANTED—Two or three good clerks for general store; good chance for advancement; state age, experience and salary expected, and give at least two references from former employers. Address H. R. S., care "Grocery World," Philadelphia. 9

WANTED—Manager for a general merchandise store. Must know how to handle men. Apply to C. E. Engel & Co., Medford, Md. 6

WANTED—Salesman to handle the best jar ever put on the market. Salesmen for manufacturers' agents preferred. Address Kerr Glass Mfg. Co., Portland, Oregon. tf

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

"Make a Front"

Good advice though a little slangy

Our printed posters are cheaper than painting them yourself, only 2c. apiece, extra price included, and make the front of your store up-to-date and very greatly increase your trade. Samples for postal.

GROCERS' PRINTING CO.
66 N. Fourth St. Philadelphia

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

Quaker City Preserve Co.
Philadelphia, Pa.

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods*.

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.

Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. $2.00 per bottle, delivered. Book 10-B free. Absorbine, Jr., for mankind, $1.00 bottle. Removes Soft Bunches, Cures Varicose Veins. Allays Pain. Genuine, mfd. only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

A profit of $22.50 on

a gross

That is what you can make by handling

German Fir

the cough cure that is guaranteed. A 25c. bottle free upon request. Write for our advertising offer.

Dilliard Remedy Company
EAST BANGOR, PA.

Good Morning
How's Your Bank Account?

A larger Fall business than ever awaits the grocer who follows up-to-date methods to secure it. One such plan, sure but most inexpensive, will be explained to you if you write for it, using your letter head or enclosing a business card. No charge for complete details. Address

W. H. RIGHTER
150 Nassau St. NEW YORK

this is "Club Cocktail" Pineapple time

||

Club Cocktail Pineapple is one of the most vigorous sellers Martin Wagner Co. has ever put on the market. Surely you **want** a case.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Would You Like to Make More Money on Foreign and Domestic FRUIT?

If you would write us, we will tell you what to buy, when to buy and where to buy. We know this business like you do yours, and we expect to make you a customer by showing you how to increase your profits.

If you want to keep posted on the Foreign and Domestic Fruit and Produce Market, write

R. DAETWYLER & CO.

New Market and Callowhill Streets

PHILADELPHIA

FOREIGN AND DOMESTIC FRUITS

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, Aug. 5th. Terms, net 10 days.

First orders must be accompanied by references.

JAMAICA BANANAS.

Jumbo bunches, 10 hands, extra fancy	$2.00	per bunch
Selected, 10 hands,	1.85	per bunch
Selected, 9 hands, packed 2 in crate	1.70	per bunch
Selected, 9 hands, packed in barrels	1.65	per bunch
Selected, 8 hands, packed 1 in crate	1.25	per bunch
Selected, 8 hands, packed 2 in crate	1.20	per bunch
Selected, 8 hands, packed 3 in crate	1.15	per bunch
Selected, 7 hands, packed 1 in crate	.90	per bunch
Selected, 7 hands, packed 2 in crate	.85	per bunch
Selected, 7 hands, packed 3 in crate	.80	per bunch
Shipped loose in bags, 25 bunches and upwards.		
Selected, 9 hands	1.40	per bunch
Selected, 8 hands	1.10	per bunch
Selected, 7 hands	.75	per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

CALIFORNIA LATE VALENCIA ORANGES.

Fancy, 80 size, per box	
Fancy, 96 size, per box	
Fancy, 112 size, per box	
Fancy, 126 size, per box	5.50
Fancy, 150 size, per box	6.00
Fancy, 176-200-216	6.00
Fancy, 250-288	
Extra Choice, 80 size, per box	
Extra Choice, 96 size, per box	
Extra Choice, 112 size, per box	
Extra Choice, 126 size, per box	
Extra Choice, 150 size, per box	
Extra Choice, 176-200-216, per box	
Extra Choice, 250-288, per box	

Both oranges and lemons continue scarce and high. Our quotations, however, are for the very best brands, which are bound to please you.

FANCY CALIFORNIA AND MESSINA LEMONS.

Fancy California, 240 size, per box	
Fancy California, 270 size, per box	
Fancy California, 300-360 size, per box	
Fancy Messina, 300 size, per box	5.00
Fancy Messina, 360 size, per box	5.50
Choice Messina, 300 size, per box	4.50
Choice Messina, 360 size, per box	5.00

COCOANUTS.

Cocoanuts, Best Quality Jamaica, 100 to sack	4.25
Cocoanuts (easy shelling), 80 to sack	
Cocoanuts, Barracon (easy shelling), 1	

ONIONS.

REGULAR BUSHEL CRATES.

Strictly Fancy White, per hamper	2.00
Strictly Fancy Yellow, per hamper	1.85
Bermuda, Prime, per crate	

VEGETABLES.

We carry a full line of vegetables in our truck department, but as the market fluctuates daily on this line of goods, orders will be filled at lowest ruling market prices on day of shipment.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

ıny subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

acked in paper-lined fancy bags or paper-lined sugar barrels.

	Per lb.
A" Java	.26
B" Java	.24
C" Java	.24
—Java and Mocha Blend	.24
—Java and Mocha Blend	.22
A" Mocha	.24
B" Mocha	.22
C" Mocha	.20
aguayra (Washed Caracas)	.18
A" Maracaibo	.18
B" Maracaibo	.17
A" Santos	.18
B" Santos	.16
C" Santos	.14
eaberry Santos	.14
A" Rio	.13
o. 1 Rio	.12
o. 2 Rio	.10
ipton Special Mocha and Java, 1 lb. cans	.27
ipton Perfection, 1 lb. cans	.20
attleship, 1 lb. packages, any quantity	.15
og Cabin, 1 lb. packages, 100 to case	.14
rbuckle's, 100 lbs. to case	
ing Bee, 100 lbs. to case ....per case	15.00

TEA.

	Per lb.
o. 25 Gunpowder	.24
o. 28 Gunpowder	.35
est Gunpowder	.45
o. 25 English Breakfast	.20
o. 28 English Breakfast	.33
est English Breakfast	.40
o. 25 Moyune Gunpowder	.33
o. 28 Moyune Gunpowder	.38
est Moyune Gunpowder	.50
o. 25 Imperial	.33
o. 28 Imperial	.35
est Imperial	.50
o. 25 Oolong	.28
o. 28 Oolong	.35
est Oolong	.45
oung Hyson	.35
apan	.35
eno ⅛ and ¼ lb. packages	.50
ilver Moon	.27
ilver Bell, 1 lb. packages	.25
alada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
aked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb., plain, 2 doz	1 45
Wagner's, 1 lb., tall, 4 doz	.48
Wagner's, 3 lb., plain, 2 doz	.95
Wagner's, 3 lb., sauce, 2 doz	1.00
Excursion, 3 lb., sauce, 2 doz	85
Saratoga, 2 lb., 2 doz	.50
orn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.85
Standard Shoepeg, 2 lb., 2 doz	.75
Standard, 2 lb., 2 doz	.70
Belmont Cream, 2 lb., 2 doz	85
Winorr Brand Kernelled Corn, 2 doz	1.45
eas—	
Rowe & Co., extra sifted, 2 doz	
Johnson Brand, soaked, 2 doz	.60
Little Fellow, 2 lb., 2 doz	1.40
Rob Roy, 2 lb., 2 doz	1.00
Pin Money, petits pois, 2 doz	1 50
Pin Money, standard early June, 2 doz	1.10
French, extra fins, 100 in case, per case	18.50
in Money Combination—	
2 lb., 2 doz	
idney Beans—	
2 lb., 2 doz	.75
ima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	1 00
Little Darling, 2 doz	1.30
umpkins—	
3 lb., 2 doz	.85
Gallons	
ring Beans—	
2 lb., 2 doz	.75
in Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.05
1 lb. Pulp, for soup	.45
ıccotash—	
2 lb., 2 doz	.95
omatoes—	
Pin Money, whole, 3s, 2 doz	1.10
Standard, 3s, 2 doz	1.05
Gallon, ½ doz	3.75
Fair Quality, 3s	1.00
2s, 2 doz	.85

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	1.35
Jockey, 1 lb., tall, 4 doz	1.30
Victor, 1 lb., tall, 4 doz	1.00
Argo, 1 lb., tall, 4 doz	1.50
Sockeye, ½ lb., flat, 4 doz	1.25
Crab Meat—	
½ lb., 4 doz	1.00
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	
Beaver, ½ lb., flat, 8 doz	2 40
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz	1.15
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.10
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Glen Cove, ¼ oil, 100	4 00
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.50
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
¾ Crown Mustard, 50 cans	4 00
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 50 cans	3.50
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
Gilbert, 100 cans	9.00
Le Glitzic, 100 cans	
Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	9 25

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	
Blackberries, 2 lb., 2 doz	.85
Blueberries, 2 lb., 2 doz	1 15
Cherries, 2 lb., 2 doz	1.40
Gooseberries, 2 lb., 2 doz	1.05
Pie Peaches, 3 lb., 2 doz	1 15
Pears, 3 lb., 2 doz	1 00
Extra Standard Pineapples, 2 lb., 2 doz	2.15
Grated Pineapples, 2 lb., 2 doz	1.85
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 50
Grated Pie Pineapples, James, 3 lb., 2 doz.	.95
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1.00
Standard Peaches, Rialto, 3 lb., 2 doz	2.25
California Apricots, 2 doz	
California Cherries, 2 doz	
California Peaches, 2½ lb., 2 doz	
Wheeler Peaches, 3 lb., 2 doz	2.00
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	
Evaporated, 1 lb. packages, 4 doz	.10
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.15
Best, 25 lbs	
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.10
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	.06
Stuffed, 1 lb ....per doz.	
New Prunes—	
40- 50, 25 lbs	.09
50- 60, 25 lbs	.08¼
60- 70, 25 lbs	08
70- 80, 25 lbs	.07¼
80- 90, 25 lbs	.06¾
90-100, 25 lbs	.06¼
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	.09
London Layers, clusters, 20 lbs., per box	3.15
London Layers, 20 lbs. ....per box	1 85
Seedless Muscatels, 50 lbs	
Seeded, 36 1 lb. packages	13
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	07
No. 2 Head, bbls. or 100 lb. sacks	.06
No. 3 broken, bbls. or 100 lb. sacks	.04¾
Japan, 100 lb. sacks	.05¾

SALT.

	Per sack
Fine Table, 224 lbs	.90
Kiln Dried	.95
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.63
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.58
Fine Dairy, 3s, 100 to bbl	2 39
Fine Dairy, 4s, 70 to bbl	2 28
Fine Dairy, 5s, 60 to bbl	2.27
Fine Dairy, 10s, 28 to bbl	2.08
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1 30
Rock Salt ....per cwt.	.90

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	1.80
Lady Washington Beans, about 200 lbs. to bag	1.90
Green Peas, dried, about 165 lbs. to sack	
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¾
Imported Lima Beans, about 90 lbs. to sack	.06¾
Split Peas, 210 lbs ....per bbl.	7.25
Less quantity	.03¾
Lentils, about 100 lbs. to sack	.09½

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.43
Kingsland, N. O	.32
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.29
Gold Medal	.30
King Syrup	.30
No. 12 Syrup	.18
No. 6 Amber Syrup	.27
California Amber Drips, 2 lb. cans, 2 doz	1.75
California Amber Drips, 2½ lb. cans	2.00
California Amber Drips, 3 lb. cans, 2 doz	2.30
California Amber Drips, ½ gal. cans, 1 doz.	1 95

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.85
Fine Granulated, 100 lb. sacks	4.85
Confectioners' A	4 80
No. 1, A	4.75
Light Yellow	4 40
Fine Granulated, 2 lb. bags	5.15
Fine Granulated, 5 lb. bags	5.05

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	3 85
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.20
Red Cross, 4 doz	4.20
Star, 4 doz	4.20
Dime Brand, 4 doz	3.55
Lion, 4 doz	4.20
Banner, 4 doz	
Hires' Silver, 4 doz	4.15

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4 00
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.35
Our Pet, baby size, 6 doz	2.75
Peerless, small size, 4 doz	2 00
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75

MATCHES.

	Per gross.
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl White Floating	100	4.00
Ark	100	1.88
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4 20
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.65
*P. & G. Oleine	60	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.50
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2 08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box.
Flash, for the hands	100 caus	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb.	per lb.	.08
White Castile, 36 lb.	per lb.	.10
Conti, imported Castile, 36 lb.	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New Yor

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.40@.45
Choice, barrels	.38
Good, barrels	.26@.30
Fancy, quart jars ...per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@.35
Ordinary	.22
Blended, fancy	.84
Blended, choice	.80
Blended, good	.28
2-lb tins, 3 dozen ...per case,	2.80
Quarts, 2 dozen ...per case,	2.80
Sugar Syrup—	
Pure, extra fancy	.35@.88
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.28@.30
Tins, 2-lb., 2 dozen ...per case,	1.95
Tins, 2½-lb., 2 dozen ...per case,	2.25
Tins, 3-lb., 2 dozen ...per case,	2.50
Tins, 5-lb., 1 dozen ...per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 100@110	
Extra Shore 1s, count 110@115	
Medium Irish 2s, count 325@375	16.00
Norway, count 400@450	
Norway, count 300@350	
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.13
Halibut, fancy chunks, Iceland, 20 lbs	
Bloaters, Cromarty, 100s	

TEAS.

Gnnpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
mperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.12@.18
Superior to fine	.22@.30
xtra fine to finest	.35@.40
oicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	.16@.20
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.20@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	.08@.10
ong—	
mon to fair	.13@.15
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
ouchong—	
Common to fair	.14@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

'ava—Mandheling—Fancy brown	.34
Old Government—Best	.27
Old Government—Choice	.25
Old Government—Prime	.23
Old Government—Good	.21
Imitation	.20
African	.20
Mocha—	
Genuine Arabian	.23
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.30
Cinnamon, Mats	.10½
Cinnamon, Twaio	.17
Cinnamon, Ceylon	.21@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.80
Cloves, Zanzibar	.19@.20
Cloves, Amboyna	.22
Cloves, Penang	.80@.35
Ginger, African	.08
Ginger, Jamaica, bleached	18½@.20
Ginger Jamaica, unbleacned	.17@.19
Ginger, Calcutta	.08
Nutmegs, 75– 80s.	.25@ 35
Nutmegs, 105–110s.	.18@.20
Nutmegs, 130–140s.	.15@.18
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.39½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Extra white 2½s, unpeeled Calif.	
Standard white 2½s, Calif.	
Tips, green, 1s	
Tips, white, California, 1s	
Beans, Baked—	
Standard, plain 1s	.42½
Standard, plain or sauce, 2s	.50@ .60
Standard, plain or sauce, 3s	.70@ .85
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.50@1.60
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.60
Extra standard 2s	1.15@1.25
Standard	.90@1.10
Soaked	.60@ .80
Beans, Stringless—	
Fancy 2s	1.90@2.50
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1.00@1 10
Fancy New York 2s	.90@1.00
Standard New York 2s	.75
Maryland 2s, Maine Style	.65@ .70
Other standard grades 2s	.60
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.40@1.75
Sifted 2s	1.30@1.35

—3—

Telephone 2s	
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.15@1.20
Soaked 2s	.50@ .65
Succotash—	
Extra fancy Maine 2s	1.25
Fancy Maine 2s	1.00@1.10
Extra standard 2s	.75@ .90
Pumpkin—	
Fancy, 3s	.85@1.15
Fancy, gallons	2.75
Squash—	
Fancy 3s	1.15
Tomatoes—	
5½-in. cans, fancy New Jersey	1.50
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.95@1.00
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	3.65
Quarts, glass jars	2.75
Beets—	
Fancy Strawberry 3s	1.50@1.75
Cut 3s	1.00@1.10
Sweet Potatoes 3s	.90@1.00
Sauer Krant 3s	.80@1.10
Spinach—	
Standard Maryland 3s	1.45@1.50
Fancy New Jersey 3s	1.50@1.75
Gallons	4.50

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.40
Extra 2½s	2 50
Extra standard 2½s	2.10
Standard 2½s	
Gallons	
Cherries—	
Extra White 3s	4.00
Extra White 2½s	3.20
Extra standard White 2½s	
Standard White 2½s	2.40
Standard gallons	9.00
Bartlett Pears—	
Extra 3s	8.25
Extra 2½s	2.65
Extra standard 2½s	2.10
Fancy 3s	2.30@2.40
Standard 2½s	2.10@2.20
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	1.60
Standard 2½s	1.40
Gallons	4.50@5.50
Peaches, L. C.—	
Extra 3s	3.25
Extra standard 2½s	2.65
Peaches, Crawford—	
Fancy 3s.	8.10
Extra standard 2½s	1.95

EASTERN.

Pears—	
Choice New York 2s	1.50
Choice New York State 2½s	2.60
Standard 2s	1.25
Pineapples—	
Sliced or grated 2s	2.00@2.20
Sliced or grated 1s	1.00@1.10
Pie, grated, gallons	2.50
Singapore 1½s	1.15@1.25
Plums, egg, 3s.	
Plums, gage, 3s	
Apples—	
Gallons	2.50
Strawberries—	
2s, fancy	2.50
2s, extra	
Raspberries—	
Red, fancy, 2s	1.80
Standard 2s	1.10

FISH.

Lobster—	
Flat 1s	
Flat ½s	
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.00
Medium Red	1.10
Red 1s	1.10@1.15
Columbia River Chinook Salmon—	
Flat ½s	1.20@1.25
Tall 1s	1.75
Flat 1s	2.00
Oval 1s (steaks)	2.75
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.13
Smyrna Sult., fancy, 6 cr., 30 lbs	
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	.12

—4—

Loose Raisins—	Per lb
Valencia, 4 cr., 28 lbs	
California, 4 cr., 50 lbs	
California, 3 cr., 50 lbs	.11
California, 2 cr., 50 lbs	
Figs—	
Baskets, 1 lb. and 2 lb	.15 @.18
Layers, 2¾-in., 10 lbs	.09
2½-in., 12 lbs	
2¼-in., 12 lbs	
2-in., 12 lbs	
Currants—	
Fancy, 1-lb. cartons	.10
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.09
Natural, choice	.08
Citron—	
According to qnality	.17 @.20
Lemon Peel—	
According to quality	.11 @.12
Orange Peel—	
According to quality	.11½@.12
Fard Dates—	
60 lbs., bnlk	.06 @.07
1-lb. pkgs., 30-lb. case	.09
Persian Dates—	
60 lbs	.03½@.05
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.10
40x50, choice	.09
50x60, choice	.07
60x70, choice	.07
70x80, choice	.06
Choice. 50-lb. box—	
60x70, .06¾; 80x 90	
70x80, .06¼; 90x100	.05
Prunes in cartons—	
Fancy 40x 50	.11
50x 60	.10
60x 70	.09
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	
40x50	
Apples—	
Fancy, 50 lbs.	.10
Fancy, 1-lb cartons	
Prime, 50 lbs	.09
Choice, 1-lb. cartons	.10
Peaches—	
Fancy, peeled, 25 lbs.	.21
Unpeeled, fancy, 25 lbs.	.14
Extra Choice Muir	
Apricots—	
Royal, extra fancy, 25 lbs	.26
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.23
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	@.60
Valencia, 28 lbs	.36 @.43
Flot, shelled	
In shells—	
California P. S., 80 lbs	.25
French Princess	
Tarragona, 120 lbs	.16
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.10
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.16 @.19
Louisiana Paper Shell	
Walnuts—	
California Hard Shell, No. 1	
Grenoble, 220 lbs	
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.17
Extra choice, boxes, 25 lbs	.13
Choice, bags, 125 lbs	.12

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@18.00
French quarters, boneless	
French quarters, with bones	14.50@18.00
High quarters, boneless	24.50
Halves, boneless	15.00@38.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ½s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@18.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.08@ .09

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

ny subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.	Column.
a Coffee	5
ned California Peaches	11

DECLINES.	Column.
Print Butter	7
Cheese	27
Dressed Poultry	45

ADDITIONS.	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
rm Cash Drawer	33
m	47
munition	4
e Grease	5
s, Paper	41
and Twine Holders	33
king Powder	5
ley	29
kets	62
h Brick	59
ns	29
cking, Shoe	6
ing	6
ax	47
oms	61
shes	63
ckwheat Flour	28
g Borers	33
chers' Sundries	44
tter Dishes	62
tter	7
tter Color	47
mphor	47
adles	15
adles	7
nned Goods	8
California Fruits	10
Vegetables	8
Fish	12
ple Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Pudding	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Krant	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	.52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	60
Tacks	59
Tapioca	30
Tar	48
Teas	1
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

nfectioners' Lozenge	5.25
" Powdered	5.25
" Crown A	5.45
" Crystal A	5.10
" Coarse Granulated	5.35
gle Tablets	6.38½
ystal Dominoes	7.35
t Loaf	5.80
tent Cubes	5.35
wdered	5.20
tra Fine Granulated	5.20
arse Granulated	5.20
anulated	5.10
ie Granulated	5.10
" in 50-lb. bags packed 2 in 100-lb. bag	5.15
" in 25-lb. bags packed 4 in 100-lb. bag	5.15
" in 10-lb. bags packed 10 in 100-lb. bag	5.25
" in 5-lb. bags packed in bbls	5.30
" in 5-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. bags packed in bbls	5.40
" in 2-lb. bags packed in 100-lb. bags	5.40
" in 2-lb. cartons in cases	5.30
" in 2-lb. paper packages in cases	5.30
nfectioners' A	4.90
—Keystone A	4.85
—American A	4.80
—Centennial A	4.75
—California A	4.70
—Franklin B	4.65
—Keystone B	4.60
—American B	4.55
—Centennial B	4.50
—California B	4.45
—Franklin Extra C	4.40
—Keystone Extra C	4.35
—American Extra C	4.30
—Centennial Extra C	4.25
—California Extra C	4.25
—Franklin C	4.25
—Keystone C	4.25

TEA.

	Per lb.
PANS—Basket-fired	18 @ 35
PANS—Pan-fired—Common to Fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
RMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
OCHOW—Common, cargo	13 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
NPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	13 @ 20
Choice to extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	17 @ 38
CEYLON—Common to Fine	17 @ 40
ENGLISH BREAKFAST—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

		In ½ & lb.	In ¼ lb.
Ceylon and India, No.	1	.45	.47
" " "	2	.40	.42
" " "	3	.35	.37
Black and Green, "	1	.45	
" " "	2	.40	
English Breakfast, "	1	.45	
" " "	2	.40	
Formosa Oolong, "	1	.45	
" " "	2	.40	

Counter box, 30 ten cent tins, only packed in No. 1 quality, $2.00

Tetley's Tea—	Per lb.
¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.	
No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, " "	.60
Ex. Gold, " "	.75
Mixed (Green and Black), same prices as above.	
Formosa and Oolong, same prices as above.	
	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), "	.50
Formosa and Oolong, "	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades ... per doz.	.90
Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. "	.22½
½-lb. "	.23
¼-lb. "	.23½
⅛-lb. "	.25
Spring Garden Tea—	
100 lb. barrels ... per lb. net	.18
5 lb. silver bags ... " "	.19
1 lb. silver bags ... " "	.19½
½ lb. silver bags ... " "	.20
¼ lb. silver bags ... " "	.21

Packed in cases containing 100 pounds.

McCormick & Co's, Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

—3—

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz., per doz.	.85
" " " quarts, 1 " "	1.40
" " " " 3 " "	1.40
" " " ½ gals. 1 " per bbl.	2.50
Colburn's, 16 oz., 2 doz ... per doz.	.75
" quarts, 1 " ... "	.90
" " 3 " ... "	.90
" ½ gals. 1 " ... per bbl.	1.80
Violet, pints, 2 doz ... per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross ... per gross	9.25
Mica, ¼ gross ... "	8.40
Peerless, ¼ gross ... "	4.40

BAKING POWDER. Per Doz

Davis' O. K., ¼-lb., 4 doz ... per doz.	.45
" ½-lb., 3 " ... "	.90
" 1-lb., 2 " ... "	1.65
" 5-lb., ½ " ... "	7.20
Cleveland's, 10-c. size, 4 doz ... per doz.	.84
" ¼-lb., 4 " ... "	1.23
" ½-lb., 2 " ... "	2.28
" 1-lb., 1 ... "	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	45
" ½- " 2 doz. cases	.90
" 1- " 1 "	1.65
" 5- " 6 cans in case ... per lb.	.2
Sea Gull, 6 oz., glass, 4 doz	45
Parrot and Monkey, 4 doz	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass, 4 doz	1.04
6 oz. glass, 6 doz	1.03
6 oz., 1 gross, in bbl ... per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz ... per doz.	.45
10c.-can, 4 doz. in box ... "	.90
½-lb. cans, 2 doz. in case ... "	1.25
1-lb. cans, 1 doz. in case ... "	2.50
Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Raiston Baking Powder, 1 lb. cans, per doz.	2.25
" " " ½ lb. " " "	1.25
Sea Foam Baking Powder—	
¼ lb., 4 doz. in case	.95
½ lb., 2 doz. in case	1.75
1 lb., 1 doz. in case	3.40
5 lb., ½ doz. in case	16.50

—4—

Boston Brand, 5 lb. size, ½ doz. case ... per doz.	12.00
" 1 " 1 " ... "	2.50
" ½ " 2 " ... "	.55
" ¼ " 3 " ... "	.75
Purity Brand 5 " ½ " ... "	6.00
" 1 " 1 " ... "	1.50
" " 3 " ... "	.80
" ¼ " 3 " ... "	.45

BLACKING—Shoe. Per Gross.

Shinola ... per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free ... per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz ... per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M ... per ½ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.25
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.60
" " 5, "	7.65
T. M. French ... per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Browns, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co.—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09¼@.10
" Prime	@.08½
" Choice	@.08
Santos, Choice	@.09
" Fancy	.09¼@.09½
Maracaibo, Strictly Fancy	.11¼@.11½
" Choice	@.11
Washed Caracas, Fancy	.12½@.13
Java, Extra Fancy Old Government	@.18½
" Extra Fancy	@.18
" Fancy	@.16½
Mocha, ⅛ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.13
" Prime	@.11½
" Choice	@.09½
Santos, Choice	@.12½
" Fancy	@.13
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14
" Fancy	@.14½
" Extra Fancy	@.15
Java, Extra Fancy Old Government	@.24½
" Fancy	@.23½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.18½
Eureka	.15½
Leader	.18
Jap	.13
Special, No. 6	.12½
Special Drive	.12

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 35/100
Lion	13⅛	13¼
B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins,		.26
Saindo, lbs		.20
" 50-lb. tins		.19
" barrels		.18
Viv, lbs		.16
" 50-lb. tins		.15
" barrels		.14

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

	Per lb
German-American Coffee Co.—	
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18
Tumbala, 60 or 100 1-lb. cartons	.16
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, M. & J. Blend, 40 or 60 1 lb. tins	.27½
Tourist, M. & J. Blend, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.15
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box ... per box	3.90
12 tins in box ... per carton	.95
2 lb. tins ... per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans ... per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends ... per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin ... per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross ... per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06⅛
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04⅜
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Gun Caps, E. B ... per M	.60
Gun Caps, musket ... per M	.65
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB. bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7 40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.27
" First, "	.26
" Second, "	.25
" Third, "	.24
" Imitation, 30–60 lbs	.23
" 5-and 10-lb. rolls, 60- and 100-lb. boxes	.28
Ladles, 30–60 lbs., bakers' use	.22
Print Butter:—	
Star or S. D. brands, 1 lb., 20–50-lb. bxs.	30
B. B., E. D. brands, 20–50-lb. boxes	.29
J. J., C. V., Gilt Edge, Gold Medal, 20–50-lb. boxes	.28
Sheaf ("400") Elgin, 20–50-lb. boxes	.27
Sheaf	.25–.26
B. S. Gilt Edge, cartons	.30
Gurnse, pounds or half pounds	.28
Belle Spring	.26

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.11½
" 16's, "	.12½
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	09¼
Peerless " " "	09¾
Bright Light, " " ... per box	2 35
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	
Martha Washington, long 12s ... per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints ... per gross	4.35
Mason's, quarts ... per gross	4.60
Mason's, half-gallons ... per gross	6.50

—8—

Jelly Tumblers—
- Barrels, 22 doz ... per doz.
  (No charge for barrels.)

Jar Tops and Rubbers—
- Mason's Caps, ½ gro., no rubbers, per gro.
- Mason's Caps and Rubbers, ½ gro., "

Jar Rubbers—
- Lip, wide ... per gross
- Acme, wide, 1 doz. cartons ... per lb.
- " medium, 1 doz. cartons ... "
- Reliable, white rubber, wide
- " " medium
- Black, medium ... per lb.
  (25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

- Autumn brand, Sweet Marjoram ... per doz.
- " Sage ... "
- " Thyme ... "
- " Savory ... "
- " Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory ... per case
- Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—
  - ½-lb. cartons, 1 doz ... per doz.
  - ¼-lb. " " ... "
  - ⅛-lb. " " ... "
  - ¼-lb. screw cap bottles, 2 doz ... per doz.
  - ¼-lb. square cans, 2 doz ... "

CANNED GOODS.

Tomatoes— Per
- Mrs. Lippincott's Frying
- Frying, Good Luck Brand
- DuBois' Frying
- Jersey King, No. 3, Standard Jersey
- Rio Grande, fancy, Jersey
- Silver Lake, fancy, Jersey

Lima Beans—
- Tinsley's, extra small
- Turkey, fancy, Jersey
- Silver Lake
- Boyer's, Fancy
- Oxford, Maine packed
- Lanfair, 2s

String Beans—
- Red Jacket, extra small
- Cloister, fancy N. Y.

The Biggest Money Maker a Grocer Ever Handled

Is **Spring Garden Tea**, for it is a blend so carefully prepared that it pleases almost everybody: It can be sold at 60 cents per pound with the assurance that those who buy it will be back for more and we sell it to you at prices showing you 160 per cent. profit.

In 100-lb. Barrels		18	cents per lb. net
In 5-lb. Silver Bags	Packed in cases containing 100 Pounds	19	cents per lb. net
In 1-lb. Silver Bags		19½	cents per lb. net
In ½-lb. Silver Bags		20	cents per lb. net
In ¼-lb. Silver Bags		21	cents per lb. net

Thomas Martindale & Co., Philadelphia, Pa.

WE HAVE THE BEST OF REASONS FOR TALKING ABOUT IT

We make a point of exploiting the fact that you will find "The Bottom as Good as the Top" in **Apelpi Evaporated Apples**, simply because usually the top is very much better than the bottom. We pride ourselves on this particular brand, have built up a big demand for it on its quality alone—you can do the same thing.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON Distributers — **28 So. Front Street** Philadelphia, Pa.

Buy Your Cheese and Delicatessen Here

You should buy your cheese, your delicatessen and your fancy groceries from me because I not only have made a specialty of these goods but because I carry full lines of all of them and can in most cases sell you cheaper than you can buy elsewhere.

All my goods are strictly high grade and from the best manufacturers in the world.

Let me quote you prices.

CARL WILDE, 357 N. Second Street, Philadelphia

How to Get 100 Per Cent. Delivery

You never know when you buy future canned goods from your jobber, whether you will get all you bought or any, for that matter. If the jobber gets 100 per cent. delivery, you will get it, but not otherwise.

But you can always count on 100 per cent. if you buy **Blue Bell** and **Clover Farm** Tomatoes and Corn. We sell these to the jobber and *guarantee him* 100 per cent. delivery. He can therefore guarantee it to you, and will, if you buy these brands.

Blue Bell and **Clover Farm** Tomatoes and Corn are known by the trade generally to be the very best of their grade packed in Maryland.

STRASBAUGH, SILVER & CO. - - Aberdeen, Maryland

—9—

Boyer's, 2s	
M. & B., 3s	
M. & B., No. 2	
White Wax Beans—	
Acorn	
Champion	.62½
Compass, No. 10, 1 doz	3.00
Baked Beans—	
B. & M., No. 3	1.35
B. & M., No 3, tomato sauce	1.55
Campbell's, No. 2, plain	.87½
Campbell's, No. 2, sauce	.87½
Oxford, No. 3	.90
Narragansett, No. 2, tomato sauce	.97½
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.77½
Moore & Brady, No. 3, sauce	.82½
Moore & Brady, No. 1, picnic size, plain	.35
Moore & Brady, No. 1, picnic size, sauce	.37½
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	.92½
Martin Wagner Co., No. 3, tomato sauce	1.00
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.47½
Schimmel's, No. 1, sauce	.50
Schimmel's, No. 2, sauce	.87½
Schimmel's, No. 2, plain	.82½
Bunker Hill, No. 3, plain	.75
Bunker Hill, No. 3, tomato sauce	.77½
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. per doz.	.82½
Victory brand, No. 1, 4 doz. per doz.	.45
Corn—	
Cornlet	1.55
American Beauty, extra fancy, Shoe Peg	.85
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.85
Rival Blue, fancy, York State, crushed	.77½
Shoe Peg, Susquehanna	.80
Shoe Peg, Osborn's	.72½
Mark, crushed	.67½

—10—

Peas—	
French, Extra Fins, 100 cans, per case	16.25
French, Tres. Fins, 100 cans, per case	14.75
French, Fins, 100 cans	13.75
French, Moyens, 100 cans	13.50
Belle Rose, Fancy N. Y. State Sifted, Little Champions	1.50
Bell Rose Sifted Sweet Wrinkled	1.30
Honey Bee, Early June	
Little Nell's, Baltimore	.65
Beets—	
Red Jacket, No. 3, small	1.45
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1.05
Poland, extra fancy Maine	.92½
McMurray's Mountain	.80
Spinach—	
Booth's, No. 3	1.30
Farren's, No. 3	1.40
Farren's, No. 10	4.25
Sweet Potatoes—	
Plantation, No. 3	.92½
Delaware, 3-lb., 2 doz	.95
Pumpkin—	
Catawba brand, extra fancy, N. Y. State, No. 3	.85
M. & W., Dog Head, No. 3	.80
Andrews & Co., No. 2	.47½
Asparagus—	
Del Monte, mammoth, No. 2½	4.25
Oak, large, No. 2½	4.50
Swan, No. 2½s, medium, California	4.15
El Rio, medium, No. 2½	3.25
Sovereign, large, round, 2 doz	2.60

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra standard	2.25
San Antone, standard	1.70
Pears—	
Bartlett, extra quality, 2½s	2.65
Bartlett, extra standard, 2½s	2.60
Cherries—	
Extra quality, 2½s	3.40
Extra standard, 2½	3.30
Standard, 2½	

—11—

Peaches—	
Extra standard, lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 1 lb., 4 doz	1.65
Prize Medal, lemon clings, No. 10, 1 doz	7.75
Express, yellows, 2½s	
Plums—	
Extra standard egg	
Extra standard green gage	
Standard egg	
Standard gage	

DOMESTIC CANNED FRUIT.

Apples—	
Derby, No. 10, 1 doz	2.85
Pride of Shenandoah, No. 3, 2 doz	.95
Spring Garden, fancy, 3s, 2 doz	.90
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	
Blueberries—	
Main, No. 2	
Main, No. 10	
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	
Peaches—	
Calumet, yellow, light syrup	
Terrapin, No. 3	1.05
Pears—	
Matchless, extra fancy, No. 2	1.40
Raspberries—	
Mikado, red, fancy, N. Y. State, preserved, No. 2	1.25
Rhubarb—	
Silver Lake, No. 3	
Strawberries—	
Silver Lake, No. 2	
M. & W., No. 1	
Terrapin, standard, No. 2	
Pine-apple—	
M. & B., India River, E. & C., No. 2	1.65
Wagner's, E. & C., No. 2	1.45
Singapore, chunks, No. 1½, 4 doz	1.20
Singapore, cubes, No. 1½, 4 doz	1.20
Wagner's, No. 1, cocktail, 2 doz	.95
James, No. 3, pie, grated	.75

—12—

The Paul Taylor Brown Co's
Singapore Pineapple, extra preserved.

Tan Chop Hin, ¾-lb. chunks per doz.	.80
" 1 " " "	.87½
" 1½ " " "	1.17½
" 1¾ " sliced "	1.35
" 1¾ " grated "	1.35
" 2½ " whole "	1.85
Packed in their own juice:—	
1½-lb. chunks, extra heavy syrup...per doz.	1.45
1¼ " sliced "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz.
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	.95
Star, No. 1, 4 doz	.97½
Lobster—	
B. & M., No. ½, flat, 4 doz	2.20
B. & M., No. 1, tall, 4 doz	4.00
Star brand, No. ¼, flat, 4 doz	1.30
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.15
Shrimps—	
Barataria Canning Co., new, No. 1, 2 doz	1.10
Lopez & Dukate (Barataria), new, pickled, No. 1, 2 doz	1.05
Mackerel—	
Pickert's, soused, No. 3, 2 doz	3.25
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.60
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.07½
Boyer's, No. 2, 2 doz	2.00
M. & B., No. 1, 2 doz	1.05
Stewart's, No. 2, 2 doz	2.00
Stewart's, No. 1, 2 doz	1.00
Victory, No. 1 doz	1.05
Kippered Herring—	
Maconache's, 2 doz., plain	1.50
Salmon—	
Cook's, Holly, Colorado River, No. 1, tall	1.75
Cook's, Holly, Colorado River, No. ½, flat	1.15
Hapgood's, No. 1, tall, 4 doz	1.85
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.10
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
No. ½, flat, 4 doz	1.20
Rising, light, fancy, red, No. 1. tall	1.20
Humes, Karluk, No. 1, tall, 4 doz	1.25

Ritter's Guaranty

In compliance with the rules and regulations for the enforcement of the Food and Drugs Act published by the Commission appointed for this purpose, we have filed a guaranty covering all our products with the Agricultural Department in Washington under the serial number 1017.

In the future all our products will be labeled in accordance with Regulation Nine as follows: *Guaranteed under the Food and Drugs Act, June 30, 1906, No. 1017.*

This guaranty is sufficient and covers every sale we make and no individual guaranties are necessary.

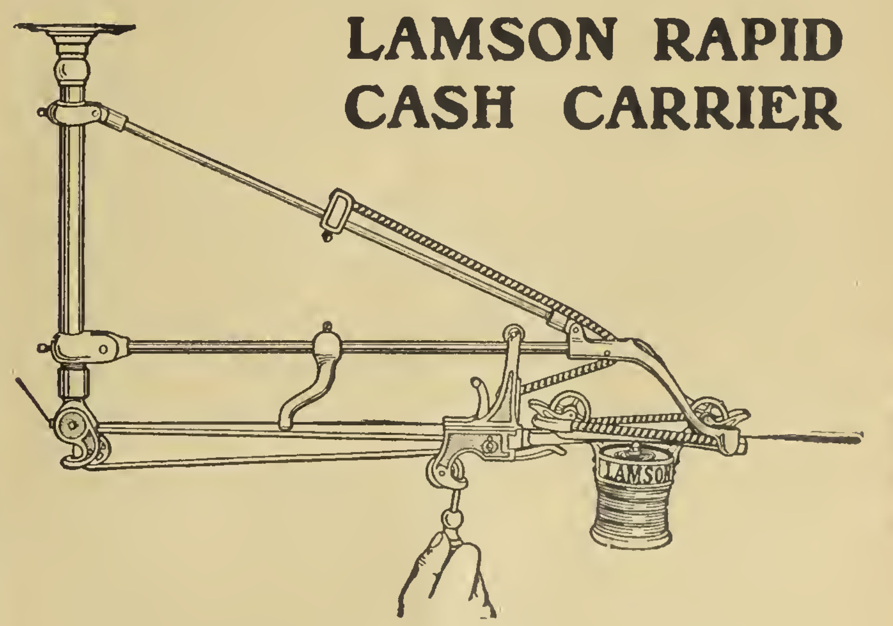
It has always been our aim to manufacture pure and wholesome food, to comply with existing laws and to protect all who buy our products, and we shall carry out this principle in the future.

We hope to deserve your continued confidence and patronage.

Philip J. Ritter Conserve Co.

PHILADELPHIA, PA.

Fruit Butters — Preserved Fruits — Fruit Syrups
Cranberry Sauce — Catsup — Honey
Mince Meat — Chili Sauce — Mustard
Jellies — Salad Oil — Baked Beans
Jams — Crushed Fruits — Soups
Canned Fruits — Canned Vegetables



LAMSON RAPID CASH CARRIER

Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.30
Leader, fancy, red, No. 1, tall	1.22½
Defender, medium, red, Alaska, No. 1, tall	1.15

Plain.

La Champagne, ½'s, key	25 00
" ¼'s, key	17 00
Lucullus, ¼'s	13 00
C. Morel, ¼'s	10.00

SARDINES—Boneless.

Le Marchand, ¼'s	
La Champagne, ¼'s, key	
Cadean, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.40
½s, Martels	13.50
Morel, ¼s, boneless	17.50
¼s, Aurora, smoked	8.25
Mustard—	
¾s, Irma, 100 cans	3.42½
¾s, Eureka, key, 100 cans	3.27½
¾s, Luncheon, 100 cans	3.10
¾s, Fox, 100 cans	3 00
¾s, Underwood's, 50 cans	
¾s, Irma, 50 cans	3.25
¾s, Harbor, 50 cans	3.35
¾s, Booth's, extra, in cartons, 50 cans	2.70
¾s, Continental, key, 48 cans	2.60
¾s, Bianchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.60
¼s, Continental, key, 100 cans	3.37½
¼s, Le Baron, 100 cans	3.12½
¼s, Imperial, 100 cans	
Gold Label, ¼s, oil, 100 cans	6.25
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30

CANNED MEATS.

Corned Beef.

	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.20
" " with key, No. 2, 1 doz	2.25
Fairbank's, with key, No. 1, 2 doz	1.15
" with key, No. 2, 1 doz	2.15
" with key, No. 6, 1 doz	7.65
" with key, No. 14, ½ doz	16.50
Libby's, with key, No. 1, 2 doz	1.20
" with key, No. 2, 1 doz	2.20

Chipped Dried Beef.

No. 1, 2 doz	1.85
No. ½, 2 doz	1.05
Glass, No. ½, 2 doz	1.25
Glass, No. 1, 2 doz	2.25
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.72½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.55

—14—

Acme Sliced Smoked Beef.

	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz.	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.12½
Fairbank's, No. 2, 1 doz	2.15
Armour's, No. 1, 2 doz	1.22½
Armour's, No. 2, 1 doz	2.25
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.05
Kingan's, No. 2, 1 doz	2.05

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.50
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2½, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.48
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.40
Libby's, No. ½, 4 doz	.70

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.82½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—

	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1 50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—

	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2 25
Tongue	1.25	2 25
Chicken	1.95	3.00
Turkey	1 95	3.00

Soups.

	per doz.
Snider's Tomato Soup—	
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's:—	
No. 1 cans, 4 doz. to case, straight or assorted, all kinds except Tomato per doz.	.87½
No. 1 cans, 4 doz. to case, assortment No. 1 containing 8 cans Tomato " "	.87½
No. 1 cans, 4 doz. to case, Tomato " "	.95
No. 8 cans, 24 to case, all kinds except Tomato " "	2.50
No. 8 cans, 24 to case, Tomato " "	2.65
Gallon cans, 6 to case, all kinds except Tomato " "	7.75
Gallon cans, 6 to case, Tomato " "	8.25

Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONERY

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.09½
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.10
I X L Assorted Chocolate	"	.11
King B Assorted Chocolate	"	.12½
No. 1 Fine Assorted Chocolate	"	.15½
Nonpariel Drops	"	.10
Chocolate Covered Caramels	"	.11
Dairy Chocolate Chips	25-lb. pails	.15½
Chocolate Mints	30-lb. pails	.11
Honey B Comb	21-lb. pails	.16½
Cream Cocoanut Balls	28-lb. pails	.09
Cream Peppermint	30-lb. pails	.09
" Wintergreen	"	.09
Wellington Caramels	25-lb. pails	.07
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09
Mint "	"	.09
Assorted "	"	.09
Conversation "	28-lb. pails	.09
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes,	30-lb. cases	.11
Rock Candy, assorted	10-lb. boxes	.09
Penny goods	10 boxes in case	4.50

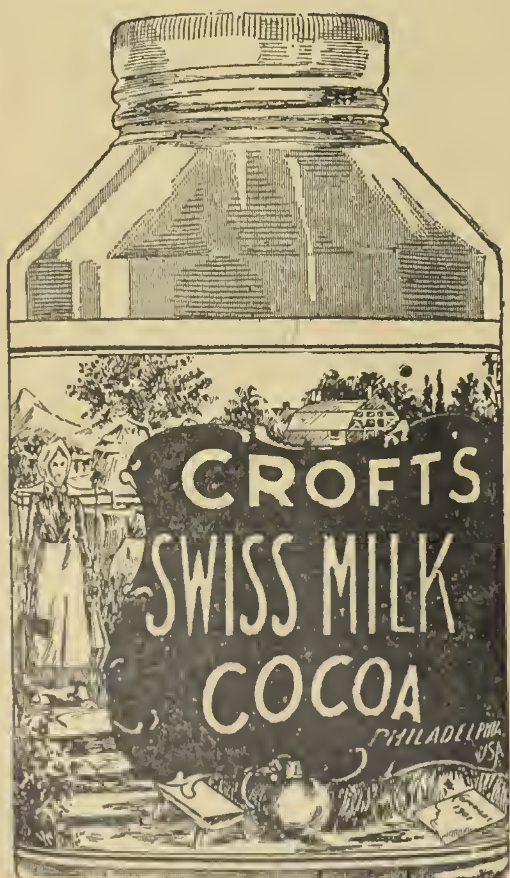
CATSUP.

	Per Doz.
Beef Steak Catsup, half-pints, 2 doz	1.10
" " pints, "	2.00
Waldorf, medium, 12 oz., screw top, 2 doz.	.87
Snider's Catsup:—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate per jug	.85

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—	Per Case
Small, 25 bottles in case	2.75
Medium, 25 bottles in case	4.25
Large, 12 bottles in case	3.25

How to Make Other Cocoas as Good as Ours



Take the average cocoa on the market and carry it through another process or two, and you may have an article about as good as **Croft's Swiss Milk Cocoa.**

The trouble is that other manufacturers will not use that "other process or two," because of its cost. They prefer to send out their product half made, as it were—containing indigestible and ill-tasting ingredients which should have been eliminated—so that they can save a little on the cost of making.

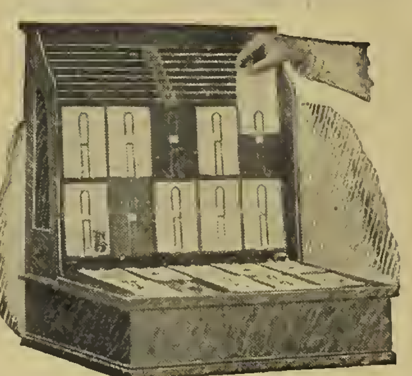
Croft's Swiss Milk Cocoa has everything taken out that should be taken out, and for that reason, among others, it has the smoothest, finest flavor of any cocoa made.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. *Philadelphia PENNSYLVANIA*



Are You a Merchant?

A MERCHANT'S Time should be worth More than that of the Day-Laborer. Why?

Because the Merchant has HUNDREDS OF DOLLARS invested in his Trade while the Laborer has Invested only the Price of a Pick and Shovel.

Are you Working NIGHT AND DAY to take care of your ACCOUNTS? If so, you are doing $9.00 per Week Work.

Your Knowledge and Time are Worth More Money if properly applied.

Let the McCASKEY ACCOUNT REGISTER take care of your Accounts.

The Work will be done Right, and it will Earn you Money every day you use it.

DON'T STAY IN THE RUT.

Put your thinking cap on. INVESTIGATE!

KNOWLEDGE IS POWER.

Information is Free. Ask for our 64-page Free Catalog.

THE McCASKEY REGISTER CO., 30 Rush St., Alliance, Ohio

Manufacturers of the Famous Multiplex Duplicate and Triplicate Carbon Pads; also, End Carbon, Side Carbon and Folded Pads.

New York Office: 140 West Forty-second St., G. M. Orton, Mgr.
New Jersey Office, 15 Clinton St., Newark.
C. T. Baxter, Dist. Mgr. for Maryland, Delaware and Eastern Penna. Office at 406 Central Trust Bldg., Cor. Market and 4th Streets, Philadelphia, Pa.
J. D. Lasley, Dist. Mgr. for Virginia, North and South Carolina and District of Columbia. Office at Room 15, Central Nat'l Bank Bldg., 7th Street and Pennsylvania Avenue, Washington, D. C.

AGENCIES IN ALL PRINCIPAL CITIES

—17—

mpbell's Beefsteak Tomato Ketchup:—
½ pints, 24 bottles to case 1.10
Pints, 24 bottles to case 2.00
mpbell's Tomato Ketchup:—
Pint bottles, 24 to case, per doz 1.40
½-pint bottles, 24 to case, per doz .... .90
mpbell's Chili Sauce:—
Pints, 2 doz. to case 1.40
½ pints, 2 doz. to case .... .90
Asst. Condiments, 2 doz. to case, per doz... .90

CHOCOLATE AND COCOA.

alter Baker & Co's:— Per lb.
Premium, 12 to 25 lbs .... .30
Caracas, sweet, 6 lbs .... .32
German, sweet, 6 to 12 lbs .... .22
Auto, sweet, 6 lbs .... .32
Cocoa, ¼-lb. cans, 12 lbs. in box .... .37
Cocoa, ½-lb. tins, 12 lbs .... .37
H. Baker s:—
Best Cocoa, ½-lb. size .... per lb. .36
" ⅕-lb. " .... " .38
Premium Chocolate, ½s, 12 lbs .... .30
" ¼s. 12 lbs .... .31
Best Sweet Chocolate, ¼s .... .21
Best Sweet Chocolate, 1-5s .... .21
Vanilla Sweet Chocolate, ⅙s .... .29
ershey's—
Vanilla Sweet, ⅙s, 6 lb .... per box 1.55
Swiss Milk, ⅙s, 6 lb .... " 1.45
coa, Epp's, ½-lb. tins, 7 lbs .... .42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin, .72
" " 6-lb. boxes, ½-lb. tins, per tin, .37½
" " 6-lb. boxes, ¼-lb. tins, per tin, .19
" Huyler's, ½s, 6 lb .... .43
" ", ¼s, 6 lb .... .45
nsdorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per doz.
¼-lb. round cans	.18½	2.21
½-lb. "	.29	3.48
1-lb. "	.57	6.84
1½-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

nsdorp's Chocolates, 6-lb. boxes, 24 boxes in case—
Milk Chocolate, 6 to lb .... .45
Queen, 4 to lb .... .42
Sweet Vanilla, 4 to lb .... .28
" 8 to lb .... .28
Plain Cooking Chocolate, ½-lb. cakes .... .32
ooker's Cocoa Powder—
¼-lb. tins, 2 doz. in box .... per doz. 1.88
½-lb. tins, 2 doz. in box .... " 3.50
1-lb. tins, 1 doz. in box .... " 6.50
5-lb. tins, 1 doz. in case .... per lb. .52
10-lb. bags, 1 doz. in case .... " .50

—18—

Wilbur's Cocoa—
Breakfast, ¼-lb. tins, 6-lb. boxes .... per lb. .37
" ½-lb. tins, 6-lb. boxes .... per lb. .36

Wilbur's Chocolate—
Premium, ½s, 12-lb .... per lb. .30
Sweet Clover, ⅙s, 6-lb .... per lb. .25

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ½s .... .36
Cocoa, labeled, ⅕s .... .38
Premium Chocolate, ½s .... .28
Premium Chocolate, ¼s .... .30

Ideal Chocolate and Cocoa Co.:—
Ideal Cocoa, ½-lb. size .... per lb. .40
" " ⅕-lb. " .... " .41
" Baking Chocolate, ½-lb size .... " .27
" " " ¼-lb. " .... " .29
" Milk Chocolate, 6-lb. box .... per box 1.65
" Vanilla, Sweet, 6-lb. " .... " 1.65

Lowney's:—
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages .... .33
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages .... .33
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages 33
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages 33
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages .... .28
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages .... .28
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages .... .28
Vanilla Sweet Chocolate, 50 5-cent packages in box .... per box 1.65
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins 41
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins .... .41
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins 40

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins .... .39
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins .... .39
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins .... .39
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins .... .38
Diamond Chocolate, sweet, ¼-lb. pkgs.
6-lb. boxes, 12 boxes in case .... per lb. .24
12 " " 6 " " .... " .24
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb. .30
6-lb. bxs., 12 bxs. in case, ¼ lb. tins " 32
¼-lb. tins, 6-lb. bxs., 12 bxs. case " .30
Milk Chocolate, 50 5-cent packages in box, per box 1.65
Peter's Milk Chocolate:—
No. 61—½ lb. size, croquettes .... per lb. .48
No. 62—¼ lb. " " " .48
No. 63—½ lb. " flat packets .... " .48
No. 64—¼ lb. " " " " .48
No. 93—⅛ lb. " " " " .48
No. 66—⅙ lb. " " " " .50
No. 67—1/18 lb. " " " " .50
No. 68—1/36 lb. " " " " .50
Croft's Cocoa and Chocolate—
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes .... .40
Croft's Cocoa, ⅕s, 2 doz. in box 1.85
" " ¼s, 6 lb. " .... .37
" " ½s, 6 lb. " .... .35
" " 1s, 12 lb. " .... .32
" " 5 lb., 6 cans in box .... .30
" Swiss Milk Chocolate, 48 5-c. cakes.. 1.50
" " " 120 2-c. cakes.. 1.50
" Caracas, ¼-lb. cakes, 6 lb. in box... .30
" Superior Sweet, 6 lb. " ... .22
" Premium, ¼s, 12 lb. " ...
" " ½s, 12 lb. " ...
Hawley & Hoop's Breakfast Cocoa—
A No. 1, ½-lb. tins, 12 in box .... .34½
" ¼-lb. " 24 " .... .35½
Cocoa Shells, cleaned, bags .... per lb. .01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—
½-lb. decorated cans, 12-lb. boxes .... per lb. .30
½-lb. " " 24-lb. " .... " .29
Special 10-c. packages, 30 to box .... per box, 2.10
Blue Ribbon Breakfast Cocoa—
Decorated ½-lb. tins, 6-lb. boxes .... .36½
" ½-lb. " 12-lb. " .... .36
Bedford Cocoa—
Labeled ½-lb. cans, 6-lb. boxes .... .29½
" ½-lb. " 12-lb. " .... .29
" ⅕-lb. " 6-lb. " .... .31½
" ⅕-lb. " 12-lb. " .... .31
Vanilla Sweet Chocolate—
Blue Ribbon, ⅙s, 6-lb. boxes .... .26½
" ⅙s, 12-lb. " .... .26
Buster Brown, 5-c., 48 cakes .... per box, 1.35
" 3-c., 72 " .... " 1.40

—20—

Premium Chocolate—
½-lb. cakes, 12-lb. boxes .... .27½
½-lb. " 24-lb. " .... .27
Milk Chocolate—
40 3-cent cakes in box, 24 to half case .... .80
40 " " 48 to case .... .80
24 5-cent cakes in box, 24 to half case .... .78
24 " " 48 to case .... .78

CONDENSED MILK.

Eagle, 4 doz 6.25
Eagle, 2 doz 3.15
Challenge, 4 doz 3.85
Defiance, 4 doz 3.85
Dime, 4 doz 3.55
Winner, 4 doz 4.15
Baby, 1 doz., glass 2.00
Reo Cross 4.15
Peninsular 4.10
Dr. Hand's, 2 doz 3.10
Leader 3.80
Banner, 4 doz 4.05
Star, 4 doz 4.15
Evaporated Milk—
Peerless, family size, 4 doz 3.40
Peerless, 5c. size, 4 doz ....
St. Charles, family size, 4 doz ....
St. Charles, hotel size, 2 doz ....
Silver Cow, 5c. size .... 6 doz.
Pet, 10-c. size, 4 doz .... per case 3.40
Pet, 5-c. size, 6 doz .... per case 2.75

HIRES CONDENSED MILK AND CREAM

Per case.

Hires Condensed Milk .. 5.60
Queen 4.00
Blue Ribbon 3.80
Premium 3.80
Silver 4.15
(Each of above brands 4 doz. in case.)

Gold Cream
Packed in cases of Forty-eight 20 oz. cans.
Less than five cases 4.00
Five cases or more 3.95
Twenty-five cases or more... 3.90
Fifty cases or more 3.85

CASH REGISTERS
SECOND-HAND

You cannot afford to be without a Cash Register when you can purchase one for so little money.

Come in and let us show you our line. It costs you nothing to investigate.

CASH OR MONTHLY PAYMENTS

American Second-Hand Cash Register Exchange
901 Filbert St., Philadelphia, Pa.

Compare This Picture With Your Store

We can make your place look like this and we can afford to do it for less money than anybody else.

MILLER & ENGLAND
7012-14-16-18 Woodland Avenue
PHILADELPHIA, PA.

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ½s	.26
" ¼s	.28
" ½s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs	.11
" " in boxes, 25 lbs	.10½
" " in barrels, 140 lbs	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs	.10
Bakers', Macaroon, barrels, 140 lbs	.10¼
" Slice, " 120 lbs	.10½
" Strip, " 120 lbs	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Bijou Cookie	.07½	.08
Brown Edge Water		.09
Butter Toast	.07½	.08
Clover Mixed		.08
Cocoanut Ripple		.10
Cry Babies		.09
Fig Bars		.10
Fruit Cookies	.07½	.08
Fruit Gem	.08	.08
Ginger Snaps, XX	.06	.06½
Ginger Vedettes	.07	.07½

—22—

Graham Wafers		.10
Grandma Cookies	.07½	.08
Honey Jumbles, XX		.10
" " Iced		.10
Honey Kernel		.10
Iced Ginger Tablet		.08
Iced Penn Treaty		.07½
Iced Vedette Wafer	.07½	.08
Macaroon Cookie		.10
Man-in-the-Moon		.08
Matchless	.08	.08
Milk Lunch	.07	.07½
Oriental Cookie	.07½	.08
Quaker City Mixed	.07½	.08
Quiver Mixed	.07	.07½
Orange Cookies	.07½	.08
Peerless		.08
Soda Biscuit, XX	.06	.06½
" " No. 1	.07	.07½
Spiced Wafers	.07½	.08
Sunshine Cookie	.07½	.08
Suprema	.08	.08
Wavelets		.09

Package Goods—	Per doz.
Bonnie Water	.95
Butter Toast	.50
Cracker Meal	.84
Cresco Cookies	.95
Fairy Oyster	.50
Gingerettes	.95
Gold Medal Soda (10-cent size)	.95
" " (5-cent size)	.50
Graham Wafers	.95
Milk Lunch	.95
Ivinettes	.95
Butter Thins	.95

Freight paid on 100 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN
WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish p. dz.	1.15

—23—

Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish p. dz.	1.75
Wein Senf, in bbls ...per gal.	
" 1 gallon stone jars ...per jar	.75
" 5 gallon kegs ...per keg	2.50
Prepared Mustard, in bbls ...per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz	.95
" Sifting top, 2 doz. in case...per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
...loaf,	.26½
Sap Sago, 3 to a lb ...cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs...loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10 50, single,	.90
" in tin ...per lb.	.26
" 1-lb. tins ...per case	3.25
Camembert, in wood boxes ...per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz	1.45
Parmesan, grated, ready for use, large bottles, per doz	
Parmesan, grated, ready for use, small bottles, per doz	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1 ...loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each ...per lb.	.19
Limburger Cheese, No. 1...box, .14; ½ box, 15; less	.15
Muenster Cheese ...per lb.	.18
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.19½
Pineapple (Picnic size), 6 in box...per box	
" (Gem size), 6 in box "	3.00
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case ...per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size.per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.30
" d'Isigny, " 6 in box... "	1.30
Wm. Tell brand, 12 in box "	1.10
Neufchatel (Cow brand), 25 in box...per box	.95
Star Cream, or Phila., 12 " .... "	2.00
Miniature Cream, or Phila. 12 " .... "	1.00
Hand Cheese, 8 doz "	1.25
" 4 " "	.65
" 4 " Thuringer "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.15
Schutzen Cheese, 12 in box "	.95
American Mountain Cheese (Alpen Kase), 50 1-lb. packages ...per lb.	.16

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight) ...per lb.	.48
Wiener Wurstel, 16 in tin ...per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervelat Sausage (Rolff's)...per lb.	.42
Imported Frankfurters ...per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size ...per doz.	3.00
American Holsteiner..by bbl. 11½ less, per lb.	.14
" Landjager, short ...per lb.	.24
" " long "	
" Mortadella, Dry ...per lb.	.25
" Knackwurst, 25 in box, per box, $4.75 ...per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .21½; less	.23
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.22
" Cervelat, Crescent, 50 and 100-lb. boxes, .16; less	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .22½; less	.24
" Salami (E), 50 and 100-lb. boxes, .21; less	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .19; less	.20
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less	.18
" Tongue Sausage ...per lb.	.18
" Smoked Braunschweiger Liver Sausage ...per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz	.90
" Petit Delicatess Frankfurters, with Sauer Kraut ...per doz.	.90
" Lebanon Beef Bologna ...per lb.	.15-.16
" Paprika Speck "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen ...per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz	4.75
" (Derby Brand), quart glass jars per doz	5.75
" (Derby Brand), 10-oz. jars, per doz	2.50
Calves' Head, in round tins ...per doz.	1.65
Pickled Meats, in glass "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

Robbing Food Laws of Their Terrors

We sell a full line of provisions, but our specialties are

VIENNA SAUSAGES
BOLOGNAS
SMOKED TONGUES

These we sell in very large quantities to the most fastidious trade everywhere.

For two reasons:—

First, they represent the highest possible quality; and

Second, they are absolutely guaranteed to comply with all food laws.

M. ZIMMERMAN COMPANY

Main Office: 318-24 E. Houston St., N.Y.

Branch Offices { 717 N. Second St., Phila., Pa. / 125-27 Fulton St., Boston, Mass.

It Is Spelled R-A-M-L-Y

If you want to sell a really delightful smoke, get the **real** Ramly, don't take something gotten up to **look** like the Ramly, because there the similarity ends.

No cigarette ever made has jumped into such immediate popularity. It has become famous on its quality alone.

If you put Ramly Cigarettes in stock you will be assured of the permanent patronage of every man to whom you sell a package.

Don't get confused on the name—it is spelled R-A-M-L-Y.

Mentor Cigarette Company

404 Atlantic Avenue

Phila. Rep., ARTHUR HAGAN & Co.
151 North Third Street

BOSTON, MASS.

Remember—Hooton's Cocoa, Newark, N. J.

Order a box of your jobber, or if your jobber does not carry it in stock, send direct to

Hooton Cocoa & Chocolate Co.

351 North Fifth Street

NEWARK, N. J.

—25—

el Salad, in glass..........per doz. 1.00
" in pint jars, glass.......... "
" in quart jars, glass.......... "
mb tongues, in glass.......... " 1.60

OLLAND AND SCOTLAND HERRINGS.

Kegs or Pails.
olland Herring, mixed, "Y. M." ½bbl. 5.50 60–75
" milkers, " ½ bbl. 6.50 75–85
" mixed, Standard, bbl. ½ bbl..........
olland Herring, milkers, Standard, bbl. ½ bbl..........
otland Herring, mixed, large fulls, bbl. ½ bbl. 8.00..........
" milkers, large fulls, bbl ½ bbl. 8.00..........
arinirte Herring, Imported, about 40 in pail. 1.25
oll Herring, Imported, about 25 in pail.......... 1.00
iced Herring, Imported, about 40 in pail. 1.00
orway Stockfish, dry..........per lb. 15
atjes Herring..........per pail

BISMARCK HERRING.

int size, round tins, with key..........per tin .20
uart " " " .... " .35
Qt. " " " .... " .55
Qt. " " " .... " 1.10

SMOKED DELICATESSEN FISH, IN SEASON.

oll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .50
rat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .40
nglish Sprats, 36 bunches per box..........
ruger's Roll- and Brat-Haring, oval tins, per doz.......... 2.50

RUSSIAN SARDINES.

mported Fish (Wallkoff Brand)..........per keg .75
" 5-lb. pails..........per pail .55
" 10-lb. pails.......... " 1.05
ut Spiced Sardines, per 10-lb. pail.... " .75
" " 5-gal. keg..........per keg 2.75
ussian Sardines, in glass jars..........per doz. 2.25

NORWAY ANCHOVIES.

riginal Package..........per ½ bbl. 5.50
epacked in 5-lb. pail..........per pail .60
" in 10-lb. pail.......... " 1.10
" in 5-gal. kegs..........per keg 2.75
" in ½-lb. flat tins..........per doz. .95
" in ½-lb. tall tins.......... " 1.50
" in 1-lb. tall tins.......... " 2.00
ancy Kegs—1|1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg.......... .20

SALT SARDELLEN.

riginal Package, 1902..........per anker 16.00
epacked—kegs, about 8 lbs..........per keg 2.75
" pint jars..........per doz. 6.00
" large tumblers.......... " 2.25
" small tumblers.......... " 1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz 16.00 ½ kilo Cans, per dz. 16.00
½ " " 8.50 ¼ " " 8.50
¼ " " 4.25 ⅛ " " 4.25
⅛ " " 2.25 1/16 " " 2 25

GERMAN DILL PICKLES.

Regular Size.
60 gal. cask—about 2000..........per cask
50 " bbl.— " 1200..........per bbl. 9.00
15 " keg— " 500.......... per 100
10 " keg— " 300.......... " .85
5 " keg— " 150.......... "
10 lb. pail— " 50.......... "

DOMESTIC SOURKROUT

Long Cut.
60-gal. cask..........per cask
48 gal. bbl..........per bbl. 6.50
10 " keg..........per keg, 3.20
5 " ".......... " 1.15
10 lb. pail.......... per pail,

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)..........per lb. .18
Spitzkngeln.......... " .25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg...per bundle .30
Basler Lebkuchen, No. 1, 6 " ... " .50
" " No. 2, 6 " ... " .75
" " No. 3, 6 " ... " 1.00
Amandines, 9-lb. tins..........per tin 5.25
" small tins.......... " .55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg.......... 4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb, bags, per bag..........
Green Kern..........per lb. .09½
Potato Flour.......... " .07
German Dried Pears.......... " .14
Dried Mushrooms.......... " .60–.80
Juniper Berries.......... " .08
St. John's Bread.......... " .05
Bay Leaves.......... " .06–.08

COTTOLENE.

30 2-lb. tins..........per case 6.50
15 4-lb. ".......... " 6.50
6 10-lb. ".......... " 6.50
Freight prepaid on two-case lots.

—27—

EGGS. Per Doz.

Nearby, candled and selected, 30-doz. crates... .21
Western.......... .20

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs. .13½
New York, Full Cream, new, 1st's, 40-lb. bxs. .13
Picnic, Full Cream, new, fancy, 20-lb. bxs...... .14

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.......... .27
Anchovies, in oil, ⅔ bottles.......... 4.50
" " ½ ".......... 3.25
Anchovy Paste, fancy, per doz.......... 4.75
" plain, per doz.......... 3.75
Bouillon, Burnham, pints, 2 doz. in case.......... 3.75
" " ½ pints, 2 doz. in case.... 2.00
Capers, Nonpariel, ½ gallon kegs.......... 1.10
" " Quart, glass.......per doz. 7.00
" " bottled, ⅔ size... .per doz. 2.35
" " " ½ " ..... " 1.90
" " " ¼ " ..... " 1.15
Canton Ginger, large pots, cases 6 jars, per case 4.50
" med. " " 12 " " 5.00
" small " " 24 " " 4.50
Cherries in Maraschino, in glass, 1-doz. case... 8.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz. .90
" " 3 lb., 2 dz. case " 2.20
Currie Powder, pints, per doz.......... 3.50
" 4 oz., ".......... 2.25
" 2 oz., ".......... 1.50
Russian Caviar, ⅛'s.......... 2.85
" ¼'s.......... 5.50
" ½'s.......... 10.50
" 1's.......... 20.00
French Peas, Extra Fins, per case.......... 17.00
" Fins, per case.......... 15.00
" Moyen's, per case.......... 13.00
Kippered Herring, 6 doz. in case........per doz. 1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case... 12.00
Huntley & Palmer's Petit Beurre Biscuit, lb... .19
" " Dinner Biscuits, per lb... .29
" " Breakfast Biscuits, per lb. .32
(Packed 7 lbs. and 5 lbs. in a can.)
Red Pepper, Ring, pints, per doz.......... 1.25
" " ½ pints, per doz.......... .60
Salt, in 4-doz. stone jars.......... 1.75
Morris' Extract of Beef, 4 oz., per doz.......... 6.50
" " " 2 oz., ".......... 3.55
Armour's Beef Extract, 2 oz., ".......... 4.45
" " " 4 oz., ".......... 8.20
Anker's Extract of Beef, 120 vials.......... 4.00
" " " 4 oz..........per doz. 4.00
" " " 8 oz.......... " 7.25
" " " 16 oz.......... " 13.50
Theodore Marquet Mushrooms:—
First Choice..........
Choice, 100 tins per case..........
Extra, " "..........
Hotel, " ".......... 22.00

—28—

Truffles, 1/16..........per tin, .30
" ⅛.......... " .55
" ¼.......... " 1.15
" ½.......... " 2.25
Shrimps, Pickled, small size.......... 1.00
Dunbar's Shrimps, 2 doz., per doz.......... 2.25
" Figs in Cordial, 1 doz., per doz.......... 5.00
Bishop's Figs in Cordial, 1 doz., per doz.......... 6.50
Crystallized Ginger, 1-lb. tins, per doz.......... 4.00
" " ½-lb. " ".......... 2.25
Rose's Lime Juice, per doz.......... 3.60
Victor Rose Water, per doz.......... 2.25
" Peach Water, per doz.......... 2.25
Pitted Olives, per doz.......... 5.25

FLOUR. Per Bbl.

Gold Medal.......... 5.90
Ceresota.......... 5 90
Pillsbury's.......... 5 90
Taylor's Fancy.......... 5.10
Pride of the West.......... 4.80
Sunbeam.......... 4.70
Quaker City.......... 5.50

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages..........
Franklin Pancake, 30 2s.......... 3.55
Uncle Jerry's Pancake, 40 packages..........
Hecker's Buckwheat, 16 3s..........
" " 64 1½s..........
" Flapjack Flour, 24 2s..........
Log Cabin Pan Cake Flour, 36 2s.......... 3.25
Ralston's Purina Pancake Flour, 36 2s.......... 3.00

HONEY.

Domestic, barrels..........per gal. .69
Seiser's, lunch bottles, 2 doz..........per doz. .95
Seiser's, medium bottles, 2 doz..........per doz. 1.35
Schimmel's, 12-oz. bottles, 2 doz. in case...... 1.35
" 6-oz. " " "...... .90

HERE'S HOW WE BRING YOU TRADE

One of the reasons we give why grocers should handle **Clicquot Club** Ginger Ale is that we are continually working to get them trade for it. Here's a sample postal card we send out to a grocer's customers:

DEAR FRIEND:—I never worry about what kind of refreshments to have these hot summer evenings when we have company drop in on us unawares. I got the idea from Mrs. Watkins. You know we both deal at **James Johnson & Sons, 7119-21 Germantown Avenue**, and always through the summer we have on hand a case of Clicquot Club soft drinks which they recommend so highly. The case holds two dozen and you can get it assorted, Ginger Ale, Sarsaparilla and Blood Orange. Order some at once and save yourself a lot of future anxiety. Johnson's Phone numbers are **C. H. 1041 D. and C. H. 1003 A.**
FLOSSIE.

P. S.—They also have all makes of **Grape Juice, Imported Ginger Ale, Lemon Soda and Root Beer.**

This sort of thing gets business—for you. Beside this kind of advertising we are constantly doing other kinds—in papers and magazines that go all over the country.

So that every case of **Clicquot Club Ginger Ale** you put in is half sold.

Made from chemically pure and sparkling water and bottled by experts in a spotless plant.

Clicquot Club Co., Millis, Mass.

Philadelphia Agent: R. S. WILLIAMS, 123 South Front Street

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

—29—

FARINACEOUS GOODS.

Corn Meal— Per Bag
- Lea's, white, 100 lbs........ 1.75
- " yellow, granulated, 100 lbs........ 1.75
- " " table, 100 lbs........ 1.70
- Western yellow, 100 lbs........ 1.45
- Quaker, 36 packages........ 2.65

Farina, Hecker's, 24 1's, per case........ 1.40
- " Schumacker's, 24 packages, per case.. 1.10

Beans—
- California Lima, new........per lb. .06¼
- Marrows, Fancy N. Y. State, grain bags bush. 2.12½
- Marrows, New, Extra Choice, N. Y. State, gra n bags........bush. 2.10
- Medium, Fancy N. Y. State, grain bags, bu. 1.85
- Pea, fancy, N. Y. State, grain bags, bushel 1.87½
- Pea, fancy, Michigan, grain bags......bushel 1.80
- Red Kidneys........ " 2.37½

Peas—
- Green........per bushel 2.05
- Scotch........ " 2.25
- Split, yellow........ " 2.00
- " green........ " 2.65

Lentils—
- 110-lb. bags........per lb. .08¾
- Less quantity........ " .09¼

Shaker Corn—
- Fancy, barrels........per lb.
- Less quantity........ " -

Hominy—
- Lea's Breakfast, 10 pkgs........case 1.45
- Lea's Pearl, 100 lbs........per bag 1.90
- Schumacher's Breakfast, 10 pkgs. to case.... 1.25

Barley—
- OO........ .05½
- No. 3, 100-lb. bags........ 3.25

Noodles, Climax, 24 10c. pkgs., case........ 1.05
- " " 48 5c. pkgs., case........ 1.15
- " " asstd., 24 5c., 12 10c. case... 1.10
- " Smith's, 30 10 c. packages........ 1.90
- " " assorted, 5 and 10 c........ 1.90

Oatmeal, B, per bbl........ 6.10
- " " kegs 100 lbs., per keg........ 3.20

Oaten Goods, in cases— Per case
- Avena, 36 packages........ 2.85
- Banner Oats, 20 packages........ 3.85
- Friends' Oats, 36 packages........ 3.00
- Mother's, 36 packages........ 3.15
- Pawnee, 36 packages........ 2.65
- Quaker, 18 10c. size........ 1.50
- H-O, 24 2's........ 3.00

Rolled Oats—
- Avena, per bbl., 180 lbs........ 5.60
- Avena, per keg, 90 lbs........ 2.95
- Standard, 180-lb. bbls........ 5.35
- " 90-lb. bags........ 2.55

—30—

Sago—
- Fine, bags about 160 lbs........ .05¾
- 50-lb. lots........ .06¼
- Admiral, Pearl, 24's........ .07¾

Tapioca, Instantaneous, 50 1's........ .08
- " Colburn's Hasty, 24 1-lb. pkgs...... .07½
- " Minute, ¼-gross, per gross........ 11.00
- " Flake, about 125 lbs........per lb. .06
- " " less quantity........ " .06½
- " Pearl, 150 lbs........ " .07⅜
- " " less quantity........ " .08¼

Ralston Hominy Grits, 36 2-lb. pkgs.......case 2.70
Purina Cream Graham........per bbl. 5.00
Ralston Barley Food, 24 2's........per case, 3.15
Purina Health Flour, 20 5's, Cartons " 3.60
Purina Pankake Flour, 36 2s........ 3.00
Purina Whole Wheat Flour........ 5.00
Packed in 12's, 24's and 48's.
No. 1, assorted case containing 15 2-lb. packages Wheatlet and 10 5-lb. packages Franklin Flour........ 4.00

MALTA-VITA, 36 packages........ 2.85

Egg-O-See, 36 packages........ 2.85
Egg-O-See Corn Flakes, 36 packages........ 2.85
Cook's Malto Rice, 36 2-lb. packages........ 4.25
Force Food, 36 packages........ 4.25
Mapl Flake, 36 " 4.05
Shredded Whole Wheat, 50 packages........ 5.00
" " " 25 " 2.60
Cream Wheat, 36 packages........ 4.50
Apetiza, 24 packages........ 2.75
Flaked Rice, Cook's, 24 packages........ 2.75
Wheatlet, 30 packages........ 3.50
Wheatena, 36 Packs........ 4.50
Grape Nuts, 24 packages........ 2.70
Korn Kinks, 72 packages........ 2.40
Pettijohn's Food, 24 packages........ 2.35
Quaker Puffed Rice, 36 packages........ 2.80
Quaker Wheat Berries, 36 packages........ 2.85
Vigor, 36 packages........ 2.65
Ralston Kornkins, 18 25-lb. sacks.......per bale 3.75
" Health Crisps, 36 10c. packages........ 2.80
Ralston's Breakfast Food, 36 2-lb. pkgs. pr. case 4.50
Ralston Health Food, 24 1s........per case
Triscuit, 30 packages........ 2.50
Toasted Corn Flakes, 36 packages........ 2.85
Zest, 36 packages, 10 cent size........ 2.25
Zest, 36 packages, 15 cent size........ 2.60
Zest, 20 packages, 25 cent size........ 3.40

—31—

HOLLAND RUSK
The Original
Per case
Cases, 5 doz. pkgs.... 4.75
Cases, 3 doz. pkgs... 2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.
Per case
Cases, 2 dz. 1 lb. pkgs. 1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling........per doz 1.05
" Acidulated........ " 1.05
Cox's, large........ " 1.57½
" small........ " .95
Plymouth Rock, Pink or White........ " 1.20
Nelson's........per doz. 1.35
" small........ " .95
Bromangelon, assorted 3 doz........ " .87½
Fruit Puddine 2 doz., asst. flavors... " .80
Jell-O, assorted flavors, 2 doz........ " .87½
Jell-O Ice Cream Powder, 2 doz........ " .97½
Chalmer's........ " .90
Peter Cooper........ .90
Tryphosa........per doz. .92½
Imperial Wine Jelly........per doz. .95
" " ....per gross 11.00
Gelatine, McKinley's........per doz. .85
Wetmore's Double Refined, 36 10c. pkgs........per case 2.70
Kusto, 60 5-cent packs........per case 2.00
Puddine, assorted, 2 doz........per case 1.60
D-Zerta Jelly, assorted, 2 doz........per doz. .90

—32—

MACARONI.

Per lb
Larosa Alphabets, square, 25 lbs........ .05½
" Elbows, " " .... .05½
" Marcaroni, long, " .... .05½
" " square " .... .06½
Larosa Spaghetti, long, 25 lbs........ .05½
" Vermicelli, square, " .... .05½
" Macaroni, bulk, " .... .05½

Anger Baking Co.—
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages........ 1.80
24 10-cent packages........ 1.80
"Plain" Noodles, 24 1-lb. cartons........ 1.80
" " 48 ½-lb. " 1.90
Egg Alphabets, 48 5-cent packages........ 1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs..... 1.80
24 5-cent A B C and 24 5-cent Egg Barley... 1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons........ 2.25
"Golden Seal" brand, 25 1/1 packages (long) 1.88
" " 48 1/2 " 5-c. size 1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons........ 2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons........ 1.88
"Imperiale" brand, 25 1/1 packages (long).. 1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages........ 1.9[illegible]
Spice Drops, in baskets, 20 lbs........ 1.6[illegible]
" in boxes, 12 lbs........ 1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle........per bundle .30
Bulk, 12-lb. wooden boxes........ .08

FIXTURES.

H. F. Heacock.
Coles' Coffee Mill, No. 7........ 10.00
" " 8........ 16.00
" " 10........ 23.00
" Stand, No. 18........ 45.00
Less 25 per cent. discount.
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass, 14.00
" Sugar, " 2, " 7.00 " 9.00
" Tea, " 3, " 6.00 " 7.50
" Spices, " 4, " 5.00 " 6.00
Less 40 per cent. discount.
600-lb. Platform Scale........ 12.00
Standard Cash Register........ 20.00
Tea Caddies, round front, No. 2......per doz. 9.00
" " " 3...... " 6.50
" " " 4...... " 4.50

L & S Pickles

L. & S. Pickles are only one of many brands of sweet pickles on the market—why should you push them instead of the others?

A natural question, and here's the answer: **L. & S. Pickles** are preserved with granulated sugar. Many, many brands—it wouldn't be fair to specify—are sweetened with saccharine, a harmful chemical substance made from coal tar! Besides the harmfulness, saccharine only sweetens on the outside anyway; sugar goes clear to the heart of the pickle and preserves it through and through.

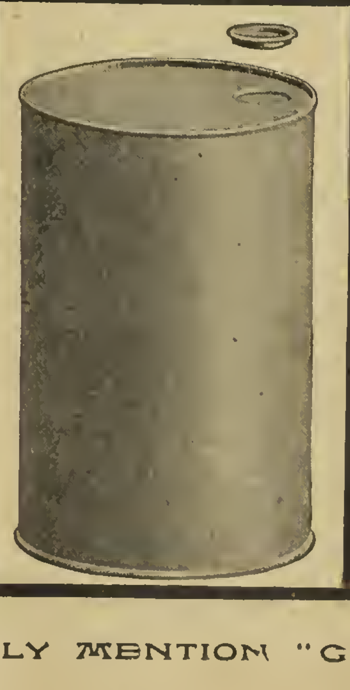
That's why you should choose **L. & S. Pickles.**

LUTZ & SCHRAMM COMPANY
ALLEGHENY, PA.

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.
Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY



Make a Thing Look Nice
=and It's Half Sold=

Manufacturers have been known to get 60c. per lb. for the same coffee and $1.50 for the same tea that retailers are selling every day for 30c. and 50c. They have done it entirely by the appearance of the package.

We will furnish a package for tea, coffee, etc., ready labeled, which you can fill with goods you buy in bulk, and it will be so handsome you can double your profits.

PAPER CANISTER MFG. CO.
221-23 N. Twenty-third St., Philadelphia

—33—

Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1⅛ to 2 in.	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4	per doz.	9.00
" 5	"	12.00
" 6	"	15.00
Ex. Galvanized Steel Blades, No. 3	per doz.	4.20
" " 4	"	5.40
" " 5	"	7.20
X Quality, No. 3	"	2.60
" 4	"	3.00
" 5	"	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6⅛,	3 feet 8 inches,	9	15.00
8⅛,	4 feet 10 inches,	12	20.00
10⅛,	6 feet,	15	25.00
12⅛,	7 feet 3 inches,	18	28.00
14⅛,	8 feet 6 inches,	21	31.00
16⅛,	9 feet 8 inches,	24	35.00
18⅛,	10 feet 10 inches,	27	40.00
20⅛,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1⅛
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1⅛
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**

Dime cartons, 2 doz. in case	per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case	"	.90
Large cartons or tins, 2 doz. in case	"	2.00
Dime Tumblers, 2 doz. in case	"	.90

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...					
Ex. Norway, No. 3...	27.00	14.00	7.15	1.60	1.33
Ex. Norway, No. 4...					
Ex. Bloaters, xxx	36.00	18.50	9.40	2.05	1.69
Ex. Shore, No. 1	24.00	12.50	0.40	1.45	1.21
Shore, No. 1	22.00	11.50	5.90	1.35	1.13
Large, No. 1	20.00	10.50	5 40	1.25	1.05
Large Irish, No. 2	19.00	10.00	5 15	1.20	1.01
Extra Irish, No. 2	18.00	9 50	4 90	1.15	.97
Medium Irish, No. 2	17.00	9.00	4 65	1.10	.93
Small Irish, No. 3	16.00	8.50	4.40	1.05	.89
Irish, No. 3					
Large, No. 3	16.00	8.50	4 40	1.05	.89
Herring.					
Lab. Split, Lg. No. 1.	7 50	4.25			
Lab. Split, Lg. No. 2.	6.50	3.75			
Shore, Round, Large.	6.00	3.50			
Shore, Round, Med...					
Ocean Whitefish	6.00	3.50			
Salmon, Halifax					
Shad, No. 1, Mess	15.00	8.00	4.15	1 00	.85
Shad, No. 2, Mess	12.00	6.50	3.40	.85	.73
Haddock, Pickled	6.00	3.50			

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.07½
Our Choice, Haddock, 40 lbs	.07
Gilt Edge, Hake, 40 lbs	

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

—35—

LOOSE CODFISH.

Extra Large Georges Cod	.08
Large Bank	.08
Medium Bank	.07
Pollock	
Hake	

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring	per box	.15
Small Extra Scaled Herring	per box	.15
Boneless Herring, fancy 10 lb. boxes	per lb.	.13
Smoked Salmon, whole fish	per lb.	.25
New Cromarty Bloaters, 50s	per box	
" " 100s	"	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Extra fancy, 25 lbs.	.09¾
Fancy N. Y. State, 48 1 lb	.09½
Fancy N. Y. State, 50-lb. boxes	.08¾
Apricots—	
Fancy Moorparks, 25 lbs	
Choice Royals, 25 lbs.	.18
Choice Royals, 50 lbs	.17½
Cherries—	
California, Royal Ann, unpitted, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.08⅝
Gold Medal, loose, 25 lbs	.08⅜
Admiral. 40 1-lb. packs	.08½
Private Growth, extra, cleaned, 36 lbs	.08¾
" cleaned, 30 lbs. bulk	.08½
Nectarines—	
White, 25 lbs...per lb.	
Peaches—	
Fancy yellows, 25 lbs	.13½
Extra choice Muir's, 50 lbs	
Fancy Muirs, 25 lbs.	
Pears—	
Fancy California, Bartlett, 25 lb	

—36—

PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs				
30– 40, 25 "	.10½	.10		
40– 50, 25 "	.09	.08¾		
40– 50, 50 "				
50– 60, 25 "	.07¾	.07½		
50– 60, 50 "				
60– 70, 25 "	.07	.06¾		
60– 70, 50 "				
70– 80, 25 "				
70– 80, 50 "	.06	.05¾		
80– 90, 50 "	.05½			
90–100, 25 "	.05			
90–100, 50 "	.04¾			
100–120, 50 "	.04	.03⅞		

Raisins—	
Muscatels, 4 crown, 50 lb	
" 3 " 50 lb	.10
" 2 " 50 lb	.09
Cal. Thompson Seedless, 50 lbs	
Cal. Cleaned Sultanas, 50 lbs	.10
Cal. Sultanas, 50 lbs	.09½
Seedless Muscatels, 50 lbs	
Raisins, Seeded—	
Admiral, fancy, 40 1s	.12½
Butterfly, extra fancy, 36 1s	.12¾
Citron, 10 lbs	.17½
" 25 lbs	
Lemon Peel, 10 lbs	.12
" 25 lbs	
Orange Peel, 10 lb	.12
" 25 lb	

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case...per case	2.30
Case No. 5, 1 doz. 25-cent size " "	2.05
Case No. 6, 2 doz. 15-cent size " "	2.47½
2 doz. 15-cent size, 1 lb...... per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case...per doz.	2.15
24-12 oz. package, packed 2 oz. in case " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.
Tumblers, 5-c. size, 4 doz "
Tumblers, 10-c., Lord's Prayer, 2 doz. "

Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An

"Enterprise" *Electrically Driven* Coffee Mill

will save your clerks' time, your customers' time, and advertise your store. Write for catalogue describing our various Electric Mills, with capacities for granulating from four ounces to nine pounds of coffee per minute.

The illustration shows our double mill No. 08712, with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee per minute. Fitted with ¾ H. P. motor for direct current, or with ½ H. P. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

The Enterprise Manufacturing Co. of Pa. = = Philadelphia, U. S. A.

—37—

INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.84	4.60	5.30
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		4½ doz.	3.38

		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" " dec., 107,	"	.90	1.00

	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz.	.52½
Chloride, sifting, 25 lb. boxes, 1 lb	per lb.	.05¼
" " 25 lb. boxes, ½ lb	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.60
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.95
" 4 doz	"	3.85
Popular, 4 doz	"	1.45

MATCHES.

		Per gro.
Swift & Courtney's, 200's, 1-gross case		1.75-1.90
" 400's, 1 "		3.50-3.70
" 500's, 1 "		3.75-4.00
Blue Hen, 200's, 1 "		1.50-1.60
" 500's, 1 "		4.00-4.25

—38—

	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.92½
" 500's	3.95
Vulcan Safety, 65s, No. 1	.55
" 65s, No. 2	.50
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50-3.75
Searchlight, 500's	4.25-4.50
Press, 200's	1.80-1.90
" 500's	4.50-4.75
America, 200's	1.30-1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue head, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5.00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1.00
Blue Ribbon, 165s, 1 gross to case	1.05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckers, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits,	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent. bbls., ½ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kkns, 6 to crate	per doz.	9.80
" 5-lb. " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25

—39—

National, 30-lb. Kits, bbls., ½ bbls	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.40
No. 3, glass jars	per case 6 jars	3.10
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.65
No. 10, wooden pails	per box 6 pails	6.25
Celebrated—Seedless.		
Barrels, Halves, Quarters and kits	per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs	"	.09
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters and kits	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs	"	.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150 test	"	.12½

OLIVES.

H. Kellogg & Sons, Agents:—	Per Doz.
Theodore Marquet, Mammoth, 64 oz	15.50
" Extra, 64 oz	13.50
" Mammoth, quarts,	7.25
" Extra, quarts	6.75
" Extra, pints	4.50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz.	2.40
Farcies	3.75
Queen, 6 oz.	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

—40—

OLIVE OIL—Imported.

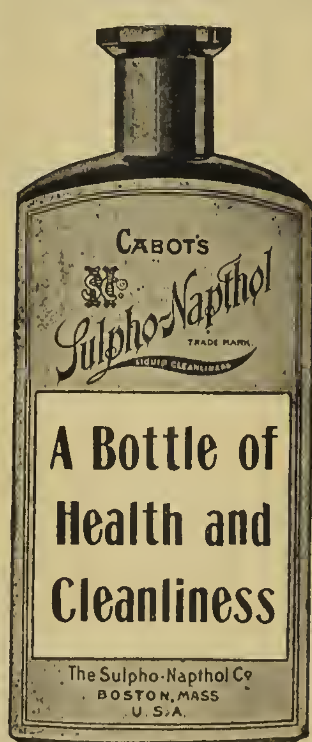
Bertin & Perrier's, extra fancy, qts., 1 doz	4.90
" " pts., 2 doz	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz	6.50
" " pts., 2 doz	7.50
" " ½-pts., 2 doz	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz	9.00
" Sublime, 8-oz. flasks, 2½ doz	6.50
" " 12-oz. " 2½ doz	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

Jas. Hill & Sons Co.	
Quarts, Cal. style, 1 doz. in case....per case,	8.50
Pints, " 2 " " "	9.00
½ Pints. " 2 " " "	4.75
Oliver's Olive Oil—	
1 dozen quarts	6.00
2 dozen pints	6.75
2 dozen half-pints	4.25
6 1-gallon tins....per gal.	2.00

Special prices for quantities, on application.

AMERICAN OIL.

Lubon's No. 8, 2 doz.	per doz.	.48
Lubon's, No. 16, 2 doz.	per doz.	.90
Lubon's No. 32, 1 doz	per doz.	1.75
Table Oil, No. 16, fancy bottles, 2 doz.	per doz.	.95



Woman's Greatest Gift from Science

Every customer to whom you sell **Sulpho-Napthol** will bless you. It is the most wonderfully effective cleanser and purifier ever used in the home.

Mixed with water, as per directions in booklet in each package, and used in sinks, toilets, closets and cellars, a perfect sanitary cleanliness is the result.

It drives away roaches and other vermin, and a general air of purity pervades the air of the homes in which it is used.

Universal Coupons packed in every case as an inducement for the retailer to make its unprecedented value known to their customers.

The Sulpho-Napthol Company
BOSTON, MASSACHUSETTS

—41—

PAPER.

WRAPPING.

Straw, Milo, 7 lb., 15 x 20................per ream .24
Manila, 15 x 20, full .... " .36
" 24 x 36, full, 20 lbs................ " .70
" 18 x 24, full, 10 lbs................ " .37½
" Special, 15 x 20, 6 lbs.......... " .18½
Manilla, Bakers', 15 x 20, 10 reams in bundle ....per ream .11
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide........per lb. .03
Roll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide................ " .03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide.......................... " 03⅛
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide........... " .03½
White Tea Paper, 12 x 16, reg.....per package .14
" " 15 x 20, reg..... " .19
Wax Butter Paper......................per package .11
Parchment Butter Paper 9 x 12... " .40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼......	.48	.29		.31	.35	.45
⅜......	.53	35		.37	.43	.55
1......	.71	.45	.78	.49	.55	.73
2......	.89	.53	.97	.61	.71	.93
3......	1.09	65	1.25	.75	.89	1.15
4......	1.25	.77	1.39	.87	1.05	1.33
5......	1.45	91		1.07	1.21	1.55
6......	1.73	1 03	1 95	1.23	1.41	1.81
8......	2.09	1.19	2.29	1.49	1.68	2.19
10......	2.27	1 37	2.55	1 65	1.83	2.41
12......	2.69	......	3.11	......	......	2.89
14......	3.37	......	3.97	......	......	3.75
16......	3 87	......	4.41	......	......	4.01
20......	4 39	......	4.79	......	......	4.55
25......	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks.....................per M 3.75
25-lb. " " .... " 5.75
50-lb. " " .... " 10.75

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints........per doz. 4.75
" " quarts ..... " 5.75
" 10-oz. jars............... " 2.50
" 10-lb. pails..............per pail 2.50
Tripe, 10-lb. pails..............................per pail .90
" 5-gal. kegs..................................per keg 2.00
Pig's Feet, 10-lb. pails...........................per pail 1.00
" 5-gal. kegs ....per keg 2.25
Pickled Beef Salad, in glass..............per doz. 1.10
" Tripe, " .... " 1.10
" Ox Heart, " .... " 1.10
" Pig's Feet, " .... " 1.10

—42—

Russian Sardines ....per keg .75
" 5-lb. pails ....per pail .50
" 10-lb. " .... " 1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs....................... .18½
Loose, barrels, 30 lbs.. .18

PEANUT BUTTER.

MacLaren's— Per doz.
Small, 2 doz... .90
Medium, 2 doz... 1.45
Large, 1 doz.. 2.75
Peanutene, No. 2 jars, 2 doz......................... 1.85
Peanutene, No. 4 jars, 3 doz......................... .92½

PICKLES.

Barrels, 45 gal., 1200s.. 9.00
10-gallon kegs, pine, 600s, full count.............. 2.75
10-gallon kegs, 300s 2.50
Sweet Pickles, 500s to 600s, 5 gal......per keg, 2.65
Sweet Pickles, 700s, 5 gal....... .... " 3.00
Sweet Pickles, 1,000s, 5 gal............... " 3.65
Sweet Pickles, 2,000s, 5 gal............... " 4.50
Chow-Chow, No. 1, 5 gal. kegs 1.95
Chow Chow, No. 2, 5 gallons 1.75
Chow and Mixed Pickles, 2 gal., per pail 1.00
Williams Bros.— Per Doz.
English Spiced Pickles, 8 oz., octagon (any assortment except onions........................ .85
English Spiced Onions, 8 oz., octagon .... .90
English Spiced Pickles, 10 oz., octagon...... .90
English Spiced Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart............... 3.00
Sweet Gherkins or Sweet Mixed, 32 oz., octagon 3.10
Highland Brand Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart... 2.35
Sweet Gherkins or Sweet Mixed, 32 oz., octagon 2.35

Crosse & Blackwell's:—

	Octagonal Style.			
Chow-Chow ... Gherkins........ Mixed Pickles Cauliflowers ... Piccalilli .... Walnuts......... Onions...........	Qts. Casks.	Pts. Casks.	Pts. Casks.	½-Pts. Casks.
	4 doz.	5 doz.	4 doz.	6 doz.
	5.75	3.25	3.50	2.10
	Smaller Quantities.			
	5.90	3.35	3.60	2.25

Chow-Chow, quarts, stone............................ 5.50
Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	2 doz. ½ Gal.	½ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

—43—

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:— Per gal.
Pure Apple Vinegar, Extra old, bbls.......... .16
" " " 40 grain, bbls... .... .15
Pure Cider, 40 grain .... .12
Pure Cider, 45 grain .... .15
Corson's Gold Seal Cider Vinegar, Pure Apple .14
White Wine, 90 degrees.................................. .20
Crown Brand Pure Cider Vinegar, qts., p. doz. .90
White Vinegar, Distilled, 40 grain................. .08
" " 45 " .... .09
" " Extra Strength...... .15
Crosse & Blackwell's........................per doz. 2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs.......................... .14¼
" 14–16 lbs.. .13½
" 10-12 lbs.................... .... .13½
Picnics, 6–8 lbs.. .09¾
N. Y. Shoulders, 10–12 lbs............................ .10
Dried Beef, sets (city smoked)........................ .13
" Tenders and Knucks................... .15
" Flats .... .11
" Air Dried, sets............................ .18
" " Tenders and Knucks.. .20
Jersey Pork, Butt...........................per bbl. 18.50
" Family .... " 19.50
Breakfast Bacon, rib in.................................... .14
" boneless .... .15
S. P. Bellies, 14-15 lbs.................................. .11½
Bologna, 25-lb. boxes.................................... .07
Boiled Boneless Ham...................................... .22
Beef Tongues, smoked, 5–6 lbs..........per doz. 10.00
Cooked Compressed Ham, 25-lb. boxes.......... .10½
Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ⅛-cent extra
John Bower & Co.—
Superior Honey-cured Hams, skinback....... .16½
" " " large .... .15½
" " " medium......... .15½
" " " small .... .15½
" " Breakfast Bacon ...... .15
" " " boneless .17
Beef, air-dried, regular sets........................ .18
" " insides and knuckles............ .20
Ham Bologna... .11
Beef " .... .11
Boiled Hams.. .25
Beef Tongues .... per doz. 21.00-12.00
Swift & Co.—
Premium brand Hams, 10 lb........................ .15½
Premium brand Hams, 12 lb .... .15
Premium brand Hams, 14 lb........................ .14½

—44—

Premium brand Hams, 16 lb......................... .14½
Premium brand Hams, 18 lb......................... .15
Premium brand skinned Hams, 18–20 lb...... .15¾
Premium brand boiled Hams, skinned, fatless .25
Premium brand Bacon.................................. .20
Premium brand Dried Beef, insides .... .20
Premium brand Beef Tongues, short cut...... .17
Winchester brand skinned Hams, all aver.... .15
Winchester brand Picnics............................ .10

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs......................	9¾	9⅛
Plain Tubs, 50 and 60 lb. cans............	9¾	9¼
10-lb. Tin Pails, 60 lbs.....................	10¾	9⅞
5 " "	10⅞	10
3 " "	11	10⅛

John Bower & Co.—
Pure Kettle Rendered, tierces.................... .11¼
" " tubs .... .11½
" " 3, 5 and 10-lb. cans. .12½
Swift & Co.—
Premium brand, tierces................................ .11¼
Silver Leaf brand, tierces... .... .10¼
Jewel, compound, tierces .... .09⅛
Cotosuet tierces... .09⅜

DRESSED MEATS.

City Dressed Beef— Per lb
Choice, native..c9 –.10
Common to fair, native..............................c7 –.c9
Western Dressed Beef—
Choice, native cattle...................................c9 –.10
Common to fair " ....07 –.09
City Dressed Veal—
Prime .... –.12
Good to choice.. –.11
Dressed Hogs—
Pigs .... –.c9½
Hogs, heavy... –.09½
" 180 lbs.. –.c9⅝
" 160 lbs.. –.09½
" 140 lbs.. –.c9½
Dressed Sheep and Lambs—
Lamb, Western, good................................. .12
Lamb, Western, culls................................. .09
Sheep, choice .... .09½
" medium .... .08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues.................................. .90-1.00
Cow Tongues... .75-1.00
Calf Heads, scalded .... .50–.75
Sweetbreads, veal.........................per pair .60–.90
" beef.........................per doz. 1.00
Calf Livers ....per lb. .20–.25

Grocer's Refrigerator

Every Grocer intends to own a

McCRAY REFRIGERATOR

some time. That time should be NOW. Another year without a McCRAY REFRIGERATOR means you are allowing a useless waste of ice and loss of goods to go on, thus cutting down your profits.

Did you ever consider how many customers you may be losing by selling them butter that they think "Don't taste just right?"

A McCRAY REFRIGERATOR keeps butter and milk sweet and pure. They are perfect refrigerators and will, in a short time, repay their cost through saving of butter and other provisions, and of ice. They are sold entirely on their merits.

McCRAY REFRIGERATORS ARE GUARANTEED

We also build coolers for Meat Markets, Hotels, Restaurants, etc.—in fact for any purpose.

We can here give you but a faint idea of the McCRAY REFRIGERATORS. Let us send you our catalog No. 64, showing our large line of grocers' boxes from which you can make a selection.

WRITE FOR OUR CATALOGS: No. 64 for Grocers, No. 57 for Meat Markets, No. 46 for Hotels, Restaurants, Public Institutions, etc., No. 81 for Residences.

McCRAY REFRIGERATOR CO., 602 Mill St., Kendallville, Ind.

PHILADELPHIA OFFICE, 206 South Eleventh Street

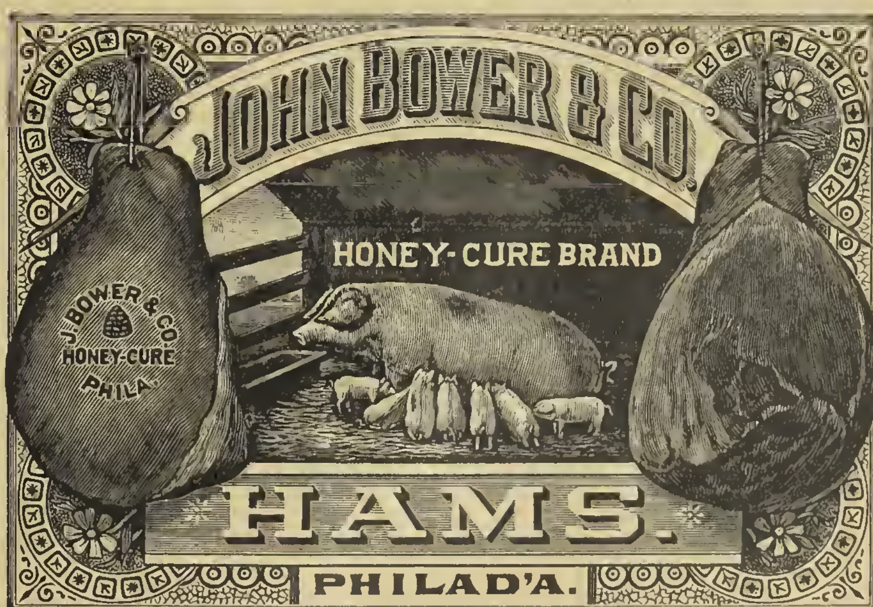
(ALSO BRANCHES IN MANY OTHER LARGE CITIES)

JOHN BOWER & CO.

GENERAL PROVISION DEALERS

ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND

Beef, Beef Tongues, Breakfast Bacon, etc. **HAMS** Pure Kettle-rendered LARD a Specialty

BOILED HAMS AND BEEF TONGUES

SUPERIOR AND FAIRMOUNT MINCE MEAT

U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

—45—

Beef Kidneys	per doz.	1.00
Beef Livers		.05
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.10
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.11
" " western		.11

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H.	.14 –.15
" Y. T.	.14 –.15
Old hens and toms	.14 –.15
Common to Good	.10 –.12
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.24 –.26
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.24 –.26
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.24 –.26
Western, 4 to 4½ lbs. to pair, fancy	.20 – 22
" 3 to 3½ lbs. to pair, fancy	.18 –.20
" fair to good	.16 –.18
Fowls—	
Western, fancy	.15½–.16
Heavy Roasters, 4 to 5 lbs	.20 –.22
Fair to good	–.18
Old cocks	.10 –.11
Western capons, fancy, frozen	
" " small, frozen	
Squabs—	Per doz.
Prime, large, ancy	3.50
Mixed	2.00–3.00
Dark	.80–1.25

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.18 –.20
Large Springers	.20 –.22
Fowls	.16 –.17
Roosters	–.11
Ducks	.13 –.15

POULTRY SEASONING.

Bell's Spiced Seasoning—

Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4 00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

SAUER KRAUT.

Extra Quality Long cut, 50-gal. tierces	
Extra Quality Long Cut, 15 gals., kegs	3.00
Compass, No. 3, cans, 2 doz	.82½

—46—

PLUM PUDDING.

Richardson & Robins:—

Individual Size, 2 doz. in case, ½ lb.	per doz.	1.00
No. 1, round conical, with key, 1 doz.	"	2.35
No. 2, " " 1 "	"	4.25
No. 3, " " ½ "	"	6.50
No. 4, " " ½ "	"	8.50
P. P. Sauce, 2 doz., No. 1	"	1.50

Atmore's Genuine English Plum Pudding—Seedless:—

Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ½ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz.
Assorted, No. 2, stone crocks	1.12½
Assorted, No. 32, jars	.90
Assorted, No. 5, toy pails	2.25
American, pure apple, tumblers, assorted slices	.87½
American, assorted, uncolored, No. 10, tumblers	.87½
Schimmel's, assorted, No. 10, tumblers	.77½
National, assorted, No. 10, tumblers	.67½
National, assorted, No. 6, tumblers	.45
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.11
National, 30-lb. pails	.07¼
Southwark, 30-lb. pails	.05¼
Vineyard, 30-lb. pails	.05⅜
Southwark, 5-lb. toy pails, ½ doz	3.60
Fruit Butters—	Per doz.
Apple, No. 2, stone crocks	1.12½
Apple, No. 32, jars	.90
Apple, Southwark, No. 3, tins	.95
Apple, No. 5, toy pails	2.25
Apple, 30-lb. pails ... per pail	.88
Apple, 20-lb. crocks ... per lb.	.06⅞
Apple, Schimmel's, 30-lb. pails ... per lb.	.05½
Peach, Plum, National, 30-lb. pails ... per lb.	.06¼
Prune, 30-lb. pails ... per lb.	.06¾
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.10
Vineyard, assorted, No. 16, jars	.88
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.65
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

—47—

Curtice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb.	per ca.	2.40
" " " ½-lb., "	"	2.60
" " " ¼-lb., "	"	2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.09
" Lump, bulk	"	.09
Butter Color, W. & R.	per doz.	2.00
Bluestone, bulk	per lb.	.09
Copperas	per lb	01¾
Camphor, gum, 1-oz. blocks	"	1 40
" Flakes, bbls	"	.02¼
" " less quantity	"	.02¾
" Tar Balls, bbls., 250 lbs.	"	.02½
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Chill Tonic	per doz	3.60
Epsom Salts	per lb.	.01½
" Bee Brand, ¼-lb. carton,	per doz.	.30
" " ½-lb.	" "	.40

—48—

Glauber Salts	per lb.		.01¾
Glue	"		.11
Goff's Cough Syrup, 25c. size	per doz.		1.75
Goff's Herb Bitters, 25c. size	"		1.75
Goff's Oil Liniment, 25c. size	"		1.75
Goff's Sarsaparilla, 50c. size	per doz.		3.50
Goff's Worm Syrup, 15c. size	"		1.20
Goff's Horse and Cattle Pwd., 15c. size	"		1.20
Goff's Dyspepsia Tablets, 10c. size	"		.75
Gum Arabic	per lb.		.55
Haarlem Oil	per doz.		.35
Licorice, P. & S., 5c. stick, Imported	"		.36
" M. & R., 5-lb. boxes	per lb.		.23
" " Lozenges, 5-lb. boxes,	"		.27
" Y. & S., " 5-lb. glass front,	"		
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"		.24
" Root	"		.11
Putty, 25-lb. cans	per 100 lbs.		1.60
" 50-lb. cans	"		1.55
Petroleum Jelly, screw top, 5-c. size	"		.35
" " 10.c. "	"		.75
Paris Green, 100-125-lb. kegs	per lb.		28½
" ¼-lb. packages	"		.32
" ½-lb. "	"		.31
" 1-lb. "	"		.30
Jamaica Ginger, Hires', flasks	per doz.		.90
Sewing Machine Oil, 3 oz	"		35
Rosin	per lb.		.04
Saltpetre, crystal, barrels, about 350 lbs.	"		05¾
" granulated, kegs, " 100 "	"		05¾
Sulphur, Flour, 175-lb. barrels	per 100 lbs.		2.45
" 100-lb. bags			2.25
" less quantity			.03½
Squills, Syrup, 1 oz	per doz.		.34
Syrup of Figs	per doz.		2.00
Venetian Red	per lb.		.02½
Whiting	"		.02
		1 oz.	2 oz.
Glycerine	per doz.	.37	.65
Laudanum	"	.45	.85
Paregoric	"	.35	.65
Peppermint	per doz.	.40	.58
Sweet Spirits Nitre	"	.40	.70
Sweet Oil	per doz.	.30	.40
Turpentine	"	.36	.45
Husband's Magnesia	per doz.		2.85
Bull's Cough Syrup	"		1.90
Roach Powder, Omega, 4-oz. cans			.80
" "	per gross		9.00

	Per Doz.	Per Gross
Roachsault, large	4.00	45.00
" medium	2.00	22.50
" small	.80	9.00

Iron Glue, McCormick & Co's:—

No. 5	.40
No. 10	75
Tube V	40

McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES
and the
"STAR" COFFEE MILLS
Electric Coffee Mills

For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also SHERER COUNTERS. WRITE FOR CATALOGUE.

MORGAN & CORNELL = 211 DUANE ST. NEW YORK

—49—

Reliable Brand—	10c. size.	25c. size.
Castoria, Dr. Pitcher		2.00
Castor Oil, tasteless	.80	2.00
Death-to-Pain	.80	2.00
Diarrhœa Cure	.80	2.00
Vermifuge	.80	2.00
Cough Cure	.80	2.00

W. F. Young's Veterinary Remedies, wholesale prices—	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—		Per doz.
Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00
Sauer's Flavoring Extracts:—		
No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen,	No. 25,	per doz.	2.00
" " " "	No. 2X,	"	.80
" " " "	No. X,	"	.45
" Lemon, " "	No. 25,	"	1.75
" " " "	No. 2X,	"	.80
" " " "	No. X,	"	.45

Ingersoll's Flavoring Extracts:—		
High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.75
" Lemon	"	.75
" assorted	"	.75
" small size	"	.45
Vanilla	per gal.	11.00
Lemon, 1 oz	per doz.	.80
" 2 oz	"	1.50
" 4 oz	"	3.00
"	per gal.	7.00

Orange, Almond, Peppermint, Wintergreen and Jamaica Ginger same price as Lemon.

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

Draught Cider—	Per gal.
Corson's Champagne	.18
" Dry Hard	.18
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅝
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅜
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07¼
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.05
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.
WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 30 10-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS TABLE SALT
PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

P. J. Ritter Conserve Co., ½ pts., 3 doz. cases		
" " pints, 2 "		
" " quarts, 1 "		
Campbell's ½ pints, 2 doz to case, per doz.		.87½
Durkee's, large, 1 doz	per doz.	4.00
" small, 2 doz	"	2.40
Schimmel's, small, 2 doz	per doz.	.87½
My Wife's, pints, 1 doz		2.30
" half-pints, 2 doz		1.35
Snider's Salad Dressing:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Luncheon, 3 doz	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.67½
Kegs, 150 lbs	per 100	85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell, ½pts., 2 dz.	per doz.	.77½
" " " pints,	"	1.40
North of England Sauce, ½ pints	per doz.	.77½
Chef Sauce, ½ pints, 2 doz	per doz.	.80
Snider's Chili Sauce:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

How to Answer Their Questions

Put a box of **I-V Washing Tablets** on your counter. They will be such a novelty that every woman who comes in will ask what they are and what they will do. Tell them this:—

1—They contain no acid of any sort.
2—They wash clothes without rubbing.
3—They make clothes beautifully white;
4—They can be used in hard water;
5—They take stains from table linen without any rubbing whatever.

Any one of these points would sell a package—just see the women's eyes glisten when you name them all.

I-V WASHING TABLET COMPANY, Inc.
251 North Front Street, Philadelphia, Pa.

—53—

SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown	.06
Caraway	.08	Mustard, Yellow	.05½
Celery	.10	Rape, per lb	.05⅝
Coriander, bleached	.06	Poppy, per lb	.09
Flax		Sunflower, per lb	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs	per keg	1.80
" bulk, 25-lb. boxes	per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes	"	.04⅝
Arm & Hammer bd., ¼'s, 36 lbs	per lb	.05⅝
" " " lbs., 36 "	"	.04⅞
" " " ½, ¼, 36 lbs	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04⅞

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz	1.50
Hires' Root Beer, Carbonated, 2 doz	.73
Hires' Ginger Ale, Carbonated, 2 doz	.73
Welchs Grape Juice, case quarts, 1 doz	4.50
" " " pints, 2 doz	4.75
" " " ½-pints, 3 doz	4.25
" " " 3-ounce, 8 doz	6.00
" " " ½-gallons, 1 doz	8.00
" " " gallons, 6 gal	7.50

5 per cent. discount on 5 case lots.

Clicquot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz	2.10
Sarsaparilla, extra quality, pints, 2 doz	2.10
Blood Orange, extra quality, pints, 2 doz	2.10
Birch Beer, extra quality, pints, 2 doz	2.10
Lemon Soda, extra quality, 2 doz	2.10
Root Beer, extra quality, pints, 2 doz	2.10

POLISHING AND CLEANING COMPOUNDS.

Bon Ami, 10-cent size	per gross	2.50
Electro Silicon, 1 doz	per doz.	.72
Putz Liquid, large, 3 doz	per gross,	16.50
Putz Liquid, large, 3 doz	per doz.	1.45
Putz Liquid, small	per gross,	7.00
Putz Liquid, small	per doz.	.60
Putz Paste, large	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No 2, pint cans	"	32.00
No. 3, quart cans	per doz.	4.50
No. 4, half-gallon cans	"	7.50
No. 5, gallon cans	"	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs ... per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.40
Acorn	120	2.70
Ark	100	1.72½
American	72	2.80
Bee	100	3.85
Best, Babbitt	100	3.70
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	100	4.25
Brown	60	2.40
Borax, Dreydopple	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	4.00
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.60
Cygnet	100	4.00
Doobins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.75
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.50
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	4.00
Magic Cleaner	100	3.00
Marseilles, laundry size	100	6.00
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	3.85
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

—55—

Oleine, Conway's	60	2.90
" Golden	60	2.55
" Eavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2.30
" Philadelphia, 1 lb.	60	2.90
" " 14 oz.	60	2.65
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	3.05
" tubs	150	4.40
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.70
Star	100	3.50
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.40
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr. Rauh's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.70
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes	per box	2.70
" 6 oz., 100 packages	"	2.65
" 8-oz. packs	"	2.70

—56—

Soapine, 7 oz., 100 packs	2.37½
" 12 " "	3.90
" 17 " 36 packs ... per box	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.20
Finola, 100 packages	3.60
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.20
Young's Pearl Borax, 60 1-lb. packages	3.60
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz ... per doz.	43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85

SPECIALTIES.

Anker's Bouillon Capsules ... 3.00

PURE GROUND SPICES.

	Bbls.	Boxes.	Cans.
Pepper—			
Black, High Grade	18½	.19½	.21½
Black, Low Grade	.14	.15	.17
White, High Grade	....	.32	.34
White, Low Grade	....	.23	.25
Cayenne, High Grade	....	.21	.23
Cayenne, Low Grade	....	16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.31	.32	.34
Low Grade	.24	.25	.26
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade	....	.78	.80
Nutmegs—			
High Grade	....	.35	.37
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—		Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice	⅛ lb.	.40
	¼ lb.	.75
Banquet Brand—		
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice	⅛ lb.	.40
	¼ lb.	.75

DO YOU HAVE { A Delivery Wagon? A Telephone? A Cash Register?

These are secondary considerations nowadays. The essential thing is MODERN FIXTURES—to **display** and **sell goods.** You cannot have this without

Walker Bins

A catalog telling all about them will be mailed on request.

WALKER PATENT PIVOTED BIN CO.
24 South Seventh Street, Philadelphia, Pa.

"As Good as the 'J. M.'"

No delivery wagon built is as good as the "J. M.," though many are said to be. The makers of other wagons do the best they can, but they haven't our facilities.

The "J. M." wagon is the handsomest, longest-lived delivery wagon on the market. No other wagon manufacturer we ever knew rejected everything but second-growth hickory for wheels, as we do.

Write for our catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz	per doz.	.45
Dime size, 2 and 4 doz	"	.85
¼ lb. net, tins, 2 and 4 doz	"	1.00
½ " 2 doz	"	1.90
1 " 1 doz	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.

	Per doz.
Campbell's, jar, 2 doz	.87½
Gulden's, No. 6, with spoon, 2 doz	.95
Gulden's, No. 20, with spoon, 2 doz	.88
Gulden's Mustard and Horseradish, 2 doz	.85
Beer Mug, fancy, large size, 2 doz	.65
Lemonade Glass, tall, 2 doz	.67½
Horseradish and Mustard, 8 oz., with spoon, 2 doz	.90
Milk Jar, glass top, 2 doz	.85
Water Tumblers, glass, 10 oz., 4 doz	.37½

WHOLE SPICES.

	Per lb.
Pepper, Black	.10
Allspice	.07
Cloves	.18
Mace	.48
Nutmegs, 80's	.24
" 110's	.17
Cinnamon Bark, China	.13
" Canton	.13
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.75
Green Ginger Root	
Whole Mixed Spices, bulk, 6-lb. boxes	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		.04⅝
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb, "		.06⅝

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03½
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05½
" Linen Gloss, 3-lb. cartons	.04⅜
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅝
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03½
" 1 lb. packages, 48 lbs	.04¾
" 3-lb. cartons, 48 lbs	04⅜
" 6-lb. boxes	.05½
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages ... per package	.08
Starch Polish, 20 cakes ... per box	.50

STOVE POLISH.

		Per gro
Enameline Paste, small, ¼ gross		4.00
Enameline Paste, large, ¼ gross		7.00
Enameline, Liquid, large, ¼ gross		6.65
Enameline, Liquid, small, ¼ gross		4.90
Electric Paste, ½ gross boxes		4.20
Magic Paste, ¼ gross boxes		4.75
Parlor Pride, large size	per doz.	.87½
" "	per gross	10.25
" small size	per doz.	.70
Climax Enamel ¼ gro	per gross	9.40
Black Jack, ¼ gross, per gross		6.60
Rising Sun	per gro.	5.75
Sun Paste, 5-cent size	"	4.50
" 10-cent size	"	7.20

—59—

X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ½ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼ gross	2.25
Per box of ½ gross	4.50
Per gross	9.00

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¾
McAllister, 36 packs	"	.05⅜
Rosensteins, 1lb. pkgs., 2 doz	per lb.	.05½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz	per doz.	.35
Red, quarts, 3 doz	"	.70
Silver, pints, 3 doz	"	.35
" quarts, 3 doz	"	.70
Bath Brick, 25 bricks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz	per ooz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ½ gross case, assorted, 6, 8, 10's	per case	.90
Carpet Tacks, Silver Steel, 4 oz	per doz.	.06½
6 oz	"	.07
8 oz	"	.07½
10 oz	"	.08½
12 oz	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.09
No. 11, steel	per doz.	.09½
No. 12, steel	per doz.	.12
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather, cut into taps, 6 inches high		1.50
5½ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.90
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb	per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80
Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb	"	.09
Best Jute Plow Line, 8 yds. to lb	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines, 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 610	.52
Fancy, No. 626	50
Strictly Prime, No. 627	.38
Good, No. 635	.29
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 621	.34
Choice, No. 576	
Prime, No. 638	.26

PORTO RICO MOLASSES

Extra Fancy Ponce, No. 637, new crop	38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery	2.50
Five A, for confectionery	2.60

REFINED MOLASSES AND SYRUPS.

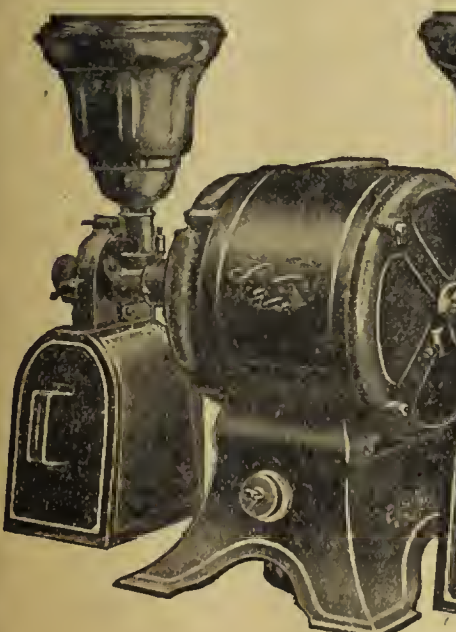
Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	.90
1 " case	"	.92½
Karo, 10 cent size, 2 doz	per doz.	.85
Karo, 25 cent size, 1 doz		2.20

HENRY TROEMNER'S
Electric Coffee Mills

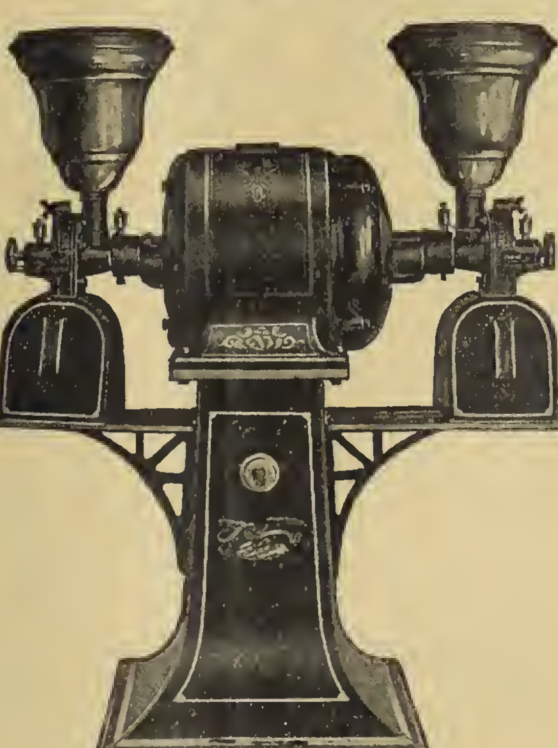
ARE THE FAVORITE MILLS

SAVING DOLLARS AND LABOR

THEY ARE FOOL PROOF



No. 192 MILL



No. 192 P MILL

WRITE FOR PRICE LIST

HENRY TROEMNER

PHILADELPHIA, PA., U. S. A.

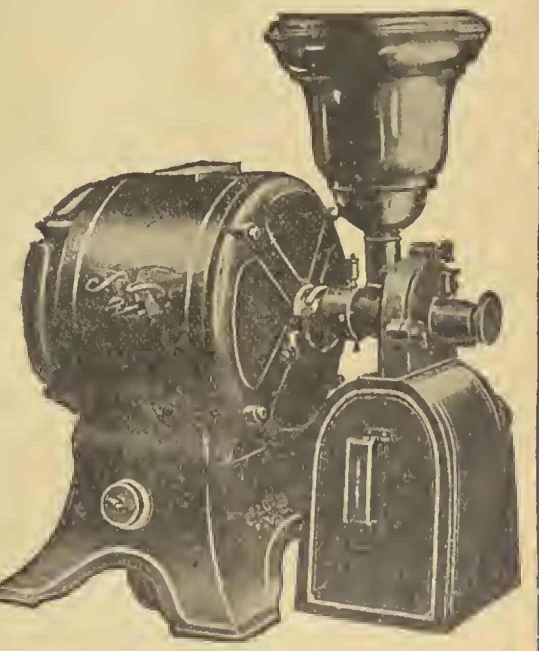
No. 911 ARCH STREET

ESTABLISHED 1840

Illustrations show mills fitted with direct-current motors; made also for alternating-current services.

Don't be talked into buying something "as good." There's nothing like or as good.

TROEMNER'S IS UNEQUALED



No. 19 MILL

—61—

Banner, in jars, compound	per doz.	.97½
White Clover, in jars, compound	"	.92½
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00
Maplecane, 2 doz. 2½-lb. cans	per case	3.80

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jackot cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, 3 string, split handles	2.50
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.40
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118, Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.65
O. G., 3 electric hoops	1.80
Clear, 2 hoop	1.60
Clear, 3 hoop	1.70
Electric Cedar, 2 hoop	2.15
Electric Cedar, 3 hoop	2.35
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	1.55
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.25
2, Wire ends	1.45
3, Wire ends	1.65
5, Wire ends	
Picnic Plates, 8 inch	2.40
Picnic Plates, 9 inch	2 65

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.

Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 3 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.25
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.	Per lb
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.33
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39
Brown-Holland Pipe Tobacco, 2½-lb. cartons, 2½-oz. packages	1.10

YEAST CAKES.

Compressed, per doz.	.18
Magic, 1¼ doz. packages, per box,	.58
Yeast Foam, 1½ doz, per box	.58

FLOTO'S ESSENCE

TO USE WITH

COFFEE

No. 1. All Tin Cans
No. 2. Combination Cans
No. 3. Cardboard Cans

FLOTO'S KOENIG'S **CHICORY**

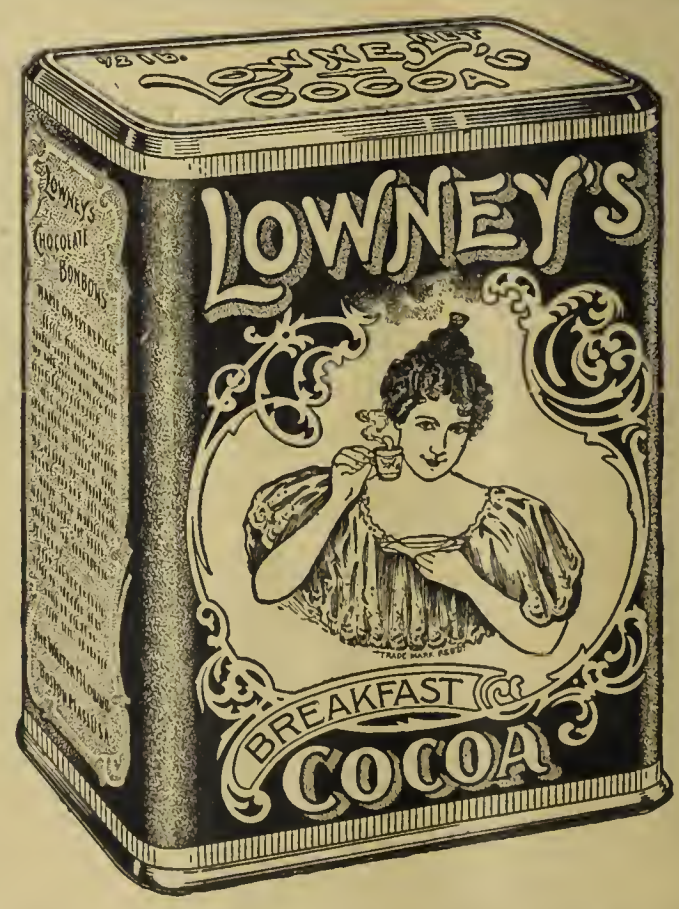
IN ROLLS—5 and 2½ to set

MANUFACTURED BY

GEO. FLOTO'S SONS

136 UNION AVENUE

Factory, 1, 3, 5, 7 and 9 Devoe St. Brooklyn, New York



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

The **Walter M. Lowney Company**

447 Commercial Street, Boston, Mass.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLIV. PHILADELPHIA AND NEW YORK, AUGUST 12, 1907. NO. 7.

Contents.

PAGE

Only Seventeen Grocery Stores Out of Four Hundred and Eighty-one Conducted in Excellent Condition 8
Pennsylvania Association News Scarce.. 8
Dried Fruit Conditions Greatly Upset ... 9
Never Said Grocers Were Thieves 10
Philadelphia Firm Gets Millbourne Mills, 10
Tomato Pack Promises Heavy 10
Heart-to-Heart Talks with Grocery Clerks 11
Editorial 12
Whose Is the Business?
The Oil Trust's Sharp Stress.
Tobacco Trust, Liar.
Scarcity of Large Peas a Complication... 12
What Food Manufacturers Must Tell Federal Food Inspectors 13
Association News 13
The New York Letter 14
The Grocery Markets 16
Market Notes 18
Among the Trade 18
Apple Crop Looks Small 18
Useful Facts About Groceries 18
The Science of Advertising 19
Another Fruit Concern Needs No Preservatives 19
The Stroller's Column (Contributed) 20
Twenty-four Out of a Thousand.
Failures for July, 1907 22
Two-Minute Sermons for the Retail Grocer 22
Window Dressing for Grocers 27
Correspondence 28
Sugar Refiners Abandon Bluing of Sugar 28
Want Department 31
Baltimore Prices-Current 33
New York Price-List 34
"Grocery World" Prices-Current 35

Index to Advertisements.

PAGE

"Advertising World" 22
American Hominy Co. 21
Anker's Bouillon Capsules 27
Arbuckle Bros. 4
Atmore & Son 44
Baker, W. H. ..... Cover 4
Baker & Co., Limited, Walter 11
Baltimore Manufacturers' Advertising Association 6
Barber & Perkins 10
Beardsley's Sons, J. W. 5
Bell Co., The William G. 20
Bell & Sons, Samuel 41
Bishop, R. W. 22
Blooker's Cocoa 22
Borden Condensed Milk Co. 39
Bower & Co., John 45
Bown Bros. 36
Bradstreet System, The 31
Brown & Co., P. F. 4
Buckley, Elton J. 8
Burk, Louis 17
Butler Brothers 13
Central Egg Carrier Company ..... Cover 3
Clicquot Club Co. 41
Computing Scale Co. 46
Consolidated Law Association, Inc., The, 50
Cowan & Sons, H. 36
Crescent Mfg. Co. 16
Croft & Allen Co. 38
Daetwyler & Co., R. 32
Dilliard Remedy Co. 32
Dixon Crucible Co., Jos. ..... Cover 1
Enterprise Mfg. Co. of Pa., The 43
Esterbrook Steel Pen Co., The ..... Cover 4
Exton & Co., A. 29
Fallin & Co., Ira S. 45
Fell Manufacturing Co., E. C. ..... Cover 2
Fischer & Co., B. 11
Fleischmann's Yeast 32
Flesch, J. A. 47
Flodon Manufacturing Co. 3
Forbes, J P. 16
Franklin Sugar Refining Co. ..... Cover 1
Freihofer Vienna Baking Company 5
Fulton & Walker Co. 48
German-American Coffee Co. 5
Gold Medal Flour 41
Grocers' Printing Co. 31
Hagan & Co., Arthur 40
Harding & Co., E. E. 16
Hill, C. V. 40
Hires Condensed Milk Co. ..... Cover 4
Holland Rusk Co. 45
Hooton Cocoa and Chocolate Co. 40
Indexed Coupon Books. 16
Kellogg & Sons, H. 22, 42
Kingsbury, H. P. D. 45
Kirk, Foster & Co. 30
Lamson Consolidated Store Service Co., 37
Lautz Bros. & Co. ..... Cover 2
Levering Coffee Co., The 27
Loughery & Co., Jas. J. 20
Lutz & Schramm Co. 42
Maher's Veterinary Hospital, Dr... Cover 1
Martindale & Co., Thos. 36
Mentor Cigarette Co. 40
McCahan Sugar Refining Co., The W. J., Cover 3
McCaskey Register Co., The 38
Miller & Co., Chas. C. 39
Mince Meat 44
Moneyweight Scale Co., The 46
Natural Food Co., The 50
Paper Canister Mfg. Co. 42
Philadelphia Electric Co., The 15
Piqua Bracket Co. ..... Cover 2
Porcela Co., The 4
Quaker City Preserve Co. 31
Rae's Lucca Oil 42
Ralston Purina Mills. 39
Righter, W. H. 32
Ritter Conserve Co., Philip J. 37
Royal Milling Co. 41
Royal Specialty Co. 27
Sauer Co., C. F. ..... Cover 4
Scott & Co., Inc., John 9
Shafer Co., Jacob C. 27
Shane Bros. Co. 16
Shinn & Kirk 19
Snider Preserve Co., The T. A. 4
Standard Cash Register Co. 22
Stickney & Poor Spice Co. 36
Strasbaugh, Silver & Co. 19
Sulpho-Napthol Co., The 44
Swift & Co. 15
Tongue & Bros., R. E. 15
Troemner, Henry 49
Wagner Co., Martin 32
Walker Patent Pivoted Bin Co. 48
Washburn-Crosby Co. 41
Weber & Loesch 22
Whittemore, Bros. & Co. ..... Cover 2
Wilde's Sons Co., Samuel ..... Cover 3
Williams Bros. Co., The 47
Williams, R. S. 41
Young, P. D. F., W. F. 31
Young & Co., Chas. W. 5
Zimmerman Co., M. 22

Only Seventeen Grocery Stores Out of Four Hundred and Eighty-one Conducted in Excellent Condition

So Says the Indiana Board of Health After Examination. One Hundred and Seventy Were Good and the Balance from Fair to Bad. Extracts from Pure Food Report for Indiana. A Stab at Dirty Stores. Summary of State Chemist's Work.

A statement just issued by the Indiana State Board of Health, which enforces the food laws of the State of Indiana, is an interesting commentary upon the retail grocery business, as it is conducted within the State named, particularly that part of the report which reports the physical condition of the stores visited.

The "Grocery World" has taken a few extracts from the Indiana report and here presents them:—

> The results of the analyses of food samples indicates a greatly changed condition of affairs in the last few months. Not only has the percentage of adulteration dropped perceptibly, but it is becoming more and more difficult to find samples that may even be suspected of being impure. This condition is largely attributable to the passage of the Federal Food Law, which has compelled manufacturers to eliminate impure goods from all shipments intended for interstate trade.
>
> * * *
>
> In many instances business methods have undergone marked changes; manufacturers have had to discard formulæ that have been in use for years, and to install new machinery and apparatus. This is especially true in the case of abattoirs and the smaller slaughter-houses, many of which have been conducted in a careless and unsanitary manner.
>
> * * *
>
> Following instructions to inspectors in regard to sanitary conditions, 56 cities and towns have already been visited and 1,387 business places have been examined. Out of 481 grocery stores, 17 were found to be in an excellent condition; 170 were good, 229 fair, 52 poor and 13 bad. The places reported as being in poor or bad condition were usually unclean or poorly lighted and ventilated. Of the 302 meat markets inspected, 6 were in excellent condition, 90 good, 165 fair, 23 poor and 18 bad. The meat shops were usually condemned as being poor or bad because of unclean conditions and foul refrigerators. The drug stores, 220 of which were inspected, are on the whole kept in a much better condition than are the grocery stores and meat markets. Eleven were in excellent shape, 122 good, 78 fair, 9 poor, while none were so managed that they were reported as bad. One hundred and thirty bakeries and candy shops were inspected and 4 found to be in excellent condition, 50 good, 51 fair, 19 poor and 6 bad. The bake shops were usually condemned because of unclean conditions; a few were poorly lighted and badly ventilated. Of the 189 hotels and restaurants examined, 9 were in excellent condition, 67 good, 67 fair, 39 poor and 7 bad.
>
> In all of our larger cities, especially in those sections where the foreign population lives, much of the food supply as well as the fruit and candies are sold from stalls and push-carts in the streets. These stocks of goods are rarely protected from dust and filth and every wind that blows deposits its quota of germ-laden dirt on some article designed as food. Food products can not be clean if they are made in dirty shops, displayed in dirty stores, sold by dirty men. They may comply with recognized standards of purity, that is, they may be properly labeled, of full weight, and made from the genuine article, but although they are passed as "inspected," they are not wholesome and should not be sold. The grocery store or market is the distributing agent of the food manufacturer. It is probable that 95 per cent. of our food passes through the hands of the grocer or meat man. The prosperous merchant is usually awake to the fact that his business will suffer if his shop is not attractive, and his stock fresh. But in every community there are some dealers whose meat blocks are unclean and covered with flies, whose refrigerators are slimy and foul smelling, whose back rooms are filled with accumulated filth, whose cellars are damp and dirty, whose dried fruit is wormy, whose fruit and vegetables are decayed, and whose cat sleeps in the cracker barrel.

The report contains several adverse reports on well-known food products by Indiana State chemists. Among these are the following:—

> Tip Top Corn, packed by the Grafton-Johnson Co. "Adulterated with saccharine."
>
> Strawberry Fruit Flavor, packed by the Zipp Manufacturing Co., Cleveland, Ohio. "Contains benzoic acid. Adulterated; not an extract."
>
> Chili Sauce, packed by the Tip Top Ketchup Co., Cincinnati. "Adulterated; starch present."
>
> Tomato Catsup, packed by Alameda Packing Co. "Coal-tar dye. Adulterated, starch and salicylic acid."
>
> Tomato Ketchup, packed by Van Camp Packing Co., Indianapolis, Ind. "Adulterated, salicylic acid."

The following interesting summary of reports also appears, showing the exact proportion of adulteration in all the food products examined:—

	Pure.	Adulterated.
Beverages	8	1
Canned vegetables	7	3
Catsups	0	5
Cocoa products	2	0
Fish products	1	0
Flavoring extracts—		
Lemon	16	11
Vanilla	5	1
Miscellaneous	3	2
Fruit butters	4	0
Honey	4	0
Lard	16	6
Leavening agents—		
Baking powder	2	0
Bicarbonate soda	1	0
Cream tartar	15	0
Maple products—		
Maple sugar	10	15
Maple syrup	11	2
Meat products—		
Bologna	4	0
Boneless ham	0	1
Hamburger steak	10	1
Sausage	37	0
Wienerwurst	5	0
Miscellaneous	7	0
Milk products—		
Butter	30	6
Cheese	1	0
Cream	0	4
Condensed milk	5	0
Ice cream	12	20
Milk	172	17
Miscellaneous	3	0
Molasses—		
Sorghum	1	0
Syrup	1	3
Olive oil	21	1
Preserved fruits, jellies and jams	9	2
Spices—		
Allspice	27	1
Black pepper	40	1
Cayenne	5	0
Cinnamon	33	0
Cloves	16	1
Ginger	8	0
Nutmeg	2	0
Mace	1	0
Mustard	8	0
White pepper	2	0
Spirituous liquors—		
Brandy	1	0
Whisky	0	2
Vinegar—		
Cider	19	15
Grain	3	0
Miscellaneous food products	15	0
	604	120

Big Increase in Fruit and Nut Production.

Fruits and nuts of domestic production are supplying a rapidly increasing share of American consumption of those classes of commodities, and in certain articles, notably raisins, prunes and oranges, the home product has practically excluded that of foreign origin. A compilation recently made by the Bureau of Statistics of the Department of Commerce and Labor strikingly illustrates the improved position of the United States during the past twenty years with reference to its ability to supply home demand for fruits and nuts. Twenty years ago the importations of fruits and nuts amounted in value to 20⅔ million dollars, while domestic exportations thereof were but 2⅔ millions, purchases of the foreign product being thus over seven times as much as sales to foreign countries. In the fiscal year just ended importations were about 35 millions and exportations 17¼ millions, American sales abroad of home-produced fruits and nuts being thus practically one-half as much as purchases of the foreign product. In the period from 1887 to 1907 imports of fruits and nuts have increased but 80 per cent., while exports of the domestic product have increased about 540 per cent.

Pennsylvania Association News Scarce.

State Secretary Howes Has But Few Items to Contribute. More Convention Delegates.

Special correspondence of "Grocery World."

Erie, Pa., Aug. 9, 1907.

Our 133d affiliation is the Beaver Valley Retail Merchants' Association. This association was organized April 4, 1907, and has the following officers: President, Garrett T. Bentle; vice-president, Jos. J. Zimmerman; secretary, James W. Doncaster; treasurer, A. K. Wilson.

The Pitcairn Board of Trade and Merchants' Association will be represented at York by E. J. Lesher.

George L. Dobie has been selected as the successor of W. H. Thomas, secretary of the Bradford Grocers' Association.

South Sharon will be represented at York convention by George Welker, of Wheatland, and A. Zuschlag, secretary.

The Beaver Valley Retail Merchants' Association establishes an innovation in having a partnership for secretaries. Mould and Doncaster are the efficient officials.

J. W. Throop will go as alternate for L. H. Russell who is unable to represent the Erie Business Men's Exchange at York.

W. J. Willert, manager for the Erie Wholesale Grocery Co. will attend as second delegate for the Erie Retail Grocers' Association.

A. M. Howes,
State Secretary.

New-crop apples from near-by points range from 40 cents to $1 and the demand is fair.

ELTON J. BUCKLEY
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COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

Dried Fruit Conditions Greatly Upset

Wholesale Grocers Who Have Future Contracts Want Packers to Deliver Goods Covered Thereby and Guarantee Them: Packers Forbidden by Federal Government to Guarantee Fruits Containing as Much Sulphur as Practically All This Year's Pack Does. Jobbers Demand Both Goods and Guarantee, but Cannot Have Both.

The question what is to be done with California dried fruits of the present pack which have been bleached with a larger amount of sulphur than the Federal officials permit to be used is arousing the trade to considerable discussion. The important phase of the question is the effect of present conditions upon future delivery contracts which comprehend heavy sales of new dried fruits, none of which have been shipped as yet. It is believed that every pound of dried fruits covered by these contracts contains more than 35-1,000 of 1 per cent., which is the most sulphur that the Government says can be used. This is particularly the case with evaporated peaches and Ruby prunes. The jobbing trade are uncertain as to what to do under their contracts. The packers will deliver the goods, but they are forbidden by the Government to give a guarantee of conformity with the law, and the jobbers are afraid to handle the goods without the guarantee. In other words, the jobber wants the goods, and he wants the guarantee, but under the Federal ruling he cannot have both. Some jobbers are disposed to insist that the packer keep to his contract and deliver goods which will not only be in every particular the goods contracted for, but which will be also legal. How both conditions can be united in the same goods can hardly be seen. It looks to the "Grocery World" as if both the wholesale and retail grocer would be compelled to sell dried fruits without a guarantee this year. This will probably mean no risk, however, since the Federal food authorities have given interested parties to understand that no prosecutions will be brought this year against dried fruits, no matter how much sulphur they contain, provided the amount is not grossly excessive.

To those not posted on the reason for using sulphur in dried fruits, it may be illuminating to explain that in drying fruits whose pulp is of light color—apricots, pears, apples and peaches—it is the universal custom to expose them for a short time to the fumes of burning sulphur in order to prevent decay and discoloration. All such fruits when exposed to the air rapidly oxodize and turn dark. The sulphur fumes stop that process and preserve the natural color. It is, of course, possible to continue this process until the fruit becomes so impregnated with sulphur as to be unfit for human consumption. It may be safely said that this is never purposely done. Sulphur costs money and fruit growers do not waste it to no purpose. It is always an object to push the work and get the fruit out of the bleaching house as fast as possible.

In defense of their action the packers contend that the consuming public demands that these dried fruits shall be of light color, and will not buy or eat them in important quantities if they are not light-colored. This industry, the world over, is based on the practice of the moderate bleaching of dried apples, pears, peaches, apricots and some varieties of dried grapes.

To Buy Water Glass.

Williamsburg, Pa.,
Aug. 2, 1907.

Editor "Grocery World."

Dear Sir:—Kindly let me know where I can purchase the pure water glass or soluble glass such as is required to preserve eggs, as per article in your paper of July 22, 1907.

Thanking you in advance, I remain,

Yours truly,
H. S. GURD.

Any wholesale drug or chemical house can supply this.

Snider's Catsup has been before the public twenty-five years. A product cannot achieve continued success without genuine merit and popular favor. Snider's Catsup enjoys both.

STATE HOUSE

CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

Never Said Grocers Were Thieves

New York State Superintendent of Weights and Measures Writes the "Grocery World" That He Never Said as Quoted in Philadelphia "North American," That New York State Grocers Were Robbing the Public of $20,000,000 a Year. Exonerates the Grocer from Many Short-weight Frauds.

The Philadelphia "North American" one day last week published a brief dispatch from Albany, N. Y., quoting the State Superintendent of Weights and Measures as having stated that the retail grocers of New York State were robbing the public of $20,000,000 every year through short weights and measures.

This statement was so astounding that in spite of the fact that it appeared in the "North American" and was therefore of doubtful authenticity, the "Grocery World" wrote the New York State Superintendent for verification. His answer confirms the "Grocery World's" opinion and proves to be another misrepresentation on the part of the "North American." The letter follows:—

Albany, N. Y., August 3, 1907.

Mr. E. J. Buckley,
Editor of the "Grocery World,"
Philadelphia, Pa.

Dear Sir:—Yours of the 1st inst. has been received. The quotation to which you allude is not correct. What I did say and firmly believe, based upon investigations which I have made for the last three or four years, that by short weighting and measuring of the commodities in this State, whether they be groceries, meats, dairy products, dry goods, canned goods, carton goods, the people are losing at least twenty million dollars ($20,000,000) annually on a basis that they should receive what they are told or what they assume they receive. In short, a great many weights and measures are fraudulent not on account of the dishonesty of the merchant, but on account of the ignorance on his part, or the lack of inspection which the government, municipal or State, should exercise. Every honest merchant thoroughly approves of a rigorous inspection of his weighing or measuring devices because he desires to give his customers what they pay for and what they are supposed to get.

If at any time I can be of any assistance to the "Grocery World," or to any grocers', butchers' or any merchants' association, I will do everything in my power to lend my aid. If I have not made myself clear at any time, I shall be pleased to answer any inquiries.

Yours very truly,
F. Reichmann.

Philadelphia Firm Gets Millbourne Mills.

Shane Bros. Co., of "King Midas" Flour, Will Operate the Plant After Improvements.

The plant of Millbourne Mills Co., Sixty-third and Market streets, Philadelphia, has been secured by Shane Brothers' Co., Philadelphia, who have for several years been identified with the sale of "King Midas" flour, which they advertise as "the highest priced flour in America."

It is proposed to install additional machinery of the latest type. The two Millbourne brands, "Millbourne" and "Ontop," will be continued, and the entire local organization of salesmen will continue their sale in this market under the direction of R. S. Dewees. The improvements contemplated can be made without interrupting the operation of the plant, and Shane Brothers' Co. announce that "Millbourne" and "Ontop" will be ready for delivery within a week.

The negotiations for the property were conducted by representatives of a Minneapolis mill on behalf of Shane Brothers' Co., and the mills, which have been a landmark in West Philadelphia, will from now on be operated by local capital. The terms of the lease call for the immediate expenditure of $15,000 for improvements.

Tomato Pack Promises Heavy.

Opinion General That If Weather Holds, All Sections Will Pack Largely. Canners Already Buying in Wholesale Green Markets.

All authorities on the tomato situation seem to agree that if the present favorable weather holds there is going to be a heavy crop and a heavy pack in all sections. The canners are already buying fruit in the wholesale markets, at a price around 25 cents per basket, which indicates a large available supply.

New tomatoes are now being

NEW NORWAY NEW IRISH MACKEREL

New Summer-caught Norway Mackerel, good quality and elegant color fish, 290 to 320 count	per bbl.,	$15.50
Half-bbls.	per ½-bbl.,	8.35
50-lb. blue painted tubs (¼-bbls.)	per tub,	4.32
New Summer-caught Norway Mackerel, good quality and elegant color fish, 330 to 350 fish	per bbl.,	15.25
Half-bbls.	per ½-bbl.,	8.23
50-lb. blue painted tubs (¼-bbls.)	per tub,	4.26
10-lb. pails	per pail,	.95
8-lb. pails	per pail,	.80
New Irish Mackerel, 300 to 330 fish	per bbl.,	14.50
Half-bbls.	per ½-bbl.,	7.85
50-lb. blue painted tubs (¼-bbls.)	per tub.,	4.08
New Irish Mackerel, 360 to 390 fish	per bbl.,	14.25
Half-bbls	per ½-bbl.,	7.73
50-lb. blue painted tubs (¼-bbls.)	per tub,	4.00
10-lb. pails	per pail,	.87½
8-lb. pails	per pail,	.72½

Original barrels containing all overweight. We pack all our own Mackerel in less quantities than barrels, and guarantee full weight and satisfaction in quality.

We are heavy importers of Norway Mackerel, and the above are late shipments just in. If you are not buying Mackerel from us give us a trial order. We can save you money on them, as a careful comparison of our prices will show.

These Prices for This Week Only—August 12th to 17th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street, 28 N. Delaware Avenue **Phila., Pa.**

packed in Baltimore and are offered at 87½ cents for 3 pounds, f. o. b. Baltimore. The quality does not make them a particularly good purchase, and as a result sales have been extremely few. The trade are not interested, since if the pack is to be as large as everybody expects, the price will very soon drop.

Naturally the pack is in the hands of the weather, but it is practically certain that if the weather holds the supply during the season of 1907-08 will be heavy.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—Ed.]

IV.

LITTLE THINGS.

Never walk over a paper bag. The man that can do that shows lack of training as well as a lazy indifference to the simplest kind of economy.

Let no one in our employ be guilty of such a misdemeanor.

Be careful you don't use a 5-pound bag for 3 pounds of sugar or a 14-pound bag for 4 quarts of beans. It's an awful reflection on the management and goes a long way toward putting a value upon your efficiency as a clerk to be habitually guilty of such wastefulness.

Don't roll an 8 x 10 bundle in three yards of paper. It's an insult to the customer. Study neatness. It's an asset.

When you wrap up a bottle of catsup or a bottle of anything don't squeeze the paper tightly around the neck. It isn't polite. When you hand a check to the customer for payment point to the cashier's desk and say "thank you."

Avoid the use of the words "anything else to-day"? Instead, "what next, Madam."

If it's a good size bundle hitch a handle to it. Don't sprawl over the counter when you're taking an order. It's lazy looking and is in poor taste.

Never show a bottle or package to the customer that is dusty or fly-specked. See that every yeast cake you sell is put in a yeast cake envelope.

A piece of meat must not be placed on the scale without first laying it on paper. Drop your cheese into a bag after wrapping unless it is to be delivered. Don't throw round flat biscuits into a bag. Pack them in. Don't "let on" if you're not feeling well. Keep your hands clean. Look out for a tobacco breath. If she's a crank feel proud that you're the one that sells her goods. Keep a memorandum of names and addresses. Many a customer will get a surprise at your memory and your interest in them. Fix faces in your mind. Especially those of good buyers.

"Hope the last order you gave me, Mrs. ——— was satisfactory." That's a good remark.

Wipe the counter often.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa

Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are Absolutely Pure—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.

The Dog May Bite

Honestly, you will be much more likely to succeed by pushing **Hotel Astor Coffee** than by pushing a blend of your own.

We have been in coffee blending for many years. Obviously, we must know more about it than you do. And then **Hotel Astor Coffee** has been tried on the dog—the hardest dog to please in the United States—the patrons of the most exclusive hotels of New York City. The dog pronounced it good at once, and with the stamp of weighty approval upon it we offer it to you.

When you blend your own coffee the dog you try it on is your own customers—that's risky; the dog may bite.

A perfect blend of superfine coffee. For the very finest trade.

B. Fischer & Co.

190 Franklin Street, New York

31 S. Front Street, Philadelphia

Grocery World

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Whose Is the Business?

In another column is briefly reported a lawsuit brought in Wheeling, W. Va., by the W. F. Davidson Co., wholesale grocers of Steubenville, Ohio, to restrain one J. H. Mosel, a salesman, from entering the employ of McGowan Bros., another firm of jobbers. The ground for the action has few if any precedents in the grocery line. Mosel was formerly the Davidson Co's salesman and while in their employ built up *for them* a large and profitable business. Later he went to McGowan Brothers, and took with him the large and profitable business which the Davidson Co. had thought was their own. Thereupon the latter brought suit against Mosel for injunction and got it.

This is a question upon which endless surges of argument have spent themselves, with little or no definite result—the subject is still open. To whom belongs the business secured by a salesman—to his employer or to himself? Does there pass with his employment the right to the permanent as well as the transient results of his labors, or is the principal the salesman's and only the interest the employer's?

The writer has always believed this question to be largely governed by whether the salesman was salaried or commissioned. If paid by commission—simply such and such a share of what he sold—then he is a free lance and can lay a pretty reasonable claim to the business he himself has built up. But if he is paid by salary, he is not in equity a free lance in any degree. All he has and all he does, if acquired and performed during the term of his employment, is his employer's absolutely.

The Oil Trust's Sharp Stress.

Truly, these are stormy days for the Standard Oil Co., though it remains to be seen whether the present series of terrific blows will touch the Trust in the only spot where it is sensitive—its dividends.

The public is generally familiar with the enormous fine of over $29,000,000 imposed by the Federal Court at Chicago for the taking of illegal freight rebates. Almost simultaneous with this comes the second installment of the report of the United States Department of Commerce and Labor, covering the results of the Trust's domination of the oil market for twenty-five years. This report is lengthy and cannot be reproduced, though well worth the careful reading of every grocer. Two paragraphs, however, are particularly noteworthy and are here presented. They appear in the report to support the charge that the Oil Trust's profits have been continuously exorbitant and excessive:—

> Almost equally effective in maintaining the Standard's position have been its unfair methods of competition in the selling of products. The Standard maintains bogus independent companies, and thereby is able to escape the disadvantage due to anti-Trust sentiment, as well as to cut prices to the particular customer of competitors without incurring the further loss of cutting prices to the entire trade in the locality.
>
> Again, the Standard maintains an elaborate system of espionage on the business of independent concerns, in particular securing almost complete reports of their receipts and shipments of oil by bribing railroad employees. This practice enables the Standard to direct its policy of local price-cutting in the most effective manner. Other less important methods of unfair competition pursued by the Standard are the giving of short measure and deception regarding the quality of the oil sold.
>
> Without railroad discriminations and unfair methods of competition the Standard could never have maintained its great proportion of the oil business in the United States while at the same time extorting such immense profits from the American consumer.

Immediately after the issuance of this report, the Oil Trust made another surprising exhibition of ignorance concerning the real attitude of the public toward it. John D. Archbold, vice-president, gave out a counter statement, in which he complained bitterly because the Government officials did not come to him for their data. "It is sufficient now for us to say," says Mr. Archbold, "that in the preparation of his report Mr. Smith did not see fit even to confer with us. We think the public will agree that we were at least entitled to be heard in such a matter. If Mr. Smith had seen fit to confer with us we would readily have furnished him the data for a truthful statement of facts on this question."

Can any Trust official really be ignorant of the fact that no independent soul in all the land places the slightest credence in anything an Oil Trust official would say, even under oath, and that "the truthful statement of facts" which the Trust stood willing to furnish would be merely a tissue of plausible lies?

Tobacco Trust, Liar.

As an example of the absolute unscrupulousness of the commercial Trust in small things, read the following advertisement, which has appeared in most Eastern papers during the last few days:—

> IMPORTANT NOTICE TO TOBACCO DEALERS AND THEIR SALESMEN.
>
> Ramleh Turkish Cigarettes, which in the short time since their introduction have won such tremendous popularity, will hereafter be known as the "Helmar." We ask your assistance in announcing this change of name to your customers—feeling sure you will recognize the advantage of continuing your recommendation of this splendid cigarette.
>
> The "Ramleh" becomes the "Helmar" in order to prevent misrepresentation by manufacturers of cigarettes with names spelled or sounding similar to "Ramleh." There is no change whatever in the original, distinctive quality which has attracted so many thousands of smokers to the "Ramleh." The general style of the package is also the same—the only change being in the name, which will hereafter be "Helmar."

This advertisement was signed by "S. Anargyros," which is simply a nom de plume of the Tobacco Trust. The actual facts of the change from "Ramleh" to "Helmar" are that a New England concern making a "Ramly" cigarette prosecuted the Trust for infringing upon "Ramly" with "Ramleh," and won its case. In abandoning the illegitimate name the Trust is simply making a virtue of necessity. But it wouldn't be the Tobacco Trust if it didn't leave the ring with a lie on its lips.

Wholesale Grocery Salesman Enjoined.

James H. Mosel, a bookkeeper formerly employed by W. F. Davidson Co., of Steubenville, Ohio, and more recently by McGowan Brothers, is prevented from working for the latter company by an injunction just secured by the former at Wheeling, W. Va., who alleged that Mosel is a man of skill and proficiency in the grocery business, and is now covering the selling route for the McGowan Co. that he formerly covered for the Davidson's, thus diverting their business to the McGowan's.

Scarcity of Large Peas a Complication.

All Packing Sections Run to Small Sizes This Year. Large Sizes Scarce Hard to Get and High. Difficulties of Substitution.

The fact that in all pea packing sections this year's crop and pack have run to small sizes, making large sizes very scarce, is beginning to complicate the canned pea situation. To begin with, it has made the large sizes, such as standard early Junes, very hard to get and high in price. Practically none can be bought under $1.05 in a large way. The normal price would be 85 to 90 cents.

By reason of the fact that all packing sections report the same peculiarity about the current pack, practically no buyer of large sizes will get 100 per cent. There will be plenty of smaller sizes and the packer is only too ready to deliver these in lieu of the large, but the price is against them, and there is another reason against them. The jobber who delivers small peas for large is establishing an expensive precedent for himself, for his buyers will be dissatisfied forever after with anything but the better grade which he will naturally wish to purchase at the price of the poorer, as he did this year. Nevertheless, this will probably have to be the outcome, as there are not enough large sizes to go around.

What Food Manufacturers Must Tell Federal Food Inspectors

List of Questions Prepared by United States Department of Agriculture to Be Asked of Manufacturers of Food and Drugs. Most of the Thirty or More Inspectors Now at Work Are Investigating Manufacturing Plants. Searching Questions Asked Milk and Butter People.

pecial correspondence of "Grocery World."

Washington, D. C.,
August 9, 1907.

The Department of Agriculture gradually getting things in hape for the enforcement of the ederal food law and is now bout ready for a general campaign. There have been some inpections made, but not many up date, and no cases whatever ave been brought. Between irty and forty inspectors are at ork in different sections of the untry, most of whom have spent eir time investigating the contion of food manufactories. The partment has perfected a series forms containing questions hich are to be asked each manucturer visited. These questions ver a large amount of ground d touch all phases of the busiss which can possibly have any nnection with purity or wholeneness.

Whenever samples of any prodt subject to the food law are ken, the inspector reports to the partment on the following ank:—

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Inspector.
pector's description of sample.

U. S. Dept. Agriculture
Bureau of Chemistry
Food and Drug Inspection
I. S. No. .....
Date ....., 190

U. S. Dept. Agriculture
Bureau of Chemistry
Food and Drug Inspection
I. S. No. .....
Date 190

U. S. Dept. Agriculture
Bureau of Chemistry
Food and Drug Inspection
I. S. No. .....
Date 190

n the case of factories where d or drugs are made, the proetor is put through the follow- course of questioning:—

Name of manufacturer. Location f factory. Class of products manuctured. Sanitary surroundings of ctory. Number of employees. ealth of employees (tuberculosis, c.). Cleanliness and dress of emoyees. Provisions for health and mfort of employees. Cleanliness d sanitary condition of factory. ocation and condition of toilet oms. Kind and condition of ors. Condition of walls and ceilg. Light and ventilation. Condion of storage rooms. Kinds of raw materials. Source of raw materials. Condition of raw materials. Preservatives used, if any, and in what. Artificial colors used, if any, and in what. Are any other materials used that require declaration? If so, what? Are any materials used in violation of the law? If so, what? Kinds of products manufactured? Amount of output. Purity of products. Sanitary condition of products. Are products labeled in conformity to law? General remarks and criticisms.

The scope of questions asked of milk or dairy producers is somewhat different. Here are the questions in that line:—

Name of manufacturer. Location of factory. Address of factory. Apparent quality of the milk and cream used, as to cleanliness and as to freshness. What proportion of the milk or cream used is known to be from cows certified by a veterinarian as free from tuberculosis? Is the milk or cream pasteurized? If so, at what temperature and for how long a time? Name of the pasteurizing apparatus used. What is the general grade of packing stock (butter) for renovating or ladling? Is it new, or fresh, or stored? Source and condition of the water used in washing and materials or the product, and the utensils, separators, vats, churns, etc. Are all utensils properly rinsed, scalded and aired? Describe method for cleansing receptacles. If steam is used, state in what manner and for how long. Source of air for blowing the butter oil. Name of the finished product or products (i. e., cream, butter, ice cream, renovated butter, casein, etc.), stating apparent quality of each.

There is already considerable grumbling over the searching character of these questions, and many manufacturers threaten that they will refuse to answer them, on the ground that they are not warranted by the law.

HOLT.

ASSOCIATION NEWS.

Little Rock, Ark.

The regular weekly bulletin of the Little Rock (Ark.) Retail Grocers' Association contains the following pithy remarks on the subject of credits:—

Beyond a doubt the most important item in all that goes to make a successful credit business is that of handling book accounts.

No other feature of the business is so neccssary if success is to be achieved, and certainly no other one thing is so often neglected. A man may have sufficient capital for the

To the GOOD Buyer

B·B

Four-house operating and our saving catalogue way of selling show forth on our sample floors in such Fall and holiday offerings as no buyer big or little can AFFORD to overlook.

You'll admit the probability that there is some truth in that statement. That much is assured in advance by our position in the commercial world.

As a good buyer then—will you fail to find out ALL the truth there is in it—for YOU?

It won't take long. Convenience for the busy buyer is the one main feature of The Butler Way of displaying samples.

Our net prices are in plain figures. We show samples only on floor space used for no other purpose—with things of a kind compactly grouped together.

Determine for yourself ALL we can do for YOU on our sample floors in any of these six cities:—

New York **Chicago**
St. Louis **Minneapolis**
Dallas **Baltimore**

About August 20th our big Fall catalogue (No. D626) will be ready to mail. Shall we file your request for it NOW?

B·B

WHOLESALERS OF GENERAL MERCHANDISE

Butler Brothers

The House that Covers the Country

volume of business he is doing, may be a good buyer, confining his stock to good selling lines bought at right prices, may be able to establish and maintain a proper ratio between his gross sales and his expenses, may get prices that should leave a fair margin of profit after allowing for expenses and a reasonable percentage for bad accounts, and yet if he does not adopt and follow a definite and correct system in handling his book accounts, he is bound to fall short of success and is almost certain to eventually wind up in failure. To this end he should begin by getting the name and address of every applicant for credit, whether married or single, where employed, in what capacity and at what wages, names of persons or firms with whom he has traded on credit, or good references in case he has never run an account, as might be the case with a young man leaving the parental roof, getting married and starting out for himself; how often he is paid for his services, weekly or monthly; the amount or limit of credit to be extended, and a promise to pay his account in full every time he gets his wages. A record should be made of the applicant's answers to all of these questions, the references should be followed up and their statements or answers added to the same record; also full particulars as to any other bills owing. If the record appears satisfactory throughout he should open the account and then keep a check on it to see that it is kept within the agreed limit as to amount and time of payments. With all of these precautions losses are bound to occur.

Your Profit, and That's All.

Every grocer sells chocolate and cocoa—his customers must have it. No matter whose he sells, he makes his profit and no more. He has no good reason for recommending one brand instead of another, so he hands out what his customers ask for.

The Knickerbocker Chocolate Co., of New York, are giving grocers a real reason for trying to push the sale of Barker's Hasty Lunch Chocolate, Blue Ribbon and Bedford Cocoas. For making a point to give these particular goods to their trade when no special brand is asked for and for recommending them when some other brand *is* asked for.

They are the only chocolate manufacturers who are using their advertising appropriation to buy valuable merchandise to give to grocers to reward them for their efforts.

The quality of Barker's Hasty Lunch Chocolate, Bedford and Blue Ribbon Cocoas cannot be excelled; they are certain to please everybody who is induced to buy them, and, still more important, every case of these goods carries Universal Coupons for the grocer. These coupons are exchangeable for almost any article of merchandise a grocer may want. They are the same as cash.

When it is possible for a grocer to sell not only as fine chocolate and cocoa as there is on the market and not only make his profit and please his trade, but get a roll-top desk, a new set of harness, standard scales, or even a new delivery wagon or a piano, isn't he short-sighted if he doesn't do his best to push the sale of these particular goods?

Why be satisfied with the profit alone if you can get a premium besides?

Here Is Something of Interest.

A cough cure that is guaranteed, an advertising proposition and a profit of $22.50 on a gross—that is what the Dilliard Remedy Co., of East Bangor, Pa., have to say with reference to their German Fir Cough Cure. Better write them for full particulars.

The New York Letter

Echoes of the New York State Convention. Spice Men Organize. Plans of the New Cracker Combine. New York Firms Get Panama Grocery Contracts.

Special correspondence of "Grocery World."

New York, Aug. 9, 1907.

As the annual convention of the New York State Association has been in session in Elmira this week, interest of the retail trade has centred there. Several of the New York men who were present and who could not remain for the entire week have returned and say that the convention has been most successful.

A feature of Wednesday's session was the unanimous adoption of a resolution denouncing statements made by Fritz Reichmann, the State Superintendent of Weights and Measures, which were reported in your correspondent's letter of last week. The Superintendent said that the grocers of the State use inaccurate weights, purposely or otherwise, and thus defraud the people out of $20,000,000 annually. The resolution pointed out that this startling announcement was made by Mr. Reichmann after inspecting the weights and measures in only one city.

Another resolution was in relation to the system—it has grown into a system—of horse stealing that flourishes in this city, where hundreds of delivery horses belonging to the grocers are stolen each year, and the efforts of the police to apprehend the thieves are ineffective. The resolution asks that a law be passed making the maximum penalty ten years and the minimum penalty five years for this offense.

That New York State is not organized as strongly as other States, in proportion to the number of grocers, was the subject of some unfavorable comment by members in talking over plans for building up the association.

James Hayhoe, of Syracuse, said that New York State, with its 8,000,000 inhabitants, is the most poorly organized State of all in which the grocers have tried to make any headway. There has been no properly directed, concerted effort to increase the organization to its proper size. He said that in Ohio there are 300 organizations, but in the State of New York there are only 20.

"Sixty Years in the Grocery Business" proved to be one of the most interesting addresses of a general character, L. J. Callanan, of this city, being the speaker. He spoke of the early training in his father's grocery store in Ireland, which he entered at an early age in preference to studying Latin and Greek. Leaving his father later, he came here, worked in a store in New Orleans for a short time, then for several years in a Brooklyn grocery, and next went to the Vesey street store, where he built up the big business which he now conducts.

The advice he emphasized was that grocers should be their own judges of the quality of the food products which they sell, instead of relying on what salesmen or agents tell them. The lack of uniformity that existed in the products of the Vesey street store, when he first took charge of it, he said, is duplicated in many other stores, and drives customers to the tea and coffee houses.

He began selecting his own tea and coffee at he beginning, and he is to-day recognized as one of the leading experts of the country in these lines, while his trade in both lines has grown to proportions that would have amazed his predecessors in the same location.

Another point he brought out was his fondness for changing the window displays and rearranging the stock. This led to an amusing incident when he was a young clerk in the O'Donnel store in Brooklyn. The proprietor had steadily refused to allow his clerk to make any changes in the arrangement of the stock, but Mrs. O'Donnel thought the clerk's ideas were right. A funeral which took the head of the store away for a few hours gave the clerk his chance. When Mr. O'Donnel returned he walked to the back of the store, like a man in a daze, and asked a crony, "Is this my store." But young Callanan's services were appreciated, as the old man subsequently showed.

* * *

Spice importers, manufacturers and jobbers yesterday formed an organization which is to improve conditions in the trade by united and intelligent action, but is not to make any effort to influence selling prices, according to the statements of members. Mr. Thayer, of Austin, Nichols & Co. told your correspondent that it is intended to place the trade as nearly as possible on a basis similar to that of the grain trade, as organized in the Produce Exchange. There an arbitration committee adjusts differences as they arise, and this is one of the chief purposes in view, he said, in the spice trade. As to prices, he said, they were not even mentioned at the meeting, and nobody has an idea of trying to advance them.

The arbitration committee is to pass on disagreemnts as to quality, contracting terms, delivery etc. Committees on standards and contracts were appointed.

J. C. Clark, who was chosen secretary, said that the association is to uphold the pure food law in every way and is "not in any way to oppose, evade or attempt to discredit it."

The American Spice Trade Association is the name of the association. Those represented at the meeting from New York included: Austin, Nichols & Co., Francis H. Leggett & Co., J. J. Recknagel & Son, L. Littlejohn & Co., Frame & Co., John Kissock & Co., J. W. Rulon & Sons, Winter & Simillie, Archibald & Lewis, C. E. Armstrong, Wm. Tappenbeck, T. Griedanus, Macy & Dunham, Farrington & Whitney, Lewis German & Co., Jas. W. Phyfe & Co., D. A. Shaw & Co., C. V. Pustan & Co., Elmanhorst & Co., Hackbler & Co., Robert Crooks & Co., Carlowitz & Co., John Clarke & Co., Gillespie Bros. & Co., E. R. Durkee & Co., Standman & Fulton Co., National Spice Co., B. Fischer & Co., E. J. Gillett & Co., Stein, Hirsch & Co., Wolff, J. W. Greene & Co., O. Ewald, W. R. Shaw & Co., S. Morris, W. H. Bennett & Co., A. Cowdrey, F. B. Caswell, Jellett, Sherman & Co.

Philadelphia was represented by A. Colburn & Co., Wecker Smith Spice Co., L. H. Parker

Co., Clauson Co., G. P. Morgan & Co.

Other cities represented were: Boston, Stickney & Poor Spice Co.; Baltimore, Parrish Bros., McCormick & Co.; Cincinnati, Frank Gess Spice Co., W. H. Harrison & Co., Newton Tea and Spice Co., Hecken Spice Co.; St. Louis, C. H. Flach Brokerage Co.; Rochester, R. T. French Co.; Toledo, Woolson Spice Co.

The association selected J. H. Recknagel for president.

* * *

A score of grocers in Brooklyn and some business men in other nes have been swindled within a eek or so by a blond-haired man nd a woman accomplice. The windlers operated in the Park lope and Hill sections, where ie retailers, as a rule, cater to the est trade. The woman confederte telephones the storekeeper, aying she is one of his customrs, whom she names, and asks to ave the check cashed. Her nephew" then appears at the tore and presents a certified heck drawn on the Citizens' entral National Bank of New ork, and gets the money from ie storekeeper. Both the name igned to the check and the cerfication are forgeries. The heck varies from $25 to $75.

* * *

H. B. Grubbs, manager of the iscuit and Crackers Manufacrers' Co., has given out some inormation as to the proposed ombine of independent manufacrers. He says that the new ompany is in a way an outrowth of his association which as formed as a buying concern purchase supplies for the indeendent factories. The members, said, have learned the advanges of association and propose carry the principle a step rther. He expects that there ill be represented in the new ompany about 100 bakeries who ive a combined output of $25,-00,000 a year. Each concern is maintain its individuality in anagement, but economies are be effected in various ways and ompetition along parallel lines is be reduced, it is stated. The rchasing company is to conue. It was originally a St. ouis company, and several years o, when its scope was enlarged, r. Grubbs came here as its manger.

A number of New York concerns have received this week contracts to furnish canned food to the Panama Railroad Co., deliveries to be made here or in New Orleans within six months. Among those to whom were awarded these contracts are Austin, Nichols & Co., the Acker, Merrall & Condit Co., R. C. Williams & Co., Jas. E. Morris & Co. A large variety of canned fruit and vegetables are to be furnished by these companies. Contracts were also made for large quantities of cereals. Contracts for meat in various forms were given to Armour & Co., the Cudahy Packing Co., Libby, McNeill & Libby, Morris & Co. and others. The Goshen Manufacturing Co. is to furnish 65 cases of oleomargarine.

* * *

The Health Board authorities are looking into the alleged sales in this city of considerable quantities of eggs that have been in incubators for a few days, and, having failed of their purpose there, are deemed good enough for the use of a large manufacturing concern in this city. It may be that further particulars will be given out later by the authorities.

* * *

The F. H. Bennett Biscuit Co., of Manhattan, was incorporated this week with an authorized capital of $100,000, and is to manufacture biscuits, bread etc. The incorporators are J. B. Summerfield and H. C. Everdell, of New York, and C. Jackson, of Brooklyn.

FRED. A. MCGILL.

We are selling twenty per cent. more books this year than we did to this time last year. There is a reason of course. You should take advantage of it. Forbes' Indexed Coupon Books. See adv.

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

We Are Going to Show How You Can Increase Your Trade at an Expense You Can Afford

Why is Willow Grove Park lighted by countless thousands of electric bulbs?

Why are Coney Island's Parks illuminated in the same way?

Why do all amusement places, department stores, and other big business enterprises spend such enormous sums for light? There is only one answer—**to attract the people**. Their success depends entirely on attracting the people. Doesn't **yours?** Why can't you take a leaf out of their book? If light brings them trade, won't it bring trade to you?

Did you ever stop to consider that you could illuminate your window in such a way that it would be **sure** to "attract the people"—and that if you get one new customer a day through it, the expense will be paid for a month. We will show you how it can be done if you will write or phone us.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Ham Confidence

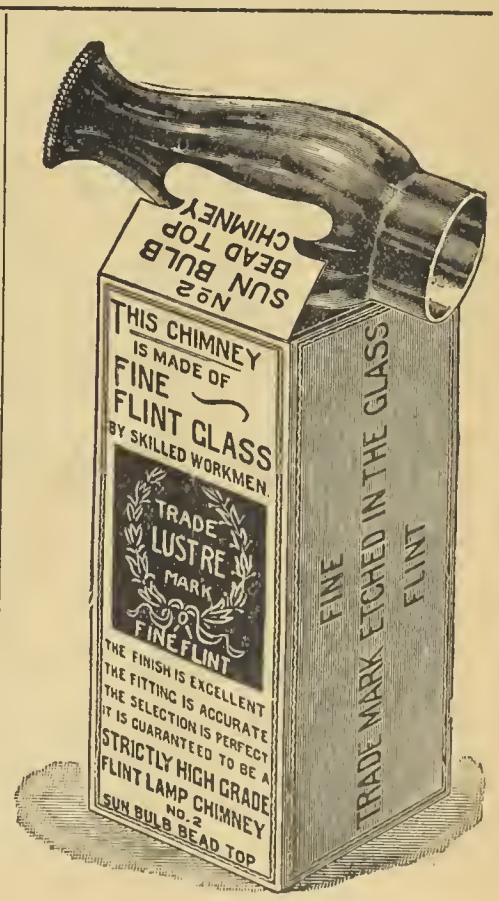
There is a vast difference between merely "ham" and Swift's PREMIUM ham.

The grocer who just keeps "ham," who buys no special brand, and buys from no particular packer, is just as certain to have a small and irregular ham trade as night is certain to follow day.

But the grocer who sells only Swift's PREMIUM ham, which is always the same and always fine, will have a ham trade that amounts to something. His trade won't care to experiment with other grocers; they're getting what they want and they're getting it all the time.

PREMIUM hams are tender, delicious and—this is important—well advertised.

Swift & Company, U. S. A.



LUSTRE BRAND is a strictly pure flint glass selected lamp chimney, composed of the finest material money can buy, and will not break from heat.

For sale by all leading jobbers

R. E. TONGUE & BROS.

Allegheny Ave. and Amber St.

PHILADELPHIA

MAPLEINE

Are You In?

HERE'S THE KEY

and your profits at the end of the year with increased patronage thru

"MAPLEINE"

is what will lock your customers and new one's to you. They turn your name over time and again, as **Mapleine** daily delights its customers.

ISN'T THAT

what you want? or do you want this trade to go to the merchant who sells it. *You'll* realize before long what you lose if you do not turn your order in to-day.

E. E. HARDING & CO., Agents
200 South Front Street, Philadelphia, Pa.
CHAS. W. JACOBS & ALLISON, 18 Cedar St., NEW YORK CITY
Manufactured only by
CRESCENT MFG. CO., Seattle, Wash., U. S. A.

HE DID NOT KNOW

although using them, the full value and merit of our

FORBES' INDEXED COUPON BOOKS

until he ran out of them. He says:

Please ship me 300 books ***. I never knew how much these books saved me until I ran out of them, and in the future I intend to urge the use of them wherever I can.
H. McNELLY, Washington, Pa.

All sizes. F. O. B. your nearest express office. Prompt shipments. Stop worry, book-keeping, forgotten charges, etc. Best for cash or credit. Many have used them for more than ten years. You need them and will want them. Ask us for samples.

J. P. FORBES, Forbes Building, Coshocton, Ohio

If you could read the many letters that we receive from enthusiastic housekeepers, you would wonder why you ever thought "King Midas" flour too high priced for your trade.

With the help that we give and his own enthusiasm, a go-ahead grocer can double his flour business with "King Midas."

Better let us tell you more about it.

SHANE BROTHERS CO.

670 Bourse **Philadelphia**

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking fo the right man to take charge of its "Window-Dressing Department and contribute a good, suggestive weekly article. We have trie several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscriber probably every one of whom has some technical knowledge of wir dow-dressing. What we want is articles clearly describing windo displays that can be made by the average retailer; not necessarily ne or original—in fact, those which have been used successfully ar perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay a average price of $5 each. All matter sent in under this arrangemer should be addressed to the "Window-Dressing Department." drawings are also sent they should be made throughout in black in (not pencil).

THE GROCERY MARKETS

Tea.

The tea market shows no particular change for the week although the situation seems somewhat firmer. Spot new Japans are firm and show an advance of fully 4 cents per pound from a few months ago. This price will probably recede as the later crops come in. India-Ceylons are also firm, particularly on the other side. In fact, almost the entire line is steady to firm and in good healthy condition. The demand for teas is fair.

Coffee.

The market for Rio and Santos coffee has ruled weak during the past week and options have declined 30 to 35 points from the recent advance. Actual Brazil coffee has declined about ⅛ cent in sympathy. The chief factor in the decline has been the continued refusal of the distributing trade to come into the market with anything but their actual wants. If buyers continue to show the same attitude during the balance of the crop year the syndicate's plans to hold up the market will be set absolutely at naught. The syndicate's present scheme is to stir up the trade with all sorts of reports regarding bad weather in Brazil, thus reducing in prospect the coming crop. Most of these reports up to date, however, have been false, and have had but little weight. Mild coffees are steady and unchanged; demand light. Java is firm and advancing. The stock of Java coffee on August 1st in warehouse in New York was 34,503 mats, as against 122,600 mats on August 1, 1906. In other words, about 70 per cent. less Java coffee is in stock in Ne York than there was one yea ago. The amount of Java coff afloat for the United States very small, and these conditio mean only one thing—a co stantly advancing price for th character of coffee. Mocha co fees are steady and unchanged.

Sugar.

The sugar market is quiet ar shows no change for the wee Raws are steady on the ruli basis. Refined sugar is stea and in improving demand. T refiners declare that up to date t consumption of sugar has be disappointing.

Syrup and Molasses.

Glucose is unchanged for t week. Compound syrup is light demand at unchanged pric Sugar syrup is in some dema for export, but very little for d mestic trade. Prices are u changed. Molasses is quiet a unchanged.

Canned Goods.

Spot tomatoes are undenial weak, due to the general repo of large pack. Old goods can bought around 85 cents, f. o. Baltimore or factory, and ne pack goods for immediate sh ment are quoted at 87½ cen f. o. b. Future tomatoes a quoted around 85 cents, f. o. The demand for tomatoes is lig and the trade are waiting for t lower prices which they seem think are sure to come. T undertone, both spot and futu is unquestionably soft. Corn quiet, but the market seems to in generally good condition. T pack of shoepeg is likely to small, and the acreage in all li has been greatly reduced t

ar. Prices show no change in y line. Peas are strong. There e almost no old peas about. ıe new pack is now being de-ered and shows great uneven-ss as to grade. Small sizes are enty, but large sizes scarce. ɔ sales of peaches at the high ening prices have as yet been ade, so far as can be learned. ıe season is late, and pack pros-cts slim. Apples are un-anged. The demand is slow. ıe general California line shows change. Most staple lines ve been withdrawn. The line small Baltimore canned goods unchanged and in light de-ınd.

Fish.

The only business doing in fish the present time is in new ackerel. New fish is available some quantities from all arters—our own shores, Nor-ıy and Ireland. New catch ores are scarce and the price gh. Irish and Norway fish are t unduly high in price and are ınted to some extent. Domestic rdines are unchanged, but ady to firm. The demand is r. Imported sardines are un-anged and moderately active. lmon are selling fairly well at changed prices, except as to tain brands of red Alaska, ich show a slight advance.

Dried Fruits.

Prunes are unchanged and very iet. This applies both to spot d future goods. The market is ly maintained, however. aches are unchanged, and most ckers refuse to offer. Nothing ing in Apricots. Raisins are changed, both coast and spot, d the demand is very light, but expected to improve within two eks. Currants are unchanged d in usual demand from the kers' supply trade. Apples are n and unchanged.

Beans and Peas.

Pea beans are unchanged and light demand. Marrows are changed and quiet. California as are nominally unchanged, on spot can be shaded. The st market is unchanged. Split s are unchanged and wanted. een splits are about out of the rket. Scotch peas are quoted $2 and green dried peas almost much.

Butter.

The butter market remains ut on last week's basis. Pres-ent receipts are showing season-able defects, and perfect goods are scarce and well held. There is some accumulation of under grades, which are offered at re-duced prices. The consumptive as well as the speculative demand is good and the outlook for the coming week is for a firm market at probably unchanged prices. The make of near-by butter is fall-ing off, but the Western make shows no change as yet.

Eggs.

The egg market is firm at the recent advance of 1 cent per dozen. The bulk of the present receipts are showing hot weather defects and have to be sold at con-cessions. Strictly fancy eggs, free from heat, are very scarce and command a premium of 1 to 2 cents per dozen over the market price. Present conditions are likely to continue for a month, after which there will likely be an increased supply and better qual-ity. The outlook for the coming week is for continued scarcity and high prices.

Cheese.

The cheese market is still dull. Prices have declined about ½ cent on all grades during the week, but are still 10 per cent. above normal. The consumptive demand is very good and while speculators are a little slow to take hold at ruling prices, present conditions are likely to continue until cold weather comes and factories can make cheese fine enough to be sold for winter use. Very few part skin cheese is being made and those few are selling about 2 cents below the best. The bulk of the present receipts are showing hot weather defects, and very few cheese are good enough to bring the market price. The present outlook, however, is for lower prices.

Provisions.

The provision market is about unchanged. Prices on everything in the smoked meat line are un-changed and the demand is about the average for the season. Pres-ent conditions are likely to exist for the balance of the summer. There is practically no change in barrel pork, canned meats or dried beef. The demand is good, but prices on all these lines are above normal. The market is only steady and declines need not be unexpected. Both pure and compound lard is still unchanged in the East. In the West, how-

Hams and Bacon Are in Demand

Are you giving your trade the best values for their money? You can easily do so by giving the people what they want and that is

Burk's "Crown Brand" Hams

which are plump, have short shanks and round butts, are sweet, being sugar-cured; mild, because they are not old, and of fine flavor, being smoked a nice bright color, which is only possible by using hickory wood.

They are sold by the leading retail grocers in Philadelphia, having the most select and exacting trade.

Burk's "BUTTERNUT" Bacon

is the only substitute for "Crown Brand" Hams. It is selected from corn-fed hogs, specially cured with granulated sugar, mild and of exquisite flavor and taste.

It is put up in narrow strips, strung with white cord, cut absolutely square, making any waste im-possible; wrapped in highly glazed and parchment paper and embellished on two sides with an attrac-tive blue and white label.

A red seal is attached to the cord, stating the specific merits of this bacon, which is also known to the trade as the **"5-B" Bacon,** because of its name.

Burk's Butternut BONELESS Breakfast BACON

This Bacon was first introduced at the National Export Exposition, held in Philadelphia in 1899, and it is largely due to its ever-increasing popularity that

Burk's Pork Products

are known in every household in the Quaker City.

LOUIS BURK

GIRARD AVENUE AND THIRD STREET

PHILADELPHIA

ever, the recent advance is still maintained. This will eventually come East, unless it abates West.

Produce.

Cabbage, 15 cents per basket, demand fair; new potatoes, 50 cents per basket, demand good; cucumbers, 40 to 50 cents per basket, demand good; squash, 10 to 15 cents per basket, demand fair; peas, 75 cents per basket, demand good; string beans, white wax, 35 to 40 cents, demand fair; yellow onions, 80 to 90 cents per basket, demand good; beets, $1.50 to $2 per 100 bunches, demand fair; turnips, 40 to 50 cents per basket, demand fair; peppers, 50 to 65 cents per basket, demand good; eggplants, 75 to 80 cents per basket, demand good; lima beans, $1.50 to $2 per basket, demand good; new carrots, 70 to 75 cents per basket, demand good; Valencia onions, $1.25 to $1.50 per crate, demand fair.

Green Fruit.

Bananas, firsts, $1.50 to $2 per bunch; 8-hands, $1 to $1.25 per bunch; 7-hands, 65 to 90 cents; 6-hands, 50 to 65 cents; red, $1 to $2 per bunch, demand poor; lemons, $2 to $5.25 per box, demand fair to good; pineapples, $3.50 to $6 per box, demand good; California oranges, $4.50 to $6 per box, demand fair; limes, 80 cents to $1 per 100, demand fair to good.

Nuts.

Peanuts, green, choice, 5½ cents per pound; fancy, 7 cents; jumbo, large, 8 cents; roasted, choice, $1.25 per bushel; fancy, $1.50; jumbo, large, $1.65, demand fair; Brazil nuts, 8½ cents per pound; filberts, 10½ cents; pecans, 16 cents; walnuts, marbots, 12½ cents; mixed nuts, 11½ cents, demand poor.

MARKET NOTES.

Arizona cantaloupes average $3.50 per crate and are wanted. The quality is good. North Carolina cantaloupes average $1.50. and New Jerseys about $1. The Western fruit is by far the best coming.

—

Peaches are coming to the Eastern market from various sources. Oklahoma is shipping as far East as Philadelphia, and the fruit is selling at $2.50 to $2.75. These peaches are packed in 6-basket crates. California peaches, mostly Crawfords, range from $1.25 to $1.50 per crate. Georgia peaches are about done. A few are about at $1.50 to $2. Some are also coming from Arkansas, being packed in a larger package and ranging from $3 to $3.50. Delaware peaches range from $1.25 to $1.50 and will probably not get much below that range during the season.

—

Watermelons keep high, the range being 20 to 50 cents each. Melons are coming both from Georgia and North Carolina. The outlook for the New Jersey watermelon crop is large.

—

Tomatoes are coming plentifully from near-by points, and canners are getting all they need for 25 cents per basket. A fair jobbing quotation is 20 to 30 cents for first earlies and 75 cents for second earlies. The demand is good and the outlook for a big crop.

—

Lima beans are now coming from near-by points. The range in price is $1.25 to $1.50 and the quality is very fair. North Carolina is also shipping limas North at $1.50 in ⅓-barrel baskets.

—

Corn keeps up. Good sugar corn ranges from 80 cents to $1. Near-by points are all shipping now and the demand is active.

AMONG THE TRADE.

A price of $4.95 per barrel was named on new rolled oats during the past week. Shipment will begin within the next few weeks. The new prices are about 40 cents below the prevailing spot prices.

Apple Crop Looks Small.

Green Apple Men and Evaporators Compete for Fruit and the Result Is High Prices for Both.

Advices from the principal apple growing districts which has reached the "Grocery World" during the week indicates a short crop and high prices throughout the season. A large New York State packer wrote his Philadelphia representative during the week that the Government prophecy for the 1907 crop was 44 per cent., against 70 per cent. last year, and an average of 65 per cent. for the last ten years. This concern also stated that green apple buyers were in the primary markets, buying all the fruit they could get, and paying as high as $4 per barrel for it. This caused the evaporators to pay a high price and thus directly affect the price of evaporated apples.

The present quotation on evaporated apples in cartons is about 9½ cents per pound, which is 1½ cents per pound above normal.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is be explained by the letter which appears below, and which was recently sent to t "Grocery World." In the hope that a little such matter may be of interest and val to "Grocery World" readers, a short educational article along the lines indicated w appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Glucose or Starch Sugar.

Liquid glucose is a very thick white, or water-colored, sweet syrup, obtained from the starch of wheat, potatoes, also from wood and other vegetable substances; but chiefly from yellow maize (Indian corn). Liquid glucose is usually made much thicker than treacle, and may be rolled in cold wet hands and thrown like a snowball. Immense quantities are made, especially in America. Technically it is known as a mixture in varying proportions of two sugars called dextrose and maltose, and of dextrine, or starch gum, by submitting them to the action of sulphuric acid. Glucose is also used by tanners for the "weighting" of leather, as well as for the production of alcohol, for fermenting purposes, and particularly by brewers in sweetening beer and pale ale. The saccharine property was first discovered in grapes, and in its solid crystallized state is better known as grape sugar, while glucose is the name properly applied to the liquid form.

It matters not, however, from what material the starch is obtained so far as the quality of the glucose is concerned. It has been made from chips, sawdust and shavings, and the chemical composition is invariably the same; but yellow maize seems to be the most convenient material for making large quantities. In the process of manufacture the starch is usually boiled with sulphuric acid and water, and the mixture instead of being very sour, found to be fairly sweet.

The acid changes the starch sugar, but is not itself affected in the least. Powdered chalk then thrown in, which unites with the acid and settles to the bottom leaving a clear, sweet solution liquid glucose. It is perfect harmless, and even nutritious but is nevertheless only a fa titious sweetening article. The is a considerable difference b tween brands of glucose, in fa no two firms make the same so They may be the same color a guaranteed 44 degrees, but r really of the same strength.

—

Gorgonzola Cheese.

A very fine and rich Itali kind. Average composition Water, 43.56; casein and albumen 24.17; fat, 27.95; ash, 4.32. It very like ripe Stilton in quali though differing from it in sha and size. It is said to be ma of two curds, from rather po milk and without pressure. ripens in about eight weeks a is cured in a draughty cellar. T interior of this cheese grows green mold (Pencillium gla cum), and is usually skewered promote its growth.

The best qualities grow a p culiar red fungus on the outsi and to imitate this many are co ered with brick-dust and flo Gorgonzola cheese has a pre large sale.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism advertising matter sent in, to the devising new advertising ideas for special occasions, on request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science Advertising. They will be filed in their order and taken up according to strict rotation.

Philadelphia, July 29, 1907.
Editor "Science of Advertising."

Dear Sir:—I inclose a few clippings from our adv. sheet for your criticism. I write some of the ads. for the company and would be glad of your opinions of descriptive advertising. Some think nothing is necessary only a sheet full of names of goods with figures and stamps, but my argument is that successful advertising must be put in type so as to convince the people of quality first and then a price which to them seems reasonable enough to be an interesting investment.

Yours respectfully,
W. PARK,
1471 North Fifty-third street.
With the G. M. Dunlap Co.

GREAT BUTTER SALE

We have made a big cut in Butter; and we expect to make the Butter fly during this special sale. The quality of Blue Ribbon Butter is excellent and we know there is no Butter value in the market equals Blue Ribbon. A comparison of figures and quality will convince you of the superior Butter value we are offering at this time.

AT A SPECIAL CUT PRICE we now expect to sell tons of Blue Ribbon in a few days. Perfect satisfaction guaranteed or your money back.

GREAT COFFEE SALE
THIS WEEK

Now is the time to get your Stamp Books filled. It will pay you to lay in a few pounds of our FRESH ROASTED COFFEES. The quality is fine, it is roasted by the most improved process and will keep nice and crisp; satisfaction guaranteed.

Special 45c Tea Offer
Also This Week

The price is cut and a special Stamp inducement besides. Any kind you want, Black or Mixed, Assam, Japan, Imperial, &c. All of them are good, and the Diamond Stamps are good as gold.

The George M. Dunlap Co. operates a good-sized chain of Philadelphia retail grocery stores. Mr. Park sends in quite a batch of advertising clippings. I take from them what I consider the best and reproduce it on a smaller scale than the original. This measured 10 inches in the original, single column, though the column was wider than the average newspaper column.

* * *

In my judgment, this correspondent is absolutely right in his argument that an advertisement needs to be more than names and prices. I have kept pretty close to the advertising business for several years, and I have never known an advertiser who stuck to that method to get very big. You must give the public something more about your goods than the names and the prices. I think the advertisements sent me are very fair. There are some typographical errors, which show bad proofreading, but the general effect is snappy. For the sort of stores this advertising is intended to exploit—chain stores doing a cash business and pushing trading stamps, this advertising is probably just about what it ought to be. The other clippings which I do not reproduce are written along the same lines and are almost as good.

* * *

Let me have more matter, please.

Booth & Co., Fish Dealers, Indicted.

Indictments were returned during the week in the United States District Court at Chicago against A. Booth & Co., generally known as the "Fish Trust," the New York, Chicago and St. Louis Railroad Co. and the Lehigh Valley Railroad Co. charging them with violation of the first provision of the Elkins law prohibiting rebating. The indictment returned against A. Booth & Co. contains seventy-five counts; that against the New York, Chicago and St. Louis Railroad Co. fifty-one counts, and a joint indictment against the New York, Chicago and St. Louis Railroad, and the Lehigh Valley road contains fifty-four counts. If found guilty, the corporations are liable to a fine of from $1,000 to $20,000 for each offense. It is claimed by Government officials that A. Booth & Co. organized the Overland Refrigerator Express Co. which operated under a lease from Booth & Co. certain refrigerator cars and collected from the railroads mileage for the use of the cars and commissions on the amount of freight collected for property transported in them. It is also claimed by the Government that the express company was actually operated by A. Booth & Co. and that the moneys received by it from the railroad companies were turned over to Booth & Co. in the guise of rentals of cars leased by Booth & Co. to the express company.

Another Fruit Concern Needs No Preservatives.

Well-known California Fruit Packer Writes the "Grocery World," Apropos of the Heinz Contention That Preservatives Are Unnecessary, That He Has Never Used Them Either.

Touching the article recently published in the "Grocery World" by the manager of the H. J. Heinz Co., claiming that the use of preservatives in food was wholly unnecessary, and the "Grocery World's" editorial comment thereon, a well-known California packer of fruit products writes the "Grocery World," joining his testimony to that of the Heinz Co., that all manner of fruits can be packed without artificial preservatives. His letter, which is an interesting contribution to the discussion of the subject, follows:

Redlands, Cal., August 1, 1907.
Editor "Grocery World."

Dear Sir:—I have just been interested in reading in your paper of July 29th the article by the general manager of the H. J. Heinz Co., in regard to the fact that preservatives are not necessary in food products. I have also read your editorial article in the same number on this topic.

Now, we are not as large a concern as the H. J. Heinz Co., nor do we manufacture as large a line of goods, but we have for a number of years put up marmalades, fruit jams and bottled fruit juices without the use of any preservative whatever and we have done this successfully, which fact I took occasion to state to the National Association of Food Manufacturers when it sent its last inquiry in regard to this point. There is no secret process involved in putting up these food products without a preservative, as Mr. Mueller, of the Heinz Co., will doubtless tell you unless it is a fact that the majority of food manufacturers have so long used preservatives that they have forgotten that sound fruit cooked with pure sugar needs no preservative to keep it from spoiling.

I have no disposition to complicate the preservative question, but merely wish to add my mite of testimony to the effect that food products can be put up so that they will keep without the use of any preservative.

Yours very truly,
H. P. KINGSBURY.

Read the Point In Large Type

Here's the proposition of James T. Shinn's **Liquid Rennet** in a nutshell:—

1. It is the cleanest rennet made.
2. It coagulates milk in 2 to 5 minutes.
3. It will not spoil.
4. Every bottle is guaranteed.
5. Jobbers everywhere indorse it.

And last, but not least—this is in large type because it's a large point—it pays 100 per cent. profit. Costs $1.50, sells for $3.00.

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

What Full Delivery Means

When you buy future canned goods from your jobber on the ordinary contract you're never sure of getting them till they're in your store. And neither is the jobber, when *he* buys futures on the ordinary contract.

But both of you get the full 100 per cent.—every can you buy—when the jobber buys **Blue Bell** and **Clover Farm,** for we sell them to him only on a contract guaranteeing full 100 per cent. deliveries.

These brands represent the best tomatoes and corn of their grade packed in Maryland.

STRASBAUGH, SILVER & CO.
ABERDEEN, MARYLAND

Don't You Believe "There's Nothing in a Name"

Because there is. If you see **De Rago** on a bottle of olive oil it means that the oil has been pressed only from **perfect** olives. Instead of **beating** the trees to get the fruit for **De Rago Oil,** and squeezing everything that falls from the trees and bottling it, for **De Rago Olive Oil** the olives are picked—only the perfect ones—and the result is perfect oil.

It's the kind infants and invalids can take into their delicate stomachs and thrive on.

Sell **De Rago**—push it—and watch your trade, for it increases.

Jas. J. Loughery & Co.

Importers

BOSTON, MASS.

BELL'S SEASONING

The perfect seasoning demands more herbs than most housewives will use—we touched on this in our last advertisement. Very few home cooks will use more than two or three garden herbs to season meats or poultry or soups. "Oh, that's enough," they say, and besides, they're afraid to spoil the dish by using more.

This one reason alone makes ***Bell's Spiced Seasoning*** five times as good as the finest home-made seasoning. It contains all the herbs and spices that were made to go together, blended exactly right. The result is an indescribable savor that permeates the whole dish.

Not one woman out of ten will go back to her own seasoning after trying ***Bell's Spiced Seasoning.*** Her family wouldn't let her, but she wouldn't anyway, because ***Bell's*** is so much easier to use.

THE WILLIAM G. BELL COMPANY

BOSTON, MASS.

Twenty-four Out of a Thousand.

I got up against an insurance man the other day who told me how the demand for health insurance had grown in the last ten years. A man who has health insurance gets so much a week while he is sick. Some companies pay you no matter what you're sick from, while others pay you only if you get leprosy or yellow fever.

This fellow was a sort of district manager for one of the large companies and he had his health insurance customers tabulated according to business.

"How many grocers have you got?" I asked.

He ran his finger down the list.

"Twenty-four," he said.

"How many grocers do you suppose there are in your whole territory?" I asked him.

"Well, I don't know exactly," he said, "but I should suppose there ought to be a thousand anyway, from what I know of the number of business men in other lines."

"Have you tried to get 'em in?" I asked.

"Sure," he replied, "not especially, of course—we try to get everybody in. But you take the average grocer—he thinks if he carries fire and life insurance he's doing enough."

But he ain't, dearly beloved brethren, and I'm going to sweat some to prove it to you.

Take a case I know of right now. A young grocer up in the Pennsylvania coal regions. Got a crack-a-jack store. Business man from the head down. Got no children and his wife keeps his books besides helping behind the counter when she can.

They keep two other clerks, both young fellows, no particular good except to do what they're told.

About three months ago this grocer took down with typhoid fever. His wife wouldn't hear to the trained nurse that the doctor wanted. They couldn't afford it she said, and besides she wanted to nurse her husband herself. That, of course, took both her husband's and her own services from the store.

He had a mighty bad case of fever. Just when it was coming 'round all right it ran into pneumonia, and they had another long siege with that. There were some other complications, too, I believe.

That fellow hasn't really gotten around yet. During the first few weeks his wife looked out for the store and managed to keep things going after a fashion, but as the patient got worse she had to let the store go. And the store did go—it darned near went into the ground. The two young clerks did all they could—they certainly did stand by the ship, but they knew nothing about actually running the business. They tried to get another man who would know how to run it, and they had about four in there one after another but expenses were running up, so that they couldn't afford to get the sort of fellow they ought to have had, and the situation really got pretty wobbly.

Naturally the business ran down. Both the husband and wife had worked hard, and one extra man couldn't do all they had done together. *Two* extra men were out of the question, on account of the expense. There was nobody to do the buying, the husband was out of the question and his wife worried half to death and so distracted that she wasn't any good at all outside the sick room.

So the stock got mighty ragged and the store down at the heel in a dozen ways.

Did this grocer carry any health insurance?

He did not.

You see what this meant to the store—it meant carrying the extra load of another clerk—and not a good enough one to really hold things in shape—besides the extra expense of doctors' bills and medicines.

Even if the business had held together it couldn't have stood it. But it didn't hold together; it fell away pretty badly. The poor devil, just getting round again, finds a pretty steep climb before him. He'll make it, I have no doubt of that, for he's a winner, but it's put him back two years at least.

Now.

Just suppose that fellow had spent $50 or $75 a year on health insurance, which would have

Toasted Cerealine Flakes

NOW HAS THE CALL

NEVER BEFORE has a breakfast food met with such a quick and genuine success. It is a case where honest merit wins.
INCLUDE A CASE with your next order of groceries.
Price $2.70 per case. ALL JOBBERS CARRY IT.

You've Sold the Rest
Now Sell The BEST

AMERICAN HOMINY COMPANY
INDIANAPOLIS, INDIANA

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

BLOOKER'S COCOA
IS A LUXURY TO THE PALATE
A NECESSITY TO THE STOMACH
AN ECONOMY TO THE POCKET
ALL GROCERS SHOULD HAVE IT
American Depot, 46 Hudson St., New York
In stock by H. KELLOGG & SONS, 19 South Front Street, Philadelphia, Penna.

We Guarantee Everything We Sell

Since the Chicago exposure, the retailer needs to be especially careful that he is selling only meat products that are guaranteed to the furthest extent.

Our specialties are **Vienna Sausages, Bolognas and Smoked Tongues.** Besides being the most delicious products of their class, these are the most strongly guaranteed to comply with all food laws.

M. ZIMMERMAN COMPANY
Main Office: 318-24 East Houston St., N. Y.
Branch Offices: 717 N. Second St., Phila., Pa., and 125-27 Fulton St., Boston, Mass.

You'll Feel Like Mr. Rompel

Mr. Charles W. Rompel keeps a large jewelry store in Louisville, Ky. He writes us on July 17, 1907, like this: "I have been using your register for two years and would not be without one of them. Would gladly recommend same to anyone without one."

You'll feel the same way, Mr. Retail Grocer, after a little experience with the *Standard Cash Register.* It's a real little bookkeeper—keeping your accounts and your clerks straight and up to the minute.

Write and let us prove it.

Standard Cash Register Co.
No. 32 CHESTNUT ST., WABASH, IND.

We Will Match the Goods
We Will Match the Price
And Then We'll Do Something Else Besides

If you will buy your coffee from us we will guarantee to give you the same goods you have always bought, at the same price **or less,** and in addition we will give you Universal Coupons with every case you buy. If you don't know that you can get almost anything you need with these coupons, write us, and we will tell you about it.

Weber & Loesch 2149-51 North Fifth Street
Philadelphia, Pa.

meant, so the insurance man said, that they would have paid him $50 a week every week he was sick!

Just think of it—by gad, it would have paid him to be sick!

All the doctor's bills paid for, all the medicines, and enough left to send to the city and hire the right sort of a man.

None of the worry that the doctor said kept the fellow back for weeks—everything running all right—store completely off his mind.

That's being sick in peace! But imagine the mental condition of a man who knows that he's flat on his back for weeks with not a soul to look after a business that can't look after itself and with nothing on earth outside of the business.

How many of you fellows would be in any better shape than this young friend of mine, if you got down in your beds for weeks or months?

A lot of you would, I know, for you've been able to organize your business and have men in with you to run them if you're out.

But what about the thousands of you who run your own stores and have nobody else to do it? Could your business stand double the load it's carrying to-day? Could you go down on your back for three months and feel confident things were moving smoothly?

If you could, you've got a wonderful business, brother, and you can pat yourself on the back.

I imagine it must be real comfortable to lie in bed at the first end of a long sickness and be able to feel "well we've got enough extra money coming in to pay all expenses, anyway."

I want you fellows to think this over.

THE STROLLER.

Failures for July, 1907.

Grocery and General Store Disasters for Last Month in Comparison with Same Month of 1906.

The official figures covering grocery and general store failures for the month of July, 1907, show no radical departure from the records of the same month of the year before.

The compilation of R. G. Dun & Co. is as follows:—

General Stores—In July, 1907, 72 failures; liabilities, $711,01[illegible] July, 1906, 67 failures; liabilities $311,518.

Groceries—In July, 1907, 15 failures; liabilities, $485,860. In July, 1906, 173 failures; liabilities $371,251.

California pears range from $ to $3.50 and are wanted in moderate quantities.

Two-Minute Sermons for the Retail Grocer

V.—When Gossip Brings Business.

Can you make the women say good things about you?

Some advertising is very expensive and some is very cheap, and in many cases the cheapest is the best. For instance, the gossip of the women of your section. You will never be able to buy better advertising than this same gossip, but the gossip must be in favor of your goods, and not to their detriment, for this latter kind of gossip is one of the hardest things that any merchant can have to overcome. Gossip always creates prejudice, one way or the other, and there always will be gossip.

If a merchant could get an unlimited quantity of favorable gossip about his goods, he would need no other kind of advertising to make his business a success but in order to get such favorable gossip he finds it necessary to do many kinds of advertising and then always have his goods live strictly up to the advertised description.

Some advertisers waste almost all the money they invest in advertising, while others get good returns from every dollar so invested. It is a part of every business which should have the time and attention of the brightest men, and it can be extended in almost all directions, but it is well for the advertiser to always bear in mind that advertising which will make the women gossip favorably is a kind which is sure to do good work, no matter what it costs.

F. A. P.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Root Beer Window.

Place a three or five-gallon empty keg in centre of window on a box. Have a spigot fastened to keg and underneath have a tumbler. By taking a glass of water and pouring a little root beer extract in same and mix will give the appearance of root beer. Then have four pyramids of root beer in cartons. In back have two heaps of sugar, six bags on each. The lower centre bag have filled with brown sugar, and have some sugar to show in the window. The rest of the bags are filled with sawdust.

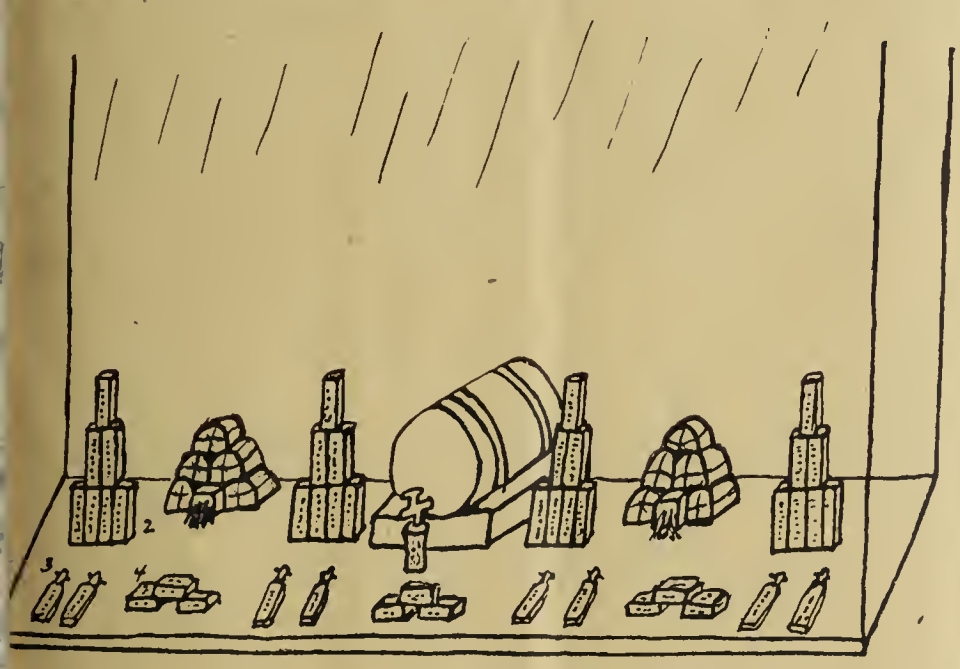
To the front of the window have bottles of extract of root beer out of cartons and distribute packages of hops between the bottles.

This will greatly increase your sale of root beer.

M.

Phila., Pa., August 8, 1907.

My window is very small, being only 4 feet wide by 2½-feet deep, but by building olives up in center, with tumbler mustard to



Key to sketch:—

ROOT BEER WINDOW.

1. Bags of sugar.
2. Root beer in cartons.
3. Root beer in bottles.
4. Packages of hops.

A Picnic Window Display.

This is a sketch of the window display I used the week of July 3d.

There is simply no expense connected with it whatever, as all articles used were out of my stock, and it proved to be a very attractive display, bringing extra good results.

left, Horseshoe salmon to right, with shrimp and bottled pickles to rear of mustard and chow-chow in bottles to rear of salmon.

The pointers are cut from heavy cardboard and tacked to side of window, pointing to each article named in display, with prices printed on pointers and a large sign hanging up in rear of all with these words printed on:—

HERE ARE A FEW
POINTERS
FOR PICNICS.

Makes a very appropriate display for this season of the year.

WM. C. COOPER,
Duke and Philadelphia sts.
York, Pa., July 30, 1907.

Another Suit Against the Sugar Trust.

A bill in equity which calls upon the American Sugar Refining Co. to give an accounting of its business for the past four years was filed before the New Jersey State Courts last week on behalf of George H. Earle, Jr., receiver of the Pennsylvania Sugar Refining Co., of Philadelphia. The suit, it is said, is the only one of the kind ever filed in this country and the step taken by the receiver of the Pennsylvania Co. may be the means of opening an entire new field for investigating the trusts. The suit is separate from that for $30,000,000 damages which Mr. Earle instituted against the American Sugar Refining Co. in New York. Mr. Earle, who was appointed ancillary receiver for the Pennsylvania Sugar Refining Co. in New Jersey, seeks by his suit to compel the American Refining Co. to make an accounting of its profits since December 13, 1903, when it secured control of the Pennsylvania Co.

You Should Sell the Best Soap Powder.

Because the best will satisfy your trade and bring them back for more, and also induce them to buy other goods. By the best is meant Young's Pearl Borax Soap Powder. This powder is Pearl Borax Soap in powder form, and Pearl Borax Soap has been a standard of purity for thirty years. Made by Chas. W. Young & Co., makers of soap of merit, Philadelphia.

AGENTS WANTED

To Solicit Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as a side line.

Anker's Bouillon Capsules

It's little sellable specialties like these that fill up the thin places in your profits. Make delicious Beef Bouillon, Beef Tea or Soup. Ten in a box, one to be dropped in a cup of hot water. Everybody buys them.

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

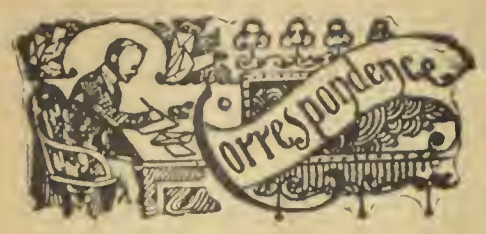
LOOK FOR THE
GLOBE
On Hams, Bacon, Lard and Sausage; if you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

JACOB C SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.

Tourist Almoco Golden Drip

These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.

Levering Coffee Co.
Baltimore, Md.
Established 1842



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Names of Philadelphia Cash Wholesale Grocers.

Hublersburg, Pa., Aug. 5, 1907.
Editor "Grocery World."

Dear Sir:—Kindly furnish me with the address of wholesale cash grocery houses of Philadelphia. Thanking you in advance for your courtesy, I remain,

Yours truly,
G. L. KISSINGER.

Halpen, Green & Co., Barber & Perkins, B. S. Janney, Jr., & Co., J. Frank Shull, and W. C. Young.

* * *

More About an Old Collecting Agency Scheme.

Marysville, Ohio, Aug. 5, 1907.
Editor "Grocery World."

Dear Sir:—I have been a reader of your journal for a number of years and found many valuable items in it that have benefited me more than once. I have read many times about advices in regards to collecting agencies. I inclose a clipping taken from the Cincinnati "Packer" exposing the Sprague Collecting Agency—perhaps it will help some reader of this journal and save him a few dollars.

Yours truly,
L. H. MILLER.

The Sprague Collection Agency of Chicago has been shown up in the "Grocery World" several times. Not in the last year or two, however, as the writer had information that the concern had cut the East out of its territory. The correctness of this information is borne out by the clipping which the above correspondent sends, and which is dated Fort Worth, Texas. A part of it is reproduced for general information:

> Fort Worth, Texas, July 27.—Hundreds of different classes of business people throughout this territory who have been duped by the Sprague Mercantile Agency, a fake collection scheme operated from 184 La Salle street, Chicago, have abundant reason to wish they had subscribed for "The Packer" right along and had read and heeded the series of articles published a year or two ago in this paper relative to the clever confidence game worked by the "unspeakable Sprague."
>
> A gentleman here who has traveled all over the Southwest stated a few days ago that the Sprague agency is operating that greatest fake game ever perpetrated on the American people. In talking about the outfit he said: "They have grafted the bankers, wholesale merchants, retailers, manufacturers, produce dealers, doctors and school teachers all through the Central and and Southwestern States and have even gone over into Mexico.
>
> "I think they have made a rich harvest in Kansas, Arkansas, Oklahoma, Texas and Missouri. A firm in Kansas had a contract with them and paid $100 of good money and turned over accounts and notes to the Sprague outfit for collection and they made collection from one party I know of, for this party made payment on his account and he also gave me a letter he received from Sprague, and also the receipt showing payment in full had been made to Sprague. Several months after the Sprague agency issued this receipt they wrote a letter to the merchant who paid them $100 to get their matchless collection service that they had never received one cent from the party in question. I have letters from the merchant and I hold receipt Sprague issued together with their letter denying having made collection.
>
> "Merchants and small jobbers all over the country have had trouble of the same kind. The merchants in Fort Worth, Dallas and other cities have been grafted to the limit, and some of them have not yet awakened to the fact that Sprague is not turning over whatever money they may collect. It is understood a banker and some other parties had to go to Chicago some time ago and make a demand on the Sprague agency for money they had collected on claims that had been turned over to them on old debts and claims but which they refused to settle for until forced to do it." The gentleman above referred to is J. W. Brown, who may be reached care of Hotel Melba.
>
> The proposition of the agency is to pay $100 as a retainer fee for a period of three years and to allow the Sprague agency a commission of 10 per cent. for any old debts or bad claims you may have and which Sprague may collect. Another proposition is to pay Sprague $50 for a three years' retainer fee to cover incidentals and allow Sprague to keep 20 per cent. commissions on any claims collected.

* * *

News Wanted of a Co-operative Company.

Milltown, N. J., Aug. 7, 1906.
Editor "Grocery World."

Dear Sir:—Can you give me any information about the dealing, methods, etc., of the Retailers' Co-operative Co., 620 Drexel Building, Philadelphia, formerly Standard Commercial Co.?

Any facts concerning this company will be thankfully received.

Yours truly,
CHRIS. CRABIEL.

The "Grocery World" advises caution in the above.

* * *

Three Reports of the Baltimore Canned Goods Market.

No. 1.

Baltimore, Md., Aug. 9, 1907.
Editor "Grocery World."

Dear Sir:—The canning of new tomatoes in this market is increasing, and the canners here anticipate a very active month in them. Up to this date the bulk of the pack has been No. 2 seconds, No. 3 seconds and No. 2 standards to fill the early demand for those grades for prompt shipment because of the scarcity of them, the old stock being entirely sold out in this market. Some No. 3 standards were packed and in the coming week the output of them will increase materially and shipments can be made promptly. In view of that fact the jobbers are now sending in their orders for shipment as soon as packed, and it looks like this market will be the chief source of supply during this month. Unless something unforeseen or unanticipated happens to the crop the results of the season will be highly satisfactory.

String beans show decided strength and the demand is very good for the cheap grades of seconds peas and the low-priced standards and Early June peas. Future corn, as well as spot corn, is very firm, and all the pessimistic talk concerning that article has stopped. There is hardly an article in the whole line of canned vegetables that does not participate more or less in the demand for prompt as well as for future shipment.

The packing of new peaches up to this date is a disappointment to the canners, and the demand for all grades continues to exceed the supply. This is certainly a "eating year" for every kind of fruit in its fresh state, and the shippers of green fruits are reaping the benefit of it to the detriment of the canner. Their large purchases of fruits for immediate consumption in this season of short crops has been the chief cause of the extraordinary advances in the prices of the canned article, and, also, they remove the chances of lower prices later on because the goods are consumed not canned and stored away for speculative purpose. Perhaps housekeepers have this season done less than ever of preserving at home of the fruits that come to market so far, and the promise of the peach, pear and apple crop certainly is not hopeful for them. About as fast as new peaches of each size and grade are canned and ready for shipment the demand absorbs them, and up to this time it has been a question more of getting the goods than of getting prices on them. It is expected that the output will be increased during August, but the demand for them has not yet reached its maximum. The same unfavorable reports are made concerning the crops of apples and pears. Pineapples are firmer with a decidedly upward tendency as to prices. Standard straw

Sugar Refiners Abandon Bluing of Suga

Fearing Effect of Food Law, They Give Up Custom Which Ha Been Universal for Years. Decided Last Spring to Graduall Eliminate Blue So That by Fall It Would All Be Gon Without Trade Having Noticed the Change.

An interesting fact learned during the week is that all sugar refiners have practically abandoned the practice of bluing sugar, and are now shipping sugar to the trade almost in its natural condition. This is in order to keep clear of complications under the food law.

For years it has been the universal practice of sugar refiners to color granulated sugar with ultramarine blue. How the custom arose is in doubt, but it is said to have been brought about by competition. Sugar for all points of the United States save Ohio has been treated in this fashion, the food laws of the State named having been enforced against it. The natural color of granulated sugar is yellowish, while treatment with blue gives a beautiful bluish white.

When former Dairy and Food Commissioner Warren resigned his office last spring he was in the midst of an investigation into the use of blue by the sugar refiners and the chance is that if he had held the office prosecutions would have been begun against the local refiners. Just about that time however, the refiners decided that they were running a risk and arranged to gradually decrease the amount of bluing used so that by October 1, 1907, the entire amount would be eliminated, the change being made so gradually that none would notice. This plan was carried out, and the sugar shipped now is almost free from bluing. In a few weeks it will be wholly so, and few will be the wiser and nobody worse off.

The little round cracker with "Exton" stamped on it. It has been on the market over half a century, and no consumer will use any other oyster cracker if she can get the Exton, because no oyster cracker can take its place in the esteem of those who know the difference between fair and good.

berries again advanced and black-berries followed suit. Rasp-berries are very scarce and very high and blueberries will cut a very small figure this season. Cherries are already sold out.

Yours truly,
THOS. J. MEEHAN & Co.

—

No. 2.

Aberdeen, Md., Aug. 8, 1907.
Editor "Grocery World."

Dear Sir:—Which is the best policy? Shall we go on as has been customary or shall we ex-pend all energies in endeavoring to introduce canned goods into localities where they have not been to any degree worthy of con-sideration heretofore? Three cans of tomatoes to every man, woman and child in this country is offered as their share of the quantity that should be requisite as an article of diet in comparison with other commodities, which are not so healthful, nourishing and appetizing.

The packer ofttimes discour-ages his neighbor and his neigh-bor's neighbor from engaging in the packing business, because he fears there will be too many arti-cles canned. The jobber fre-quently holds out the flag of over-production to disadvantage as far as increased consumption is con-cerned, and although this might enable him to bear prices some-what, yet if the same energy were spent in the line favorable towards increased consumption, would not he be able to pay full prices to better advantage and his net annual profit so much larger on account of having handled a greater volume of canned goods? To watch competitor with eagle eye is contrary to the "live and let live" policy and is about as much of a mistaken position as the non-welcome of any new arrivals in a community for fear the food supply would not hold out and there would not be sufficient for all. Population might increase and double and yet there is always enough to eat. Packers and jobbers could easily be doubled in number and still there would be sufficient pur-chasers to keep all busy if ener-gies were expended in the direc-tion of increased consumption rather than towards possibilities of over-production and keeping the other fellow out of the busi-ness.

Yours truly,
STRASBAUGH, SILVER & Co.

—

No. 3.

Baltimore, Md., Aug. 9, 1907.
Editor "Grocery World."

Dear Sir:—The easier feeling in spot tomatoes is giving buyers the opportunity of buying what tomatoes they will need before the delivery of their future con-tracts at considerably lower prices than seemed likely some time ago. There is quite a fair demand for spot tomatoes, principally No. 3 standards.

The crop conditions are re-ported excellent, but the season will be late. Though there has been very little business done on future tomatoes during the past six weeks, yet packers are not pushing them and seem to be per-fectly satisfied to wait until they have begun packing and get a sur-plus before making further sales. The heavy sales which most packers have made will enable them to rest on their oars until they actually get the goods in hand. It does not look now as though the country packers will be able to make large deliveries much before September 1st.

We are having a heavy inquiry for peaches from all sections, and there is every reason to believe that there would easily be an out-let this year for record-breaking crop. The prospects, however, are not very good for peaches in this section, and it looks as though from reports coming in from peach growers that there will be a comparatively light crop. A small quantity of peaches has been packed here, but the quan-tity has been so small that they have been snapped up from day to day, and it is hardly worth while to quote them out in a gen-eral way.

The market has taken quite a jump on blackberries and closes at 75 cents per dozen for No. 2 standards.

A few blackberries are still being packed, but the season has been quite a disappointment and the market is in strong shape.

Cheap peas are selling freely. Seconds and standards are going out in a way to indicate a bare market before long.

There are no raspberries or red cherries here. Water straw-berries have been cleaned up under $1.10. Gooseberries are held in light supply. Fancy pre-served strawberries are not at all plentiful. Stocks of all kinds of gallon goods are light.

Yours truly,
THOS. G. CRANWELL & Co.

* * *

Definite News of the Union Mercantile Agency.

Allegheny, Pa., Aug. 5, 1907.
Editor "Grocery World."

Dear Sir:—In the August 5th issue of the "Grocery World," under heading of Correspondence, on page 27, I noticed a communi-cation from Coatesville, Pa., mak-ing inquiry as to the Union Mer-cantile Agency, of Bridgeport, Conn.

In reply, and for such informa-tion as those who may make in-quiry hereafter of the Union Mer-cantile Agency's system of col-lecting delinquent accounts, I beg to advise that during my ten weeks' stay at Harrisburg work-ing on the garnishee and pure food bills, representing the retail mer-chants of Southwestern Pennsyl-vania, I made my headquarters or office in Secretary R. F. Cook's office at Harrisburg, Pa. I care-fully watched the workings of this collecting system of the Union Mercantile Agency, of Bridge-port, Conn., under the supervision of Mr. R. F. Cook, secretary of the Harrisburg Business Men's Association. He showed me ac-counts that this company had col-lected for him that they had tried three different collecting agencies and they all failed to bring any re-turns until he placed his accounts in the hands of the Union Mer-cantile Agency.

We have installed their system of collecting delinquent accounts in this city, and from a thorough investigation of their methods I firmly believe that they will be able to give us equally as good returns as they made for Mr. Cook. They collected in six months' time for Mr. Cook be-tween $22,000 and $23,000 of de-linquent accounts.

Their method is so much differ-ent from any collecting agency's proposition that I feel confident that any one desiring or interested in collection of delinquent ac-counts will get good results

through the Union Mercantile Agency.

If the Coatesville, Pa., party desires any further information I would be very glad to extend to him the same upon request.

Yours truly,
JOSEPH C. KANE,
Secretary.

* * *

Mechanical Window Display Figures.

Blossburg, Pa., Aug. 5, 1907.
Editor "Grocery World."

Dear Sir:—Please inform me by return mail of the address of a manufacturer making mechanical figures for window display. Thanking you for your trouble, I am,

Yours truly,
L. A. SHULTS.

The Attracto Co., 721-723 Arch street, Phila., Pa.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued January 29, 1907:—

842,236. Vegetable cutter. Jean Neukirchen, Cologne, Germany, assignor to Peter Neukirchen, Chicago, Ill.

842,293. Preserved-food tin. Josef Amtmann, Melk, Austria-Hungary, assignor of one-half to Zdenko von Puteani, Melk, Austria-Hungary.

842,321. Pie lifter. A. L. Long, New Bloomfield, Pa.

842,456. Coffee drier. Douglas Gordon, Worcester, Mass., assignor to Marcus Mason & Co., New York, N. Y., a corporation.

842,509. Dough mixer and kneader. O. D. Woodruff, Southington, Conn.

842,596. Dough-dividing machine. P. S. Ward, Covington, Ky., assignor to the Superior Tool and Supply Co., Cincinnati, Ohio, a corporation.

842,742. Scraper and regulator. J. H. and G. B. Young, El Paso, Texas, assignors of one-third to C. S. Pickrell, El Paso, Texas.

850,983. Plate and pan lifter. W. F. Valiquette, La Crosse, Wis., assignor of one-half to A. M. Short, Medford, Ore.

850,991. Dough mixer and kneader. F. E. Abbott, Buffalo, Minn., assignor to the Buffalo Manufacturing Co., same place.

851,110. Washboard. Andrew Weiss, Cleveland, Ohio.

851,135. Candy machine. Yan Liska, Galeton, Pa.

851,148. Candy-cooling table. J. R. Windsor, Des Moines, Iowa.

851,207. Drainer. Celia Sim, Nebraska City, Neb.

851,210. Nut cracker. M. A. Wheaton, San Francisco, Cal.

851,221. Sweetened food compound. E. D. Chaplin, Boston, Mass., assignor to Crystal Sweet Co., same place.

851,236. Machine for immersing cores of confections. L. N. Hartog, New York, N. Y.

851,417. Coffee urn. Joseph Heinrichs, New York, N. Y.

851,497. Washboard. S. B. Cook, Laurel, Miss., assignor of one-third to E. D. Peirce, same place.

851,602. Graten guard. Anna L. Lewis, New Orleans, La.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For chocolate, cocoa and bonbons. "Lucerna" Anglo-Swiss Milk Chocolate Co., Hochdorf-Lucern, Switzerland. The representation of a tower and the words "Chocolat de Lucerne."

For wheat flour. Standard Milling Co., Houston, Texas. The words "Texas Pride."

For bread. L. R. Bergeron, Fall River, Mass. The word "Keystone" and the representation of a keystone.

For fresh, smoked and cured meats. Charles Roesch & Sons Co., Philadelphia, Pa. The representation of a draped banner bearing the word "Roesch's" and a scale.

For teas. Burton & Davis Co., New York, N. Y. The words "Arrow Chop" on an arched panel placed above two crossed arrows.

For gelatine for use as food. J. & G. Cox, Ltd., Georgie, Edinburgh, Scotland. A checkered background with an ornamental oblong section bearing the words "J. & G. Cox, Ltd., Georgie Mills, Edinburgh and Eastcheap Building, Eastcheap, London, E. C."

For wheat flour. Commercial Milling Co., Detroit, Mich. The words "Henkel's Bread Flour."

For wafers, waffles, ice-cream cones and pyramids and baskets made of pastry. A. T. Dietz, Toledo, Ohio. The word "Sayso."

For lactobacilline ferment. The Ferment Co., New York, N. Y. The representation of a hand holding an hour-glass; also the word "Bacillac."

For wheat grits. The Rugby Milling Co., Rugby, N. D. The representation of a dove carrying an olive branch.

For pork relish. D. M. Bodine, Trenton, N. J. The words "Bodine's Sugar-cured Pork Relish; D. M. Bodine, Trenton, N. J.," inclosed within a circle, which is surrounded by a yellow oval-shaped border.

For chewing gum. Doctor Wemm's Eucalyptus Cure Co., Denver, Col. The letters "U-K-Lip" inclosed within an ellipse.

For canned hash-meat. Augustus Oemler, Savannah, Ga. The words "To be eaten hot; Celebrated Oemler's Q Hash Meat; formula furnished by an Augusta, Ga., expert; packed at one of the Oemler factories; pronounced by connoisseurs the very best made; James H. Johnson, sales agent, Savannah, Ga.; Oemler's Que Hash" associated with ornamental panels and scrolls, a bee and a landscape showing a waterfall and the hills in the distance.

For olive oils, cotton-seed oils, peanut oils, salad oils, mustard and spice oils. The Citizens' Wholesale Supply Co., Columbus, Ohio. The words "Golden Rule" on a scroll and a monogram of "C. W. S. Co." and five stars, all inclosed in a shield.

For soap. The Pompeian Mfg. Co., Cleveland, Ohio. The words "Pompeian Manufacturing" and the representation of a portion of a glass jar through which a man's head appears, all upon a circular black background; also the representation of a man's head above the signature "T. W. Stecher."

For wheat flakes, oat flakes, rolled oats, hominy, macaroni, vermicelli, spaghetti, crackers, bread, cakes, pies, crullers, doughnuts, yeast. The Citizens' Wholesale Supply Co., Columbus, Ohio. The words "Golden Rule" on a scroll and a monogram composed of "C. W. S. Co." and five stars, all inclosed in a shield.

For canned salmon. C. Schmitz & Co., New York, N. Y. The word "Cliff."

For medicated soap. Ichthyol Gesellschaft Cordes, Hermanni & Co., Hamburg, Germany. The representation of a dove and the word "Ichthyol" in an oval-shaped background, upon a black circle bearing the words "Ichthyol Co., Hamburg."

For cornstarch. National Starch Co., Jersey City, N. J. The word "Oswego."

For wheat flour. Mack H. Davis, Shelby, Ohio. The words "Storer's Best; Davis Mill Co. The highest standard patent roller flour," associated with the representations of a farmer, two sheafs of wheat, a miller, a thrashing machine and tops of two barrels.

For wheat flour. The P. Trent Co., Cincinnati, Ohio. An oblong panel bearing the words "Our Best" above and below a circle inclosing the words "Chamber of Commerce Brand; inspected; quality guaranteed uncquale[d]

For salad dressing, catsup and mince meat. Pressing & Orr Co., Norwalk, Ohio. The word "Winorr."

For custard powder. Ivimy, Ltd., London, England. The word "Custod[e]

For candy. National Biscuit Co., Jersey City, N. J., and New York, N. Y. A red maltese cross associated with the words "Red Cross."

For poultry food. The Illinois Seed Co., Chicago, Ill. The word "Phœnix" and the representation of a phœnix in flames.

For coffee and tea. W. S. Quinby Co., Boston, Mass. A shield draped across the top and supported by two fictitious animals, one on either side.

For chewing gum. Soda Mint Gum Co., Trenton, N. J. The words "Soda and "Mint" upon an ornamentally-shaped panel and separated by a design on the outer circle of which are the words "Soda Mint Gum Co., Pittsburg, Pa." and in the centre is the representation of a tree, the sunset and three packages each bearing the words "Soda Mint."

For honey compounds. Gordon, Wood & Co., New York, N. Y. The words "Honeyloyd."

For coffee. Fischer Bros., Seattle, Wash. A yellow background on which are the words "San-Two" in red, a red panel containing the words "Roasted Coffee" in yellow, and a red semi-circular panel containing a black representation of a building with yellow windows.

For sardines. Angus Watson & Co., Newcastle-upon-Tyne, England. The word "Skipper" and representations of marine scenes and the head of a bearded man wearing a large hat and smoking a pipe.

For chewing gum. A. M. Fitch, Indianapolis, Ind. The words "Long Tom" and a representation of a wrapped stick or roll imposed upon which is a long black cat.

For canned fish. Northwestern Fisheries Co., Seattle, Wash. The words "Honor." The word "Patriot" and a representation of a man mounted on a galloping horse.

For cornstarch. Corn Products Refining Co., Jersey City, N. J. The words "El Monte Blanco."

For canned sardines. F. H. Fromm Co., Philadelphia, Pa. The word "Cabute" upon a representation of a tray.

KIRK, FOSTER & CO. WHOLESALE GROCERS, 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILA'A.)

Keep the Ball Rolling

KIRK, FOSTER & CO. WHOLESALE GROCERS, 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILA'A.)

Summer used to be looked upon as the dull season of the year, but for the last few years with us there has been no dull season; quality and quantity and fair treatment has enabled us to "keep the ball rolling."

FORMOSA TEAS—We have just secured an exceptional attractive lot of heavy bodied, full flavor Formosa Teas, packed in boxes averaging 20 pounds net; these teas range in price from 20 to 25c. a pound, and can be sold with entire satisfaction to the consumer at from 40 to 50c. a pound, thus showing a handsome profit. Order a sample package.

CANNED CORN—Even with the new Corn in the market there is a demand for some grades of the canned product; Fancy Maine packing **Red Ribbon** Brand, at $1.05 per doz.; Fancy New York packing, **Cruiser** Brand, at 80c.; and a standard Maryland shoepeg, Hall-Park Brand, at 72½c.; all good value.

SUMMER DRINKS—We quote you on this line as follows: Clicquot Club Ginger Ale, pints, 2 doz. in case, per case, $2.10; Hires Carbonated Rootbeer, 2 doz. in case, per case, $1.65; Clawson's Ginger Ale, champagne quarts, per doz., 95c.; Clawson's Rootbeer, champagne quarts, per doz., 95c.; Heinle's Sarsaparilla, 2 doz., per doz., 85c.; Schimmel's Fruit Syrup, half-pints, 2 doz., per doz., $1.00.

KIRK, FOSTER & CO. WHOLESALE GROCERS **209** NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free cost.* Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—A nicely equipped cashier's desk and office, 5 x 4 feet in size, made of yellow pine, with glass panels, brass rails, bdging, cash drawers, etc., complete. Substantial and ornamental in structure. Will sell cheap. Address C. W. Reed, Spring and Calhoun streets, Newton, N. J. 10

FOR SALE—Hill refrigerator in good order, feet high, 5 feet wide and 4½ feet deep. Will sell at a bargain. F. C. Van Horn, 52 Passaic street, Trenton, N. J. 10

FOR SALE—Grocery and meat market. Running $400 per week. Rent, $35 per month including stable and dwelling. Stock will run $1,000; will sell for $1,000 cash, including horse and wagon. Buyer has option of purchasing property. Excellent reason for selling. Address Opportunity, care "Grocery World," Philadelphia. 8

FOR SALE—A first-class property and large cheese jobbing and retail grocery business in central Pennsylvania; established fifteen years; larger part of business cash. Did over $31,000 last year. Net profits 15 per cent. Best of reasons for selling. A remarkable opportunity. Address W. P. R., care "Grocery World," Philadelphia. 7

FOR SALE—One Elliott addressing machine, one stencil cutter, six cabinets (capacity 5,000 stencils each), 30,000 stencil plates, all in perfect condition. J. S. Ivins' Son, 625 N. Broad street, Philadelphia. 7

FOR SALE—Butchers' refrigerator. Hill's make. Length, 5 feet 6 inches; depth, 3 feet; height, 7 feet; must be sold at once to make room for larger one; price reasonable. Lot of oval front tea and spice canisters, black and gold, in first-class condition, have been used but a short time. Theo. F. Wolfe, Federal and Lawrence streets, Burlington, N. J. 7

BUSINESS OPPORTUNITIES.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

MONEY-MAKING SUBURBAN STORE.

We offer store in clean Philadelphia suburb. Groceries, meats and provisions. Only one other store in place. Size 30 x 60 feet. Does $40,000 per year, half cash. Stock about $1,500. Uses three teams. Everything sold at good profits and clean profits are 10 per cent. Owner going into other business and will sell at inventory.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

EVERY ONE A GOOD CHANCE.

No. 236.—In best residential district of Norristown, Pa., one of the busiest towns in Eastern Pennsylvania. Store established for twenty years. Does $22,000 to $25,000 yearly on stock of $2,000. Uses one team, but horse not for sale. Nets 10 per cent. Owner going into other business and will sell at inventory. Take about $2,500. Can be greatly increased.

No. 243.—In good residence part of North Philadelphia. Store 16 x 42 feet. Does $14,000 yearly. Stock, $1,200. Good house connected for sale or for rent to good man. Uses one team. Actual net profits range from 8 to 10 per cent. Owner retiring from business and will sell stock at inventory, fixtures, including team, for about $750.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price inventory.

No. 258.—On North Tenth street, Philadelphia. Store 18 x 45. Does $350 per week, two-thirds cash. Stock about $1,000. Net profits 15 per cent. Uses one team. Good dwelling connected. Owner is in other business and cannot give time. Store established for thirty years and is making money. Good chance to handle meats. Price inventory.

No. 263.—In near Philadelphia suburb. Groceries and provisions. Store 40 x 40 feet. Yearly business, $25,000, half cash. Stock carried, $1,500. Net profits 15 per cent. Good dwelling connected. Uses two teams. Business established and prosperous. Good reason for selling. Price, inventory.

No. 266.—In Montgomery County, Pa., just outside Philadelphia. Only store in suburb. Store 30 x 60, with two back rooms, stable and large yard. Does $22,000 yearly, half cash. Stock $4,500. Uses three teams. Post-office in store, paid last year $332. Actual net profits, outside post-office, 8 per cent. Lack of capital cause of selling. Or will take good partner. Price inventory. Fixtures can be rented with store.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 269.—In Chestnut Hill, Philadelphia. Store 15 x 30 feet. Weekly business, $350, two-thirds cash. Stock about $800. Uses one team. Dwelling connected for rent, if wanted. This business nets 15 per cent. clear. Death of partner compels sale. Price inventory.

No. 273.—In West Philadelphia. Groceries and provisions. Does $325 weekly, half cash. Stock carried $1,500. Profits 20 per cent. Uses one team. Dwelling connected. Low expenses make this an unusually profitable business. Family reasons cause of selling. Price inventory.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town.

No. 280.—In Northeast Philadelphia. Does $325 weekly, all cash. Stock only $250. No team used. Actual net profits 10 per cent. Owner is about to go to England and will sell at inventory. Take about $500—for the money we have nothing like it.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 283.—In North Philadelphia. Size 36 x 45 feet (double store). Does $450 weekly, two-thirds cash. Stock runs about $1,000. Uses one team. Actual net profits 15 per cent. Good nine-room dwelling. Death in family necessitates selling. Price inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 288.—In West Philadelphia. Store 15 x 27 feet. Does $400 to $425 weekly, all cash. Clears $40 cash every week. Uses one team. Good house connected for sale or rent. Owner has a saloon license and must sell store. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 292.—In Philadelphia suburb. Grocery, ice cream, confectionery, bakery. Store 20 x 35 feet. Does $450 weekly, mostly cash. Stock $600 to $700. Uses one team. Business in splendid shape, but owner cannot give time himself and is unable to get satisfactory manager. Clears $50 weekly and can clear $75. Price inventory, which means about $1,500.

No. 293.—In West Philadelphia. Store 20 x 35 feet. Did $23,000 last year, three-quarters cash. Stock about $1,500. Net profits 14 per cent. Good dwelling connected. Owner going in other business and will sell at inventory.

No. 295.—Near Tioga. Store 20 x 30 feet. Business $425 weekly. Stock $1,200; one team. Nets clear 15 per cent. above everything. Expenses low. Real estate for sale or rent. Owner holds Government position and cannot attend to store. Price inventory. Established by present owner twenty-one years ago.

No. 296.—In best northern residential Philadelphia suburb. General provision store. Opened April 1, 1907, and did $175 the first week. Last week in June, 1907, did $376. Stock about $1,000. Business thoroughly profitable, paying clear above everything $70 per week. Owner has other business and cannot attend. Splendid chance for increasing. Price inventory.

No. 297.—In West Philadelphia. Store 16 x 35 feet. Does $250 weekly on stock of $400. Net profits 15 per cent. Good house connected, for sale or rent. Owner ill and must give up business. Price $750, or inventory.

No 298.—In busiest part of West Philadelphia. Store 25 x 60 feet, and does $550 weekly, three-quarters cash, balance weekly customers. Stock about $1,300. Uses one team. Nets clean 10 per cent. Fixed charges moderate. Owner is inexperienced and prefers other business. Will sell at inventory.

No. 300.—In busiest part of Columbia avenue, Philadelphia. Store 22 x 40 feet. Does $30,000, half cash, balance weekly and monthly. Stock $1,200. Uses one team, hiring the horse when needed. Cleared last year 10 per cent. on groceries and 30 per cent. on truck. Owner is retiring from business and will sell at inventory. Ice-box built in and will be rented with store.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

NOT A BETTER PLACE ON EARTH for a wholesale grocery house than Astoria, Ore. Live wire could control Alaskan trade. Two-thirds of the people of the world live on the Pacific shores; they all make regular business of eating. Young hustler ought to start co-operative company, or promote and locate it here. You would double your dollars in this business first year. Write Chamber of Commerce, Room 797, Astoria, Ore., for particulars. Remember, Astoria is only deep-water port on Columbia River, and is one of only five on Pacific coast.

HELP WANTED.

SALESMAN WANTED—Scotch herring firm, opening branch in New York, requires first-class salesman for Aberdeen canned fish, Scotch and Holland cured herring, Irish and Norway mackerel and some knowledge of German herring trade; only those who have been in the trade need apply. Address Herring, care "Grocery World," Philadelphia. tf

WANTED—Experienced man in general store. Married man preferred. Apply A. P. Steckel & Co., Slatington, Pa. 8

WANTED—Two or three good clerks for general store; good chance for advancement; state age, experience and salary expected, and give at least two references from former employers. Address H. R. S., care "Grocery World," Philadelphia. 9

WANTED—Manager for a general merchandise store. Must know how to handle men. Apply to C. E. Engel & Co., Medford, Md. 6

WANTED—Salesman to handle the best jar ever put on the market. Salesmen for manufacturers' agents preferred. Address Kerr Glass Mfg. Co., Portland, Oregon. tf

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

"Make a Front"

Good advice though a little slangy

Our printed posters are cheaper than painting them yourself, only 2c. apiece, extra price included, and make the front of your store up-to-date and very greatly increase your trade. Samples for postal.

GROCERS' PRINTING CO.
66 N. Fourth St. Philadelphia

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

Quaker City Preserve Co.

Philadelphia, Pa.

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.

You Can't Cut Out

A BOG SPAVIN or THOROUGHPIN, but

ABSORBINE

will clean them off, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. $2.00 per bottle delivered. Book 5-B free. **Absorbine, Jr.,** for mankind, $1.00 bottle. Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands, Allays Pain. Genuine mfd. only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

A profit of $22.50 on a gross

That is what you can make by handling

German Fir

the cough cure that is guaranteed. A 25c. bottle free upon request. Write for our advertising offer.

Dilliard Remedy Company
EAST BANGOR, PA.

Good Morning
How's Your Bank Account?

A larger Fall business than ever awaits the grocer who follows up-to-date methods to secure it. One such plan, sure but most inexpensive, will be explained to you if you write for it, using your letter head or enclosing a business card. No charge for complete details. Address

W. H. RIGHTER
150 Nassau St. NEW YORK

this is "Club Cocktail" Pineapple time

Club Cocktail Pineapple is one of the most vigorous sellers Martin Wagner Co. has ever put on the market. Surely you want a case.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Just a Little Better Than the Other Fellow

If you would like to display Foreign and Domestic Fruit, just a little better than the other fellow, come to us. For many years we have made a specialty of getting ***only the best.*** We particularly want the trade of those who are built like we are. The sort of goods that bring particular people to your store are the kind of goods we are headquarters for.

R. DAETWYLER & CO.
New Market and Callowhill Streets
PHILADELPHIA

FOREIGN AND DOMESTIC FRUITS

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, August 12th. Terms, net 10 days.
First orders must be accompanied by references.

JAMAICA BANANAS.

Jumbo bunches, 10 hands, extra fancy	$2.00	per bunch
Selected, 10 hands,	1.85	per bunch
Selected, 9 hands, packed 2 in crate	1.70	per bunch
Selected, 9 hands, packed in barrels	1.65	per bunch
Selected, 8 hands, packed 1 in crate	1.25	per bunch
Selected, 8 hands, packed 2 in crate	1.20	per bunch
Selected, 8 hands, packed 3 in crate	1.15	per bunch
Selected, 7 hands, packed 1 in crate	.90	per bunch
Selected, 7 hands, packed 2 in crate	.85	per bunch
Selected, 7 hands, packed 3 in crate	.80	per bunch
Shipped loose in bags, 25 bunches and upwards.		
Selected, 9 hands	1.40	per bunch
Selected, 8 hands	1.10	per bunch
Selected, 7 hands	.75	per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

CALIFORNIA LATE VALENCIA ORANGES.

Fancy, 80 size, per box	
Fancy, 96 size, per box	4.5
Fancy, 112 size, per box	5.0
Fancy, 126 size, per box	5.50
Fancy, 150 size, per box	5.50
Fancy, 176-200-216	6.00
Fancy, 250-288	5.50
Extra Choice, 80 size, per box	4.00
Extra Choice, 96 size, per box	
Extra Choice, 112 size, per box	4.25
Extra Choice, 126 size, per box	5.00
Extra Choice, 150 size, per box	5.25
Extra Choice, 176-200-216, per box	5.25
Extra Choice, 250-288, per box	5.25

Both oranges and lemons continue scarce and high. Our quotations, however, are for the very best brands, which are bound to please you.

FANCY CALIFORNIA AND MESSINA LEMONS.

Fancy California, 240 size, per box	
Fancy California, 270 size, per box	
Fancy California, 300-360 size, per box	
Fancy Messina, 300 size, per box	5.00
Fancy Messina, 360 size, per box	5.50
Choice Messina, 300 size, per box	4.50
Choice Messina, 360 size, per box	5.00

COCOANUTS.

Cocoanuts, Best Quality Jamaica, 100 to sack	4.25
Cocoanuts (easy shelling), 80 to sack	
Cocoanuts, Barracon (easy shelling), 1	

ONIONS.

REGULAR BUSHEL CRATES.

Strictly Fancy White, per hamper	2.00
Strictly Fancy Yellow, per hamper	1.85
Bermuda, Prime, per crate	

VEGETABLES.

We carry a full line of vegetables in our truck department, but as the market fluctuates daily on this line of goods, orders will be filled at lowest ruling market prices on day of shipment.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

ny subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

cked in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
." Java	.26
" Java	.24
" Java	.24
-Java and Mocha Blend	.24
-Java and Mocha Blend	.22
." Mocha	.24
" Mocha	.22
" Mocha	.20
guayra (Washed Caracas)	.18
" Maracaibo	.18
" Maracaibo	.17
." Santos	.18
" Santos	.16
" Santos	.14
aberry Santos	.14
." Rio	.13
. 1 Rio	.12
2 Rio	.10
pton Special Mocha and Java, 1 lb. cans	.27
pton Perfection, 1 lb. cans	.20
ttlesbip, 1 lb. packages, any quantity	.15
g Cabin, 1 lb. packages, 100 to case	.14
buckle's, 100 lbs. to case	
ng Bee, 100 lbs. to case ....per case	15.00

TEA.

	Per lb.
. 25 Gunpowder	.24
. 28 Gunpowder	.35
st Gunpowder	.45
. 25 English Breakfast	.20
. 28 English Breakfast	.33
st English Breakfast	.40
. 25 Moyune Gunpowder	.33
. 28 Moyune Gunpowder	.38
st Moyune Gunpowder	.50
. 25 Imperial	.33
. 28 Imperial	.35
st Imperial	.50
. 25 Oolong	.28
. 28 Oolong	.35
st Oolong	.45
ung Hyson	.35
pan	.35
eno ⅛ and ¼ lb. packages	.50
ver Moon	.27
ver Bell, 1 lb. packages	.25
lada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
ked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb., plain, 2 doz	1 45
Wagner's, 1 lb., tall, 4 doz	.48
Wagner's, 3 lb., plain, 2 doz	.95
Wagner's, 3 lb., sauce, 2 doz	1.00
Excursion, 3 lb., sauce, 2 doz	.85
Saratoga, 2 lb., 2 doz	.50
rn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.90
Standard Shoepeg, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	.75
Belmont Cream, 2 lb., 2 doz	.85
Winorr Brand Kernelled Corn, 2 doz	1.45
as—	
Rowe & Co., extra sifted, 2 doz	
Johnson Brand, soaked, 2 doz	
Little Fellow, 2 lb., 2 doz	1.40
Rob Roy, 2 lb., 2 doz	1.00
Pin Money, petits pois, 2 doz	1.50
Pin Money, standard early June, 2 doz	1.10
French, extra fins, 100 in case, per case,	18.50
n Money Combination—	
2 lb., 2 doz	.90
dney Beans—	
2 lb., 2 doz	.75
ma Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1.00
Little Darling, 2 doz	1.30
mpkins—	
3 lb., 2 doz	.85
Gallons	
ing Beans—	
2 lb., 2 doz	.75
n Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.10
lb. Pulp, for soup	.45
ccotash—	
2 lb., 2 doz.	.95
matoes—	
Pin Money, whole, 3s, 2 doz	1.00
Standard, 3s, 2 doz	.97½
Gallon, ½ doz.	3.75
Fair Quality, 3s.	.95
s, 2 doz	.85

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	
Jockey, 1 lb., tall, 4 doz	1.35
Victor, 1 lb., tall, 4 doz	1.00
Argo, 1 lb., tall, 4 doz	1.50
Sockeye, ½ lb., flat, 4 doz	1.25
Crab Meat—	
½ lb., 4 doz	1.00
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	
Beaver, ½ lb., flat, 8 doz	2.40
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	1.15
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.10
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Glen Cove, ¼ oil, 100	4 00
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.50
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
¾ Crown Mustard, 50 cans	4.00
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 50 cans	3.50
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
Gilbert, 100 cans	9.00
Le Glitzic, 100 cans	
Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	9 25

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.10
Blackberries, 2 lb., 2 doz	.85
Blueberries, 2 lb., 2 doz	1.15
Cherries, 2 lb., 2 doz	1.40
Gooseberries, 2 lb., 2 doz	1.05
Pie Peaches, 3 lb., 2 doz	1 15
Pears, 3 lb., 2 doz	1.00
Extra Standard Pineapples, 2 lb., 2 doz	2.15
Grated Pineapples, 2 lb., 2 doz	1.85
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 50
Grated Pie Pineapples, James, 3 lb., 2 doz.	.95
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Rialto, 3 lb., 2 doz	2.25
California Apricots, 2 doz	
California Cherries, 2 doz	
California Peaches, 2½ lb., 2 doz	
Wheeler Peaches, 3 lb., 2 doz	2.00
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	
Evaporated, 1 lb. packages, 4 doz	.11
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.15
Best, 25 lbs	
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.10
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb. ....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	.06
Stuffed, 1 lb ....per doz.	
New Prunes—	
40- 50, 25 lbs	.09
50- 60, 25 lbs	.08¼
60- 70, 25 lbs	08
70- 80, 25 lbs	.07¼
80- 90, 25 lbs	.06¾
90-100, 25 lbs	.06¼
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs ....per box	2.10
Seedless Muscatels, 50 lbs	
Seeded, 36 1 lb. packages	.13
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.07
No. 2 Head, bbls. or 100 lb. sacks	.06
No. 3 broken, bbls. or 100 lb. sacks	.04¾
Japau, 100 lb. sacks	.05¾

SALT.

	Per sack
Fine Table, 224 lbs	.90
Kiln Dried	.95
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.65
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.53
Fine Dairy, 3s, 100 to bbl	2 39
Fine Dairy, 4s, 70 to bbl	2 28
Fine Dairy, 5s, 60 to bbl	2.27
Fine Dairy, 10s, 28 to bbl	2.08
Worcester, 2⅘s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.90

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	1.80
Lady Washington Beans, about 200 lbs. to bag	1.90
Green Peas, dried, about 165 lbs. to sack	
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¾
Imported Lima Beans, about 90 lbs. to sack	.06¾
Split Peas, 210 lbs ....per bbl.	7.25
Less quantity	.03¾
Lentils, about 100 lbs. to sack	.09½

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.43
Kingsland, N. O.	.32
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.29
Gold Medal	.30
King Syrup	.30
No. 12 Syrup	.18
No. 6 Amber Syrup	.27
California Amber Drips, 2 lb. cans, 2 doz.	1.75
California Amber Drips, 2½ lb. cans	2.00
California Amber Drips, 3 lb. cans, 2 doz.	2.30
California Amber Drips, ½ gal. cans, 1 doz.	1.95

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.85
Fine Granulated, 100 lb. sacks	4.85
Confectioners' A	4.80
No. 1, A	4.75
Light Yellow	4 35
Fine Granulated, 2 lb. bags	5.15
Fine Granulated, 5 lb. bags	5.05

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	3 85
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.20
Red Cross, 4 doz	4.20
Star, 4 doz	4.20
Dime Brand, 4 doz	3.55
Lion, 4 doz	4.20
Banner, 4 doz	
Hires' Silver, 4 doz	4.15

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4 00
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.35
Our Pet, baby size, 6 doz	2.75
Peerless, small size, 4 doz	2 00
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl White Floating	100	4.00
Ark	100	1.88
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4 20
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptba	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.65
*P. & G. Oleine	60	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.50
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2 08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box.
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil Sau	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New Yor

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.40@.45
Choice, barrels	.38
Good, barrels	.26@.30
Fancy, quart jars per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@.35
Ordinary	.22
Blended, fancy	.84
Blended, choice	.30
Blended, good	.28
2-lb tins, 3 dozen per case,	2.80
Quarts, 2 dozen per case,	2.80
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.82
Choice	.29
Vanilla Drips	.28@.30
Tins, 2-lb., 2 dozen per case,	1.95
Tins, 2½-lb., 2 dozen per case,	2.25
Tins, 3-lb., 2 dozen per case,	2.50
Tins, 5-lb., 1 dozen per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 100@110	
Extra Shore 1s. count 110@115	
Medium Irish 2s, count 325@375	16.00
Norway, count 400@450	
Norway, count 300@350	
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.13
Halibut, fancy chunks, Iceland, 20 lbs	
Bloaters, Cromarty, 100s	

TEAS.

Gnnpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
mperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.12@.18
Superior to fine	.22@.30
xtra fine to finest	.35@.40
oicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	.16@.20
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.20@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	.08@.10
ng—	
mon to fair	.13@.15
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
ouchong—	
Common to fair	.14@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

ava—Mandheling—Fancy brown	.34
Old Government—Best	.27
Old Government—Choice	.25
Old Government—Prime	.23
Old Government—Good	.21
Imitation	.20
African	.20
Mocha—	
Genuine Arabian	.23
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia bnds	.30
Cinnamon, Mats	.10½
Cinnamon, Twaio	.17
Cinnamon, Ceylon	.21@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.80
Cloves, Zanzibar	.19@.20
Cloves, Amboyna	.22
Cloves, Penang	.30@.35
Ginger, African	.08
Ginger, Jamaica, bleached	18½@.20
Ginger Jamaica, unbleacned	.17@.19
Ginger, Calcutta	.08
Nutmegs, 75–80s.	.25@ 35
Nutmegs, 105–110s.	.18@.20
Nutmegs, 130–140s.	.15@.18
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nntmeg	.39½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Extra white 2½s, unpeeled Calif.	
Standard white 2½s, Calif.	
Tips, green, 1s	
Tips, white, California, 1s	
Beans, Baked—	
Standard, plain 1s	.42½
Standard, plain or sauce, 2s	.50@ .60
Standard, plain or sance, 3s	.70@ .85
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sance, 3s	1.50@1.60
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.60
Extra standard 2s	1.15@1.25
Standard	.90@1.10
Soaked	.60@ .80
Beans, Stringless—	
Fancy 2s	1.90@2.50
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1.00@1 10
Fancy New York 2s	.90@1.00
Standard New York 2s	.75
Maryland 2s, Maine Style	.65@ .70
Other standard grades 2s	.60
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s.	1.40@1.75
Sifted 2s	1.30@1.35

—3—

Telephone 2s	
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.15@1.20
Soaked 2s	.50@ .65
Succotash—	
Extra fancy Maine 2s	1.25
Fancy Maine 2s	1.00@1.10
Extra standard 2s	.75@ .90
Pumpkin—	
Fancy, 3s	.85@1.15
Fancy, gallons	2.75
Squash—	
Fancy 3s	1.15
Tomatoes—	
5½-in. cans, fancy New Jersey	1.50
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.95@1.00
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	3.65
Quarts, glass jars	2.75
Beets—	
Fancy Strawberry 3s	1.50@1.75
Cut 3s	1.00@1.10
Sweet Potatoes 3s	.90@1.00
Sauer Kraut 3s	.80@1.10
Spinach—	
Standard Maryland 3s	1.45@1.50
Fancy New Jersey 3s	1.50@1.75
Gallons	4.50

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.40
Extra 2½s	2 50
Extra standard 2½s	2.10
Standard 2½s	
Gallons	
Cherries—	
Extra White 3s	4.00
Extra White 2½s	3.20
Extra standard White 2½s	
Standard White 2½s	2.40
Standard gallons	9.00
Bartlett Pears—	
Extra 3s	3.25
Extra 2½s	2.65
Extra standard 2½s	2.10
Fancy 3s	2.30@2.40
Standard 2½s	2.10@2.20
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	1.60
Standard 2½s	1.40
Gallons	4.50@5.50
Peaches, L. C.—	
Extra 3s	3.25
Extra standard 2½s	2.65
Peaches, Crawford—	
Fancy 3s.	3.10
Extra standard 2½s	1.95

EASTERN.

Pears—	
Choice New York 2s	1.50
Choice New York State 2½s	2.60
Standard 2s	1.25
Pineapples—	
Sliced or grated 2s	2.00@2.20
Sliced or grated 1s	1.00@1.10
Pie, grated, gallons	2.50
Singapore 1½s	1.15@1.25
Plums, egg, 3s.	
Plums, gage, 3s	
Apples—	
Gallons	2.50
Strawberries—	
2s, fancy	2.50
2s, extra	
Raspberries—	
Red, fancy, 2s	1.80
Standard 2s	1.10

FISH.

Lobster—	
Flat 1s	
Flat ½s	
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.00
Medium Red	1.10
Red 1s	1.10@1.15
Columbia River Chinook Salmon—	
Flat ½s	1.20@1.25
Tall 1s	1.75
Flat 1s	2.00
Oval 1s (steaks)	2.75
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.13
Smyrna Sult., fancy, 6 cr., 30 lbs	
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	.12

—4—

Loose Raisins—	Per lb
Valencia, 4 cr., 28 lbs	
California, 4 cr., 50 lbs	
California, 3 cr., 50 lbs	.11
California, 2 cr., 50 lbs	
Figs—	
Baskets, 1 lb. and 2 lb	.15 @.18
Layers, 2¾-in., 10 lbs	.09
2½-in., 12 lbs	
2¼-in., 12 lbs	
2-in., 12 lbs	
Currants—	
Fancy, 1-lb. cartons	.10
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.09
Natural, choice	.08
Citron—	
According to quality	.17 @.20
Lemon Peel—	
According to quality	.11 @.12
Orange Peel—	
According to quality	.11½@.12
Fard Dates—	
60 lbs., bulk	.06 @.07
1-lb. pkgs., 30-lb. case	.09
Persian Dates—	
60 lbs.	.03½@.05
Prnnes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.10
40x50, choice	.09
50x60, choice	.07
60x70, choice	.07
70x80, choice	.06
Choice. 50-lb. box—	
60x70, .06¾; 80x 90	
70x80. .06¼; 90x100	.05
Prunes in cartons—	
Fancy 40x 50	.11
50x 60	.10
60x 70	.09
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	
40x50	
Apples—	
Fancy, 50 lbs.	.10
Fancy, 1-lb cartons	
Prime, 50 lbs.	.09
Choice, 1-lb. cartons	.10
Peaches—	
Fancy, peeled, 25 lbs.	.24
Unpeeled, fancy, 25 lbs.	.14
Extra Choice Muir	
Apricots—	
Royal, extra fancy, 25 lbs	.26
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.23
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	@.60
Valencia, 28 lbs	.36 @.43
Flot, shelled	
In shells—	
California P. S., 80 lbs	.25
French Princess	
Tarragona, 120 lbs	.16
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.10
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.16 @.19
Louisiana Paper Shell	
Wainnts—	
California Hard Shell, No. 1	
Grenoble, 220 lbs	
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.17
Extra choice, boxes, 25 lbs	.13
Choice, bags, 125 lbs	.12

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@18.00
French quarters, boneless	
French quarters, with bones	14.50@18.00
High quarters, boneless	24.50
Halves, boneless	15.00@33.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ½s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@18.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.08@ .09

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

ny subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.	Column.
ıt Butter	7
tolene	26
;s	27

DECLINES.	Column.
Flour	28
Lima Beans	29
Live Poultry	45

ADDITIONS.	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
m Cash Drawer	33
m	47
munition	4
s Grease	5
s, Paper	41
and Twine Holders	33
ing Powder	5
ley	29
kets	62
n Brick	59
ns	29
cking, Shoe	6
ng	6
ax	47
oms	61
shes	63
kwheat Flour	28
g Borers	33
chers' Sundries	44
ter Dishes	62
ter	7
ter Color	47
mphor	47
dles	15
dles	7
ned Goods	8
alifornia Fruits	10
egetables	8
ish	12
te Fruit	10

	COL.
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22

	COL.
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36

	COL.
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	30
Ketchup	26
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29

	COL.
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Pudding	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53

	COL.
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64

	COL.
Sugars	1
Sulphur	47
Sundries	59
Syrups	60
Tacks	59
Tapioca	30
Tar	48
Teas	1
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

fectioners' Lozenge	5.25
" Powdered	5.25
" Crown A	5.45
" Crystal A	5.10
" Coarse Granulated	5.35
le Tablets	6.38½
stal Dominoes	7.35
Loaf	5.80
ent Cubes	5.35
dered	5.20
ra Fine Granulated	5.20
rse Granulated	5.20
nulated	5.10
Granulated	5.10
" In 50-lb. bags packed 2 in 100-lb. bag	5.15
" in 25-lb. bags packed 4 in 100-lb. bag	5.15
" in 10-lb. bags packed 10 in 100-lb. bag	5.25
" in 5-lb. bags packed in bbls	5.30
" in 5-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. bags packed in bbls	5.40
" in 2-lb. bags packed in 100-lb. bags	5.40
" in 2-lb. cartons in cases	5.30
" in 2-lb. paper packages in cases	5.30
fectioners' A	4.90
Keystone A	4.85
American A	4.80
Centennial A	4.75
California A	4.70
Franklin B	4.65
Keystone B	4.60
American B	4.55
Centennial B	4.50
California B	4.45
Franklin Extra C	4.40
Keystone Extra C	4.35
American Extra C	4.30
Centennial Extra C	4.25
California Extra C	4.25
Franklin C	4.25
Keystone C	4.25

TEA.

	Per lb.
ans—Basket-fired	18 @ 35
ans—Pan-fired—Common to Fair	17 @ 23
ne	24 @ 28
oicest	30 @ 38
mosa—Superior to Fine	18 @ 20
oice to Extra	22 @ 35
oicest	40 @ 50
chow—Common, cargo	13 @ 16
ood, medium	17 @ 22
perior	23 @ 28
ne	30 @ 35
oicest	@ 40
powder—Choice to Extra	29 @ 35
oicest	40 @ 45

—2—

Moyune—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
Imperial—Superior to fine	15 @ 20
Choice to extra	22 @ 25
Choicest	30 @ 35
Young Hyson—Superior to fine	13 @ 20
Choice to extra	28 @ 30
Choicest	35 @ 40
India—Common to Fine	17 @ 38
Ceylon—Common to Fine	17 @ 40
English Breakfast—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

		In ½ & lb.	In ¼ lb.
Ceylon and India, No.	1	.45	.47
" " "	2	.40	.42
" " "	3	.35	.37
Black and Green, "	1	.45	
" " "	2	.40	
English Breakfast, "	1	.45	
" " "	2	.40	
Formosa Oolong, "	1	.45	
" " "	2	.40	

Counter box, 30 ten cent tins, only packed in No. 1 quality, $2.00

Tetley's Tea—	Per lb.
¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.	
No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, " "	.60
Ex. Gold, " "	.75
Mixed (Green and Black), same prices as above.	
Formosa and Oolong, same prices as above.	
	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), "	.50
Formosa and Oolong, "	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades ... per doz.	.90

Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. "	.22½
½-lb. "	.23
¼-lb. "	.23½
⅛-lb. "	.25

Spring Garden Tea—	
100 lb. barrels ... per lb. net	.18
5 lb. silver bags ... " "	.19
1 lb. silver bags ... " "	.19½
½ lb. silver bags ... " "	.20
¼ lb. silver bags ... " "	.21

Packed in cases containing 100 pounds.

McCormick & Co's, Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

—3—

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz., per doz.	.85
" " " quarts, 1 " "	1.40
" " " " 3 " "	1.40
" " " ½ gals. 1 " per bbl.	2.50
Colburn's, 16 oz., 2 doz. ... per doz.	.75
" quarts, 1 " ... "	.90
" " 3 " ... "	.90
" ½ gals. 1 " ... per bbl.	1.80
Violet, pints, 2 doz. ... per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross ... per gross	9.25
Mica, ¼ gross ... "	8.40
Peerless, ¼ gross ... "	4.40

BAKING POWDER. Per Doz

Davis' O. K., ¼-lb., 4 doz. ... per doz.	.45
" ½-lb., 3 " ... "	.90
" 1-lb., 2 " ... "	1.65
" 5-lb., ½ " ... "	7.20
Cleveland's, 10-c. size, 4 doz. ... per doz.	.84
" ¼-lb., 4 " ... "	1.23
" ½-lb., 2 " ... "	2.28
" 1-lb., 1 ... "	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
" ½- " 2 doz. cases	.90
" 1- " 1 "	1.65
" 5- " 6 cans in case ... per lb.	.32
Sea Gull, 6 oz., glass, 4 doz.	45
Parrot and Monkey, 4 doz.	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass, 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl. ... per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz. ... per doz.	.45
10c.-can, 4 doz. in box ... "	.90
½-lb. cans, 2 doz. in case ... "	1.25
1-lb. cans, 1 doz. in case ... "	2.50
Royal, 10c. size, 4 doz.	.86
" ¼ lb., 4 doz.	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1 lb. cans, per doz.	2.25
" " " ½ lb. " " "	1.25
Sea Foam Baking Powder—	
¼ lb., 4 doz. in case	.95
½ lb., 2 doz. in case	1.75
1 lb., 1 doz. in case	3.40
5 lb., ½ doz. in case	16.50

—4—

Boston Brand, 5 lb. size, ½ doz. case ... per doz.	12.00
" 1 " 1 " ... "	2.50
" ½ " 2 " ... "	.55
" ¼ " 3 " ... "	.75
Purity Brand 5 " ½ " ... "	6.00
" 1 " 1 " ... "	1.50
" " 3 " ... "	.80
" ¼ " 3 " ... "	.45

BLACKING—Shoe. Per Gross.

Shinola ... per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free ... per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz. ... per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M. ... per ½ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ½ gross	2.25
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.60
" " 5, "	7.65
T. M. French ... per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz.	1.15
Bixby's Royal Polish, 1 doz.	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz.	.82½
Browns, Army and Navy, 1 doz.	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination.	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co.—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos, Choice	@.09
" Fancy	.09¼@.09½
Maracaibo, Strictly Fancy	.11¼@.11½
" Choice	@.11
Washed Caracas, Fancy	.12½@.13
Java, Extra Fancy Old Government	@.19
" Extra Fancy	@.18½
" Fancy	@.18
Mocha, ⅛ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.13
" Prime	@.11½
" Choice	@.09½
Santos, Choice	@.12½
" Fancy	@.13
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14
" Fancy	@.14½
" Extra Fancy	@.15
Java, Extra Fancy Old Government	@.24½
" Fancy	@.23½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.18½
Eureka	.15½
Leader	.18
Jap	.13
Special, No. 6	.12½
Special Drive	.12

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 36/100
Lion	13⅛	13¾
B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins,		.26
Saindo, lbs		.20
" 50-lb. tins		.19
" barrels		.18
Viv, lbs		.16
" 50-lb. tins		.15
" barrels		.14

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20
Packed in 30 and 60 pound cases.	
German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18
Tumbala, 60 or 100 1-lb. cartons	.16
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, M. & J. Blend, 40 or 60 1 lb. tins	.27½
Tourist, M. & J. Blend, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.15
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box ... per box	3.90
12 tins in box ... per carton	.95
2 lb. tins ... per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans ... per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends ... per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin ... per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross ... per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Gun Caps, E. B. ... per M	.60
Gun Caps, musket ... per M	.65
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB. bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz.	5.20
Sawyer's, No. 1, 6 doz.	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz.	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz.	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7 40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.27
" First, "	.26
" Second, "	.25
" Third, "	.24
" Imitation, 30–60 lbs	.23
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.28
Ladles, 30–60 lbs., bakers' use	.22
Print Butter:—	
Star or S. D. brands, 1 lb., 20–50-lb. bxs.	.31
B. B., E. D. brands, 20–50-lb. boxes	30
J. J., C. V., Gilt Edge, Gold Medal, 20–50-lb. boxes	.29
Sheaf ("400") Elgin, 20–50-lb. boxes	.28
Sheaf	.25–.27
B. S. Gilt Edge, cartons	.31
Gurnse, pounds or half pounds	.29
Belle Spring	.27

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.11½
" 16's, "	.12½
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	09¾
Bright Light, " " ... per box	2 35
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	
Martha Washington, long 12s ... per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints ... per gross	4.35
Mason's, quarts ... per gross	4.60
Mason's, half-gallons ... per gross	6.50

—8—

Jelly Tumblers—	
Barrels, 22 doz ... per doz.	
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.
Mason's Caps and Rubbers, ½ gro., "	2.
Jar Rubbers—	
Lip, wide ... per gross	
Acme, wide, 1 doz. cartons ... per lb.	
" medium, 1 doz. cartons ... "	
Reliable, white rubber, wide	
" " medium	
Black, medium ... per lb.	
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Autumn brand, Sweet Marjoram ... per doz.	
" Sage ... "	
" Thyme ... "	
" Savory ... "	
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory ... per case	1
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—	
¼-lb. cartons, 1 doz ... per doz.	
¼-lb. " " ... "	
½-lb. " " ... "	1.
¼-lb. screw cap bottles, 2 doz ... per doz.	
¼-lb. square cans, 2 doz ... "	

CANNED GOODS.

	Per
Tomatoes—	
Frying, Good Luck Brand	1
DuBois' Frying	1
Jersey King, No. 3, Standard Jersey	1
Rio Grande, fancy, Jersey	1
Silver Lake, fancy, Jersey	1
Lima Beans—	
Tinsley's, extra small	1
Turkey, fancy, Jersey	1
Silver Lake	1
Boyer's, Fancy	
Oxford, Maine packed	
Lanfair, 2s	
String Beans—	
Red Jacket, extra small	1
Cloister, fancy N. Y.	1

It Brings People Back to You

Spring Garden Tea has a quality and flavor so seldom equalled in a blend of tea that people who have tried it are hard to sell anything else to.

As you can get 60 cents per pound for it, making 160 per cent. profit, you shouldn't want to sell them anything else. **Our price to you:**

In 100-lb. Barrels	18	cents per lb. net
In 5-lb. Silver Bags	19	cents per lb. net
In 1-lb. Silver Bags	19½	cents per lb. net
In ½-lb. Silver Bags	20	cents per lb. net
In ¼-lb. Silver Bags	21	cents per lb. net

Packed in cases containing 100 Pounds

Thomas Martindale & Co., Philadelphia, Pa.

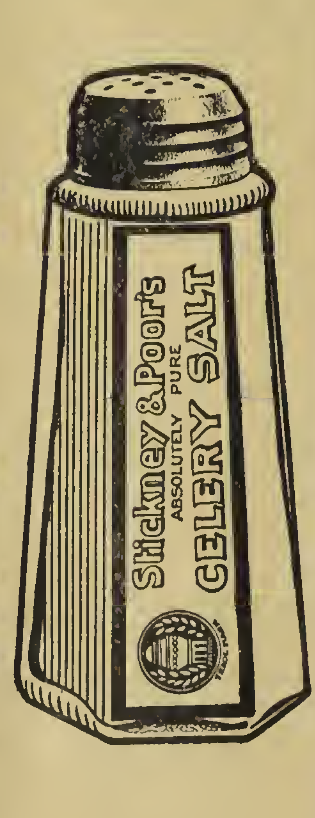
What's in a Name?

We'll tell you. We have picked out the name **Apelpi** for our Evaporated Apples, so that every time it is thought of particular people will think of the finest fruit of this kind ever put on the market.

We have adopted the sentence, "The bottom as good as the top," because that is unusual with evaporated apples, and we pride ourselves on the fact that it applies to ours. Put them in, and your troubles in this direction are over.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON, Distributers — 28 So. Front Street, Philadelphia, Pa.



This Sells Itself

The finest and strongest celery salt procurable, packed in a tasty shaker like that shown in the cut.

These shakers will move out of your store in a regular little army. For everybody uses celery salt and everybody would rather use it from a shaker than in any other way.

Absolutely pure, like everything else made by this house for 95 years.

Stickney & Poor Spice Company
Founded 1815 :: BOSTON, MASS.

—9—

Boyer's, 2s	
M. & B., 3s	
M. & B., No. 2	
hite Wax Beans—	
Acorn	.67½
Champion	.62½
Compass, No. 10, 1 doz	3.00
ked Beans—	
B. & M., No. 3	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.87½
Campbell's, No. 2, sauce	.87½
Oxford, No. 3	.90
Narragansett, No. 2, tomato sauce	.97½
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.77½
Moore & Brady, No. 3, sauce	.82½
Moore & Brady, No. 1, picnic size, plain	.35
Moore & Brady, No. 1, picnic size, sauce	.37½
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	.92½
Martin Wagner Co., No. 3, tomato sauce	1.00
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.47½
Schimmel's, No. 1, sauce	.50
Schimmel's, No. 2, sauce	.87½
Schimmel's, No. 2, plain	.82½
Bunker Hill, No. 3, plain	.75
Bunker Hill, No. 3, tomato sauce	.77½
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
ed Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. per doz.	.82½
Victory brand, No. 1, 4 doz. per doz.	.45
rn—	
Kornlet	1.50
American Beauty, extra fancy, Shoe Peg	.85
Cream of Susquehanna	.95
Baker's, G. W., whole grain	85
Rival Blue, fancy, York State, crushed	.77½
Shoe Peg, Susquehanna	.80
Shoe Peg, Osborn's	.72½
Mark, crushed	.67½

—10—

Peas—	
French, Extra Fins, 100 cans, per case	16.25
French, Tres. Fins, 100 cans, per case	14.75
French, Fins, 100 cans	13 75
French, Moyens, 100 cans	13.50
Belle Rose, Fancy N. Y. State Sifted, Little Champions	1.50
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1 25
Parrot Junes	1.00
Jumbo June	1.15
B. F. F. Junes	1.00
Bell Rose Sifted Sweet Wrinkled	1 30
Honey Bee, Early June	
Little Nell's, Baltimore	.65
Beets—	
Red Jacket, No. 3, small	1.45
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
McMurray's Mountain	.80
Spinach—	
Booth's, No. 3	1.30
Champion, No. 3	1.45
Farren's, No. 10	4.25
Sweet Potatoes—	
Plantation, No. 3	.92½
Delaware, 3-lb., 2 doz	95
Pumpkin—	
Catawba brand, extra fancy, N. Y. State, No. 3	.85
M. & W., Dog Head, No. 3	.80
Andrews & Co., No. 2	.47½
Asparagus—	
Del Monte, mammoth, No. 2½	4.25
Oak, large, No. 2½	4.50
Swan, No. 2½s, medium, California	4.15
El Rio, medium, No. 2½	3.25
Sovereign, large, round, 2 doz	2.60

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra standard	2.25
San Antone, standard	1.70
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Cherries—	
Extra quality, 2½s	3.40
Extra standard, 2½	3.30
Standard, 2½	

—11—

Peaches—	
Extra standard, lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 1 lb., 4 doz	1.65
Prize Medal, lemon clings, No. 10, 1 doz	7.75
Express, yellows, 2½s	
Plums—	
Extra standard egg	
Extra standard green gage	
Standard egg	
Standard gage	

DOMESTIC CANNED FRUIT.

Apples—	
Derby, No. 10, 1 doz	2.85
Pride of Shenandoah, No. 3, 2 doz	.95
Spring Garden, fancy, 3s, 2 doz	.90
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	
Blueberries—	
Main, No. 2	
Main, No. 10	
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	
Peaches—	
Calumet, yellow, light syrup	
Terrapin, No. 3	1.05
Pears—	
Matchless, extra fancy, No. 2	1.40
Raspberries—	
Mikado, red, fancy, N. Y. State, preserved, No. 2	1.25
Rhubarb—	
Silver Lake, No. 3	
Strawberries—	
Silver Lake, No. 2	
M. & W., No. 1	
Terrapin, standard, No. 2	
Pine-apple—	
M. & B., India River, E. & C., No. 2	1.65
Wagner's, E. & C., No. 2	1.45
Singapore, chunks, No. 1½, 4 doz	1.20
Singapore, cubes, No. 1½, 4 doz	1.20
Wagner's, No. 1, cocktail, 2 doz	.95
James, No. 3, pie, grated	.75

—12—

The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.

Tan Chop Hin, ½-lb. chunks per doz.	.80
" 1 " " "	.87½
" 1½ " " "	1.17½
" 1¼ " sliced "	1.35
" 1¼ " grated "	1.35
" 2½ " whole "	1.85
Packed in their own juice:—	
1½-lb. chunks, extra heavy syrup...per doz.	1.45
1¼ " sliced "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz.
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	.95
Star, No. 1, 4 doz	.97½
Lobster—	
B. & M., No. ½, flat, 4 doz	2 20
B. & M., No. 1, tall, 4 doz	4.00
Star brand, No. ¼, flat, 4 doz	1.30
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.15
Shrimps—	
Barataria Canning Co., new, No. 1, 2 doz	
Lopez & Dukate (Barataria), new, pickled, No. 1, 2 doz	1.15
Mackerel—	
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.60
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.07½
Boyer's, No. 2, 2 doz	2.00
M. & B., No. 1, 2 doz	1.05
Stewart's, No. 2, 2 doz	2.00
Stewart's, No. 1, 2 doz	1.00
Victory, No. 1 doz	1.02½
Kippered Herring—	
Maconache's, 2 doz., plain	1.50
Salmon—	
Cook's, Holly, Colorado River, No. 1, tall	1.75
Cook's, Holly, Colorado River, No. ½, flat	1.15
Hapgood's, No. 1, tall, 4 doz	1.85
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.10
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
No. ½, flat, 4 doz	1.20
Rising, light, fancy, red, No. 1. tall	1.20
Humes, Karluk, No. 1, tall, 4 doz	1.25

Ritter's Guaranty

In compliance with the rules and regulations for the enforcement of the Food and Drugs Act published by the Commission appointed for this purpose, we have filed a guaranty covering all our products with the Agricultural Department in Washington under the serial number 1017.

In the future all our products will be labeled in accordance with Regulation Nine as follows: *Guaranteed under the Food and Drugs Act, June 30, 1906, No. 1017.*

This guaranty is sufficient and covers every sale we make and no individual guaranties are necessary.

It has always been our aim to manufacture pure and wholesome food, to comply with existing laws and to protect all who buy our products, and we shall carry out this principle in the future.

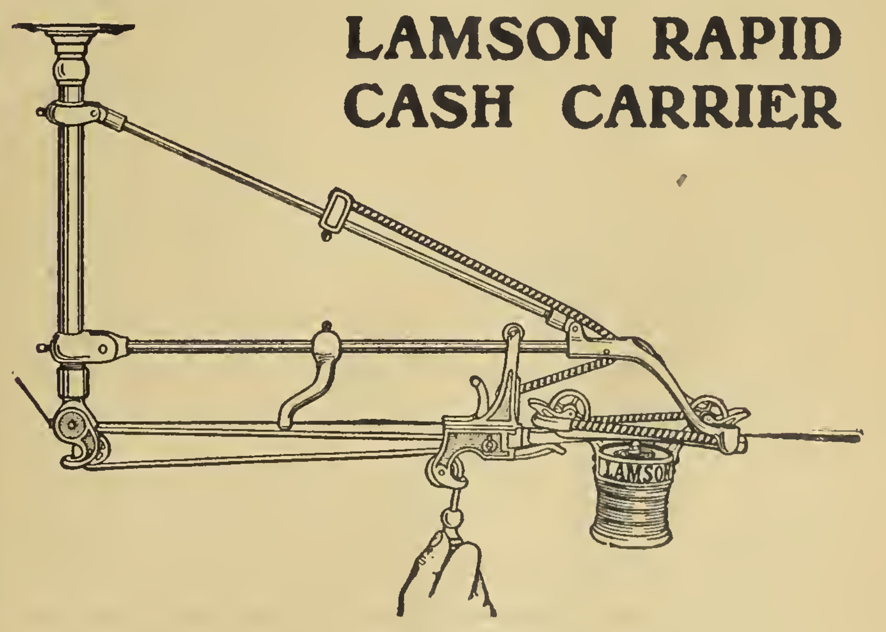
We hope to deserve your continued confidence and patronage.

Philip J. Ritter Conserve Co.

PHILADELPHIA, PA.

Fruit Butters · Preserved Fruits · Fruit Syrups
Cranberry Sauce · Catsup · Honey
Mince Meat · Chili Sauce · Mustard
Jellies · Salad Oil · Baked Beans
Jams · Crushed Fruits · Soups
Canned Fruits · Canned Vegetables

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.30
Leader, fancy, red, No. 1, tall	1.22½
Defender, medium, red, Alaska, No. 1, tall	1.15

Plain.

La Champagne, ½'s, key	25 00
" ¼'s, key	17 00
Lucullus, ¼'s	13 00
C. Morel, ¼'s	10.00

SARDINES—Boneless.

Le Marchand, ½'s	
La Champagne, ¼'s, key	
Cadean, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.40
½s, Martels	13.50
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8.25
Mustard—	
¼s, Irma, 100 cans	3.42½
¼s, Eureka, key, 100 cans	3.27½
¼s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3 00
¾s, Underwood's, 50 cans	
¾s, Irma, 50 cans	3.25
¾s, Harbor, 50 cans	3.35
¾s, Booth's, extra, in cartons, 50 cans	2.70
¾s, Continental, key, 48 cans	2.60
¾s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.67½
¼s, Continental, key, 100 cans	3.37½
¼s, Le Baron, 100 cans	3.12½
¼s, Imperial, 100 cans	
Gold Label, ¼s, oil, 100 cans	6.25
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.20
" " with key, No. 2, 1 doz	2.25
Fairbank's, with key, No. 1, 2 doz	1.15
" with key, No. 2, 1 doz	2.15
" with key, No. 6, 1 doz	7.65
" with key, No. 14, ½ doz	16.50
Libby's, with key, No. 1, 2 doz	1.20
" with key, No. 2, 1 doz	2.20

Chipped Dried Beef.

No. 1, 2 doz	1.85
No. ½, 2 doz	1.05
Glass, No. ½, 2 doz	1.25
Glass, No. 1, 2 doz	2.25
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.72½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.55

—14—

Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.12½
Fairbank's, No. 2, 1 doz	2.15
Armour's, No. 1, 2 doz	1.22½
Armour's, No. 2, 1 doz	2.25
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.05
Kingan's, No. 2, 1 doz	2.05

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.50
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.48
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.40
Libby's, No. ½, 4 doz	.70

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.82½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11 00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1 50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3 25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2 25
Tongue	1.25	2 25
Chicken	1.95	3.00
Turkey	1 95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's:—	
No. 1 cans, 4 doz. to case, straight or assorted, all kinds except Tomato ... per doz.	.87½
No. 1 cans, 4 doz. to case, assortment No. 1 containing 8 cans Tomato ... " "	.87½
No. 1 cans, 4 doz. to case, Tomato ... " "	.95
No. 8 cans, 24 to case, all kinds except Tomato ... " "	2.50
No. 8 cans, 24 to case, Tomato ... " "	2.65
Gallon cans, 6 to case, all kinds except Tomato ... " "	7.75
Gallon cans, 6 to case, Tomato ... " "	8.25

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.09½
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.10
I X L Assorted Chocolate	"	.11½
King B Assorted Chocolate	"	.12½
No. 1 Fine Assorted Chocolate	"	.15½
Nonpariel Drops	"	.10½
Chocolate Covered Caramels	"	.11
Dairy Chocolate Chips	25-lb. pails	.15½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.16½
Cream Cocoanut Balls	28-lb. pails	.09½
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.07½
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes	30-lb. cases	.11½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, half-pints, 2 doz	1.10
" " pints, "	2.00
Waldorf, medium, 12 oz., screw top, 2 doz.	.87½
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate ... per jug	.85

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—	Per Case
Small, 25 bottles in case	2.75
Medium, 25 bottles in case	4.25
Large, 12 bottles in case	3.25

Bought Simply. Because She Liked the Glass Package

It's odd what little things make sales sometimes. A grocer told us the other day that the day before a woman had bought a jar of **Croft's Swiss Milk Cocoa** simply because she liked the novelty of the glass package. She didn't ask any questions about the peculiar characteristics of the cocoa; she liked the glass jar and bought.

There is a point in that for grocers who study the public—the useful novelty is usually the seller.

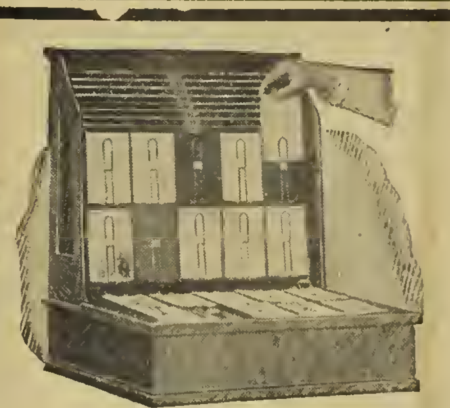
Croft's Swiss Milk Cocoa, the only cocoa packed in glass, has a smoother flavor than any other cocoa made. That is because our exclusive process of making takes out certain substances that other manufacturers leave in.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. PHILADELPHIA Pennsylvania . .



Systems to Fit Your Business

The McCASKEY ACCOUNT REGISTER System is the ONLY COMPLETE up-to-the-minute, ONE-WRITING System on the market.

200 Styles and Sizes!

Made to fit your requirements.

No red tape or bothersome details.

SO SIMPLE the average school child can handle accounts as easily as the college graduate.

The McCASKEY ACCOUNT REGISTER and the FAMOUS MULTIPLEX PADS beat the world.

The quickest way of handling accounts ever invented.

No Copying or Posting—No Night Work—No Disputes—No Forgotten Charges—A Good Collector.

Be wise and investigate this great money saver.

Our 64-page catalog FREE. Do you want to know?

THE McCASKEY REGISTER CO., 30 Rush St., Alliance, Ohio

Manufacturers of the Famous Multiplex Duplicate and Triplicate Carbon Pads; also, End Carbon, Side Carbon and Folded Pads.

New York Office: 140 West Forty-second St., G. M. Orton., Mgr.
New Jersey Office, 15 Clinton St., Newark.
C. T. Baxter, Dist. Mgr. for Maryland, Delaware and Eastern Penna. Office at 406 Central Trust Bldg., Cor. Market and 4th Streets, Philadelphia, Pa.
J. D. Lasley, Dist. Mgr. for Virginia, North and South Carolina and District of Columbia. Office at Room 15, Central Nat'l Bank Bldg., 7th Street and Pennsylvania Avenue, Washington, D. C.

AGENCIES IN ALL PRINCIPAL CITIES

—17—

ampbell's Beefsteak Tomato Ketcbup:—	
½ pints, 24 bottles to case	1.10
Pints, 24 bottles to case	2.00
ampbell's Tomato Ketcbup:—	
Pint bottles, 24 to case, per doz	1.40
½-pint bottles, 24 to case, per doz	.90
ampbell's Cbili Sauce:—	
Pints, 2 doz. to case	1.40
½ pints, 2 doz. to case	.90
Asst. Condiments, 2 doz. to case, per doz	.90

CHOCOLATE AND COCOA.

	Per lb.
'alter Baker & Co's:—	
Premium, 12 to 25 lbs	.30
Caracas, sweet, 6 lbs	.32
German, sweet, 6 to 12 lbs	.22
Auto, sweet, 6 lbs	.32
Cocoa, ¼-lb. cans, 12 lbs. in box	.37
Cocoa, ½-lb. tins, 12 lbs	.37
'. H. Baker s:—	
Best Cocoa, ½-lb. size ... per lb.	.36
" ⅛-lb. " ... "	.38
Premium Chocolate, ⅛s, 12 lbs	.30
" " ¼s. 12 lbs	.31
Best Sweet Chocolate, ¼s	.21
Best Sweet Chocolate, 1-5s.	.21
Vanilla Sweet Chocolate, ⅛s	.29
ershey's—	
Vanilla Sweet, ⅛s, 6 lb ... per box	1.55
Swiss Milk, ⅛s, 6 lb ... "	1.45
ocoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ⅛s, 6 lb	.43
" " ¼s, 6 lb	.45

ensdorp's Royal Dutch Cocoa, 12-lb. cases—

		Per can.	Per doz.
¼-lb. round cans		.18½	2.21
½-lb.	"	.29	3.48
1-lb.	"	.57	6.84
1½-oz.	" 50 cans in case	.07	
			Per lb.
5-ib.	"	2.75	.55

ensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.32
looker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box ... per doz.	1.88
½-lb. tins, 2 doz. in box ... "	3.50
1-lb. tins, 1 doz. in box ... "	6.50
5-lb. tins, 1 doz. in case ... per lb.	.52
10-lb. bags, 1 doz. in case ... "	.50

—18—

Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes ... per lb.	.37
" ½-lb. tins, 6-lb. boxes ... per lb.	.36
Wilbur's Chocolate—	
Premium, ⅛s, 12-lb ... per lb.	.30
Sweet Clover, ⅛s, 6-lb ... per lb.	.25

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ⅛s	.36
Cocoa, labeled, ⅛s	.38
Premium Chocolate, ⅛s	.28
Premium Chocolate, ¼s	.30
Ideal Chocolate and Cocoa Co.:—	
Ideal Cocoa, ½-lb. size ... per lb.	.40
" " ⅛-lb. " ... "	.41
" Baking Chocolate, ½-lb size ... "	.27
" " " ¼-lb. " ... "	.29
" Milk Chocolate, 6-lb. box ... per box	1.65
" Vanilla, Sweet, 6-lb. " ... "	1.65
Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.33
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.33
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	33
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	33
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.28
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages	.28
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.28
Vanilla Sweet Chocolate, 50 5-cent packages in box ... per box	1.65
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	41
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.41
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.40

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.39
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.39
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.39
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.38
Diamond Chocolate, sweet, ¼-lb. pkgs.	
6-lb. boxes, 12 boxes in case ... per lb.	.24
12 " " 6 " " ... "	.24
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.30
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	32
½-lb. tins, 6-lb. bxs., 12 bxs. case "	30
Milk Chocolate, 50 5-cent packages in box, per box	1.65
Peter's Milk Chocolate:—	
No. 61—½ lb. size, croquettes ... per lb.	.48
No. 62—¼ lb. " " ... "	.48
No. 63—½ lb. " flat packets ... "	.48
No. 64—¼ lb. " " " ... "	.48
No. 93—⅛ lb. " " " ... "	.48
No. 66—⅛ lb. " " " ... "	.50
No. 67—1/10 lb. " " " ... "	.50
No. 68—1/16 lb. " " " ... "	.50
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ⅛s, 2 doz. in box	1.85
" " ¼s, 6 lb. "	.37
" " ⅛s, 6 lb. "	.35
" " 1s, 12 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" " " 120 2-c. cakes	1.50
" Caracas, ¼-lb. cakes, 6 lb. in box	.30
" Superior Sweet, 6 lb. "	.22
" Premium, ¼s, 12 lb. "	
" " ⅛s, 12 lb. "	
Hawley & Hoop's Breakfast Cocoa—	
A No. 1, ⅛-lb. tins, 12 in box	.34½
" ¼-lb. " 24 "	.35½
Cocoa Shells, cleaned, bags ... per lb.	.01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes ... per lb.	.30
½-lb. " " 24-lb. " ... "	.29
Special 10-c. packages, 30 to box ... per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ¼-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ¼-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ⅛-lb. " 6-lb. "	.31½
" ⅛-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ⅛s, 6-lb. boxes	.26½
" ⅛s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes ... per box,	1.35
" 3-c., 72 " ... "	1.40

—20—

Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27
Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	3.85
Defiance, 4 doz	3.85
Dime, 4 doz	3.55
Winner, 4 doz	4.15
Baby, 1 doz., glass	2.00
Red Cross	4.15
Peninsular	4.10
Dr. Hand's, 2 doz	3.10
Leader	3.80
Banner, 4 doz	4 05
Star, 4 doz	4.15
Evaporated Milk—	
Peerless, family size, 4 doz	3 40
Peerless, 5c. size, 4 doz	
St. Charles, family size, 4 doz	
St. Charles, hotel size, 2 doz	
Silver Cow, 5c. size ... 6 doz.	
Pet, 10-c. size, 4 doz ... per case	3.40
Pet, 5-c. size, 6 doz ... per case	2.75

HIRES CONDENSED MILK AND CREAM

	Per case.
Hires Condensed Milk	5.60
Queen	4.00
Blue Ribbon	3.80
Premium	3.80
Silver	4.15

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

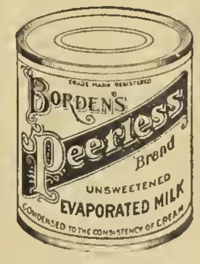
Less than five cases	4.00
Five cases or more	3.95
Twenty-five cases or more	3.90
Fifty cases or more	3.85

BY MERIT AND INTEGRITY
BORDEN'S

EAGLE BRAND CONDENSED MILK

Milk Products Have Continued in Popularity with Dealer and Consumer for

50 YEARS



PEERLESS BRAND EVAPORATED MILK (UNSWEETENED)

BORDEN'S CONDENSED MILK CO., Originators of Condensed Milk and "Leaders of Quality."

In every leading magazine published you can find the advertisements of **Ralston Health Food** and **Purina Whole Wheat Flour,** preaching the gospel of pure and nutritious food.

And incidentally building up the already enormous business in these products—building it up by bringing orders to retail grocers the country over.

If you believe in selling products of unimpeachable purity and wholesomeness, and particularly if you believe in filling orders which we are inspiring for you every day, why not stock up **Ralston Health Food** and **Purina Whole Wheat Flour.**

RALSTON PURINA MILLS

PORTLAND, ORE. **ST. LOUIS, MO.** TILSONBURG, ONT.

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ½s	.26
" ¼s	.28
" ½s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 180 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Bijou Cookie	.07½	.08
Brown Edge Water		.09
Butter Toast	.07½	.08
Clover Mixed		.08
Cocoanut Ripple		.10
Cry Babies		.09
Fig Bars		.10
Fruit Cookies	.07½	08
Fruit Gem	.08	.08
Ginger Snaps, XX	.06	.06½
Ginger Vedettes	.07	.07½

—22—

Graham Wafers		.10
Grandma Cookies	.07½	.08
Honey Jumbles, XX		.10
" " Iced		.10
Honey Kernel		.10
Iced Ginger Tablet		.08
Iced Penn Treaty		.07½
Iced Vedette Wafer	.07½	.08
Macaroon Cookie		.10
Man-in-the-Moon		.08
Matchless	.08	.08
Milk Lunch	.07	.07½
Oriental Cookie	.07½	.08
Quaker City Mixed	.07½	.08
Quiver Mixed	.07	07½
Orange Cookies	.07½	.08
Peerless		.08
Soda Biscuit, XX	.06	.06½
" " No. 1	.07	.07½
Spiced Wafers	.07½	.08
Sunshine Cookie	.07½	.08
Suprema	.08	.08
Wavelets		.09

Package Goods—	Per doz.
Bonnie Water	.95
Butter Toast	.50
Cracker Meal	.84
Cresco Cookies	.95
Fairy Oyster	.50
Gingerettes	.95
Gold Medal Soda (10-cent size)	.95
" " (5-cent size)	.50
Graham Wafers	.95
Milk Lunch	.95
Ivinettes	.95
Butter Thins	.95

Freight paid on 100 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish.p. dz.	1.15

—23—

Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish.p. dz.	1.75
Wein Senf, in bbls. ...per gal.	
" 1 gallon stone jars ...per jar	.75
" 5 gallon kegs ...per keg	2.50
Prepared Mustard, in bbls. ...per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
...loaf,	.26½
Sap Sago, 3 to a lb. ...cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs. ...loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
" in tin ...per lb.	.26
" 1-lb. tins ...per case	3.25
Camembert, in wood boxes ...per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1 ...loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each ...per lb.	.19
Limburger Cheese, No. 1 ...box, .14 ; ½ box, 15 ; less	.15
Muenster Cheese ...per lb.	.18
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.19½
Pineapple (Picnic size), 6 in box ...per box	
" (Gem size), 6 in box "	3.00
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case ...per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size.per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.30
" d'Isigny, " 6 in box... "	1.30
Wm. Tell brand, 12 in box "	1.10
Neufchatel (Cow brand), 25 in box ...per box	.95
Star Cream, or Phila., 12 " "	2.00
Miniature Cream, or Phila. 12 " "	1.00
Hand Cheese, 8 doz. "	1.25
" 4 " "	.65
" 4 " Thuringer "	.85

—24—

Farmer Hand Cheese, 4 doz. in box.. per box	1.15
Schutzen Cheese, 12 in box "	.95
American Mountain Cheese (Alpen Kase), 50 1-lb. packages ...per lb.	.16

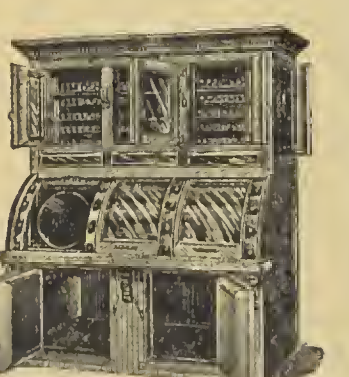
IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight) ...per lb.	.48
Wiener Wurstel, 16 in tin ...per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervelat Sausage (Rolff's) ...per lb.	.42
Imported Frankfurters ...per doz.	3.75
Goose Breast, Imported, marked weight, per lb.	.65
Pate de fois Gras, small size ...per doz.	3.00
American Holsteiner..by bbl. 11½ less, per lb.	.14
" Landjager, short ...per lb.	.24
" " long "	
" Mortadella, Dry ...per lb.	.25
" Knackwurst, 25 in box, per box, $4.75 ...per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .21½ ; less	.23
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20 ; less	.22
" Cervelat, Crescent, 50 and 100-lb. boxes, .16 ; less	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14 ; less	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .22½ ; less	.24
" Salami (E), 50 and 100-lb. boxes, .21 ; less	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .19 ; less	.20
" Salami, G. A. P., 50 and 100-lb. boxes, .17 ; less	.18
" Tongue Sausage ...per lb.	.18
" Smoked Brannschweiger Liver Sausage ...per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz.	.90
" Petit Delicatess Frankfurters, with Sauer Kraut ...per doz.	.90
" Lebanon Beef Bologna ...per lb.	.15-.16
" Paprika Speck "	.18
Mettwurst, half-ronnd "	.16
Liver Sausage (Special), truffle, goose or sardellen ...per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2.50
Calves' Head, in round tins ...per doz.	1.65
Pickled Meats, in glass "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

You Buy Ice Don't You?



Then it is an expense in your business, and if cut down, will increase your profits.

Hill's Refrigerators are as handsome as the handsomest, but they are not sold on that—they are sold on the fact that our patented system of refrigeration—applied to Hill's Refrigerators only—allows a colder, drier temperature, with a 20 per cent. saving in ice bills.

C. V. HILL & CO.
TRENTON, N. J.

They Wouldn't Imitate It If It Wasn't So Good

The Ramly Cigarette is the finest 10c. Turkish cigarette ever made. It is so good other manufacturers try to make their goods **look like** the Ramly, but there the similarity ends.

If you want to get a run on cigarettes, get people to go out of their way to come to you, put in the Ramly. Remember how it is spelled—R-A-M-L-Y.

Mentor Cigarette Company
404 Atlantic Avenue
Phila. Rep., Arthur Hagan & Co. 151 North Third Street
BOSTON, MASS.

Purity, quality, strength, flavor—the four links that make perfect
HOOTON'S COCOA
Get a can from your Grocer

Remember—Hooton's Cocoa, Newark, N. J.

Order a box of your jobber, or if your jobber does not carry it in stock, send direct to

Hooton Cocoa & Chocolate Co.
351 North Fifth Street
NEWARK, N. J.

—25—

…f Salad, in glass……per doz. 1.00
" in pint jars, glass…… "
" in quart jars, glass…… "
…mb tongues, in glass…… " 1.60

…OLLAND AND SCOTLAND HERRINGS.

Kegs or Pails.
…lland Herring, mixed, "Y. M." ⅛bbl. 5.50 60–75
" milkers, " ⅛ bbl. 6.50 75–85
" mixed, Standard, bbl. ⅛ bbl……
…lland Herring, milkers, Standard, bbl. ⅛ bbl……
…tland Herring, mixed, large fulls, bbl. ⅛ bbl. 8.00……
" milkers, large fulls, bbl. ⅛ bbl. 8.00……
…rinirte Herring, Imported, about 40 in pail. 1.25
…ll Herring, Imported, about 25 in pail…… 1.00
…iced Herring, Imported, about 40 in pail. 1.00
…rway Stockfish, dry……per lb. 15
…tjes Herring……per pail

BISMARCK HERRING.

…t size, round tins, with key……per tin .20
…art " " " …… " .35
…Qt. " " " …… " .55
…Qt. " " " …… " 1.10

SMOKED DELICATESSEN FISH, IN SEASON.

…ll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .50
…at-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .40
…glish Sprats, 36 bunches per box……
…uger's Roll- and Brat-Haring, oval tins, per doz…… 2.50

RUSSIAN SARDINES.

…ported Fish (Wallkoff Brand)……per keg .75
" 5-lb. pails……per pail .55
" 10-lb. pails…… " 1.05
…t Spiced Sardines, per 10-lb. pail…… " .75
" " 5-gal. keg……per keg 2.75
…ussian Sardines, in glass jars……per doz. 2.25

NORWAY ANCHOVIES.

…iginal Package……per ½ bbl. 5.50
…epacked in 5-lb. pail……per pail .60
" in 10-lb. pail…… " 1.10
" in 5-gal. kegs……per keg 2.75
" in ½-lb. flat tins……per doz. .95
" in ½-lb. tall tins…… " 1.50
" in 1-lb. tall tins…… " 2.00
…ncy Kegs—1 1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg…… .20

SALT SARDELLEN.

…riginal Package, 1902……per anker 16.00
…epacked—kegs, about 8 lbs……per keg 2.75
" pint jars……per doz. 6.00
" large tumblers…… " 2.25
" small tumblers…… " 1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz 16.00 ½ kilo Cans, per dz. 16.00
½ " " 8.50 ¼ " " 8.50
¼ " " 4.25 ⅛ " " 4.25
⅛ " " 2.25 1/16 " " 2 25

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—about 2000……per cask
50 " bbl.— " 1200……per bbl. 9.00
15 " keg— " 500……per 100
10 " keg— " 300…… " .85
5 " keg— " 150…… "
10 lb. pail— " 50…… "

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask……per cask
48 gal. bbl.……per bbl. 6.50
10 " keg……per keg, 3.20
5 " " …… " 1.15
10 lb. pail……per pail,

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)……per lb. .18
Spitzkugeln…… " .25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg…per bundle .30
Basler Lebkuchen, No. 1, 6 " … " .50
" " No. 2, 6 " … " .75
" " No. 3, 6 " … " 1.00
Amandines, 9-lb. tins……per tin 5.25
" small tins…… " .55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg…… 4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag……
Green Kern……per lb. .09½
Potato Flour…… " .07
German Dried Pears…… " .14
Dried Mushrooms…… " .60–.80
Juniper Berries…… " .08
St. John's Bread…… " .05
Bay Leaves…… " .06–.08

COTTOLENE.

30 2-lb. tins……per case 6.85
15 4-lb. " …… " 6.85
6 10-lb. " …… " 6.85
Freight prepaid on two-case lots.

—27—

EGGS. Per Doz.

Nearby, candled and selected, 30-doz. crates… .23
Western…… .22

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs. .13½
New York, Full Cream, new, 1st's, 40-lb. bxs. .13
Picnic, Full Cream, new, fancy, 20-lb. bxs…… .14

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb…… .27
Anchovies, in oil, ½ bottles…… 4.50
" " ¼ " …… 3.25
Anchovy Paste, fancy, per doz…… 4.75
" plain, per doz…… 3.75
Boullion, Burnham, pints, 2 doz. in case…… 3.75
" " ½ pints, 2 doz. in case…… 2.00
Capers, Nonpariel, ½ gallon kegs…… 1.50
" " Quart, glass……per doz. 7.00
" " bottled, ½ size……per doz. 2.35
" " " ¼ " …… " 1.90
" " " ⅛ " …… " 2.15
Canton Ginger, large pots, cases 6 jars, per case 4.50
" med. " " 12 " " 5.00
" small " " 24 " " 4.50
Cherries in Maraschino, in glass, 1-doz. case… 8.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz. .90
" " 3 lb., 2 dz. case " 2.20
Currie Powder, pints, per doz…… 3.50
" 4 oz., " …… 2.25
" 2 oz., " …… 1.50
Russian Caviar, ⅛'s…… 2.85
" ¼'s…… 5.50
" ½'s…… 10.50
" 1's…… 20.00
French Peas, Extra Fins, per case…… 17.00
" Fins, per case…… 15.00
" Moyen's, per case…… 13.00
Kippered Herring, 6 doz. in case……per doz. 1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case… 12.00
Huntley & Palmer's Petit Beurre Biscuit, lb… .19
" " Dinner Biscuits, per lb… .29
" " Breakfast Biscuits, per lb. .32
(Packed 7 lbs. and 5 lbs. in a can.)
Red Pepper, Ring, pints, per doz…… 1.25
" " ½ pints, per doz…… .60
Salt, in 4-doz. stone jars…… 1.75
Morris' Extract of Beef, 4 oz., per doz…… 6.50
" " " 2 oz., " …… 3.55
Armour's Beef Extract, 2 oz., " …… 4.45
" " " 4 oz., " …… 8.20
Anker's Extract of Beef, 120 vials…… 4.00
" " " 4 oz……per doz. 4.00
" " " 8 oz…… " 7.25
" " " 16 oz…… " 13.50
Theodore Marquet Mushrooms:—
First Choice……
Choice, 100 tins per case……
Extra, " " ……
Hotel, " " …… 22.00

—28—

Truffles, 1/16……per tin, .30
" ⅛…… " .55
" ¼…… " 1.15
" ½…… " 2.25
Shrimps, Pickled, small size…… 1.00
Dunbar's Shrimps, 2 doz., per doz…… 2.25
" Figs in Cordial, 1 doz., per doz…… 5.00
Bishop's Figs in Cordial, 1 doz., per doz…… 6.50
Crystallized Ginger, 1-lb. tins, per doz…… 4.00
" " ½-lb. " " …… 2.25
Rose's Lime Juice, per doz…… 3.60
Victor Rose Water, per doz…… 2.25
" Peach Water, per doz…… 2.25
Pitted Olives, per doz…… 5.25

FLOUR. Per Bbl.

Gold Medal…… 5.90
Ceresota…… 5.90
Pillsbury's…… 5.80
Taylor's Fancy…… 5.00
Pride of the West…… 4.70
Sunbeam…… 4.60
Quaker City…… 5.50

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages……
Franklin Pancake, 30 2s…… 3.55
Uncle Jerry's Pancake, 40 packages……
Hecker's Buckwheat, 16 3s……
" " 64 1½s……
" Flapjack Flour, 24 2s……
Log Cabin Pan Cake Flour, 36 2s…… 3.25
Ralston's Purina Pancake Flour, 36 2s…… 3.00

HONEY.

Domestic, barrels……per gal. .69
Selser's, lunch bottles, 2 doz……per doz. .95
Selser's, medium bottles, 2 doz……per doz. 1.35
Schimmel's, 12-oz. bottles, 2 doz. in case…… 1.35
" 6-oz. " " " …… .90

Certainly You Can Sell Soft Drinks

We believe the grocer who says he can't sell soft drinks is mistaken. Our experience teaches us that every grocer in business can sell some kind of soft drink.

But if he is to sell much he must sell the kind that brings the drinker back—**Clicquot Club Ginger Ale,** for instance, a thoroughbred, absolutely pure, delicious drink, just as satisfactory to the epicure as to the man of uncultivated palate.

Every day we do something to increase the demand for **Clicquot Club Ginger Ale**—advertise somewhere, or work some plan to bring orders to your door.

A superfine article that is being constantly pushed by the manufacturers is a pretty good article to sell.

The equal of the finest imported Ginger Ale. Made from pure water by experts in the finest factory in America.

Clicquot Club Company
MILLIS, MASS.
Philadelphia Agent: R. S. WILLIAMS, 123 S. Front Street

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

—29—

FARINACEOUS GOODS.

Corn Meal—	Per Bag
Lea's, white, 100 lbs.	1.75
" yellow, granulated, 100 lbs.	1.75
" " table, 100 lbs.	1.70
Western yellow, 100 lbs.	1.45
Quaker, 36 packages	2.65
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case..	1.10

Beans—	
California Lima, new ... per lb.	.06
Marrows, Fancy N. Y. State, grain bags bush.	2.12½
Marrows, New, Extra Choice, N. Y. State, grain bags ... bush.	2.10
Medium, Fancy N. Y. State, grain bags, bu.	1.85
Pea, fancy, N. Y. State, grain bags, bushel	1.87½
Pea, fancy, Michigan, grain bags ... bushel	1.80
Red Kidneys ... "	2.45

Peas—	
Green ... per bushel	2.05
Scotch ... "	2.25
Split, yellow ... "	2.00
" green ... "	2 65

Lentils—	
110-lb. bags ... per lb.	.08¾
Less quantity ... "	.09¼

Shaker Corn—	
Fancy, barrels ... per lb.	
Less quantity ... "	

Hominy—	
Lea's Breakfast, 10 pkgs ... case	1.45
Lea's Pearl, 100 lbs ... per bag	1.90
Schumacher's Breakfast, 10 pkgs. to case....	1.25
Barley—	
OO	.05½
No. 3, 100-lb. bags	3.25

Noodles, Climax, 24 10c. pkgs., case	1.05
" " 48 5c. pkgs., case	1.15
" " asstd., 24 5c., 12 10c. case...	1.10
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c.	1.90
Oatmeal, B, per bbl.	6.10
" " kegs 100 lbs., per keg	3.20

Oaten Goods, in cases—	Per case
Avena, 36 packages	2.85
Banner Oats, 20 packages	3.85
Friends' Oats, 36 packages	3.10
Mother's, 36 packages	3.15
Pawnee, 36 packages	2.65
Quaker, 18 10c. size	1.50
H-O, 24 2's	3.00

Rolled Oats—	
Avena, per bbl., 180 lbs.	5.60
Avena, per keg, 90 lbs.	2 95
Standard, 180-lb. bbls.	
" 90-lb. bags	2 55

—30—

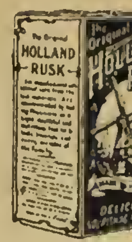
Sago—	
Fine, bags about 160 lbs.	.05¾
50-lb. lots	.06½
Admiral, Pearl, 24's	.07¾
Tapioca, Instantaneous, 50 1's	.08
" Colburn's Hasty, 24 1-lb. pkgs.	.07½
" Minute, ¼-gross, per gross	11.00
" Flake, about 125 lbs ... per lb.	.06
" " less quantity ... "	.06½
" Pearl, 150 lbs ... "	.08
" " less quantity ... "	08½

Ralston Hominy Grits, 36 2-lb. pkgs ... case	2.70
Purina Cream Graham ... per bbl.	5.00
Ralston Barley Food, 24 2's ... per case,	3.15
Purina Health Flour, 20 5's, Cartons "	3.60
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour	5.00
Packed in 12's, 24's and 48's.	
No. 1, assorted case containing 15 2-lb. packages Wheatlet and 10 5-lb. packages Franklin Flour	4.00

MALTA-VITA, 36 packages ... 2.85

Egg-O-See, 36 packages	2.85
Egg-O-See Corn Flakes, 36 packages	2 85
Cook's Malto Rice, 36 2-lb. packages	4.25
Force Food, 36 packages	4.25
Mapl Flake, 36 "	4.05
Shredded Wholo Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.75
Flaked Rice, Cook's, 24 packages	2.75
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2 40
Pettijohn's Food, 24 packages	2.35
Quaker Puffed Rice, 36 packages	2.80
Quaker Wheat Berries, 36 packages	2.85
Vigor, 36 packages	2.65
Ralston Kornkins, 18 25-lb. sacks ... per bale	3.75
" Health Crisps, 36 10c. packages	2.80
Ralston's Breakfast Food, 36 2-lb. pkgs. pr. case	4.50
Ralston Health Food, 24 1s ... per case	
Triscuit, 30 packages	2.50
Toasted Corn Flakes, 36 packages	2.85
Zest, 36 packages, 10 cent size	2.25
Zest, 36 packages, 15 cent size	2 60
Zest, 20 packages, 25 cent size	3 40

—31—



HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs....	4.75
Cases, 3 doz. pkgs....	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling	per doz	1.05
" Acidulated	"	1.05
Cox's, large	"	1.57½
" small	"	.95
Plymouth Rock, Pink or White	"	1.20
Nelson's	per doz.	1.35
" small	"	.95
Bromangelon, assorted 3 doz.	"	.87½
Fruit Pudding. 2 doz., asst. flavors ...	"	.80
Jell-O, assorted flavors, 2 doz.	"	87½
Jell-O Ice Cream Powder, 2 doz.	"	.97½
Chalmer's	"	.90
Peter Cooper		.90
Trypbosa	per doz.	.92½
Imperial Wine Jelly	per doz.	.95
" "	per gross	11.00
Gelatine, McKinley's	per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs	per case	2.70
Kusto, 60 5-cent packs	per case	2.00
Pudding, assorted, 2 doz	per case	1.60
D-Zerta Jelly, assorted, 2 doz.	per doz.	.90

—32—

MACARONI.

	Per
Larosa Alphabets, square, 25 lbs.	.0[illegible]
" Elbows, " "	.0[illegible]
" Marcaroni, long, "	.0[illegible]
" " square "	.0[illegible]
Larosa Spagbetti, long, 25 lbs.	.0[illegible]
" Vermicelli, square, "	.0[illegible]
" Macaroni, bulk, "	.0[illegible]
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.8[illegible]
24 10-cent packages	1.8[illegible]
"Plain" Noodles, 24 1-lb. cartons	1.[illegible]
" " 48 ½-lb. "	1.9[illegible]
Egg Alphabets, 48 5-cent packages	1.8[illegible]
Egg Barley (Eier Gerste), 48 5-cent pkgs.	1.8[illegible]
24 5-cent A B C and 24 5-cent Egg Barley...	1.8[illegible]
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spagbetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)..	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.9[illegible]
Spice Drops, in baskets, 20 lbs.	1.64
" in boxes, 12 lbs.	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle ... per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.

Coles' Coffee Mill, No. 7			10.00
" " 8			16.00
" " 10			23.00
" Stand, No. 18			45.00
Less 25 per cent. discount.			
Scales, Flour, No. 1, Tin Scoop,	10.00	Brass,	14.00
" Sugar, " 2, "	7.00	"	9.00
" Tea, " 3, "	6.00	"	7.50
" Spices, " 4, "	5.00	"	6.00
Less 40 per cent. discount.			
600-lb. Platform Scale			18.00
Standard Cash Register			20.00
Tea Caddies, round front, No. 2 ... per doz.			9.00
" " " 3 ... "			6.50
" " " 4 ... "			4.50

"Is This What I Made?"

If the cook who invented Baked Beans with tomato sauce were to come back and open up some of the cans labeled Baked Beans he would go gladly back to oblivion.

For "Baked Beans" doesn't always mean baked beans any more. In most cases it means beans boiled or steamed, dampened with a little cheap catsup and packed. The result is an attempted fraud on the palate of him who knows the real thing.

L. & S. Baked Beans are really baked in the good new way. We guarantee that absolutely. Baking makes the bean over. Instead of swelling and mushing it up like steaming or boiling, it leaves it just as firm but mealy and melting.

And our tomato sauce is tomato sauce made by an expert.

LUTZ & SCHRAMM COMPANY
ALLEGHENY, PA.

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY

PUT UP YOUR OWN Teas, Coffees and Spices

Every time you sell these goods in somebody else's packages you help somebody else's business instead of yours. We have the lightest, cheapest and handsomest carton on the market for this purpose,

and will supply it to you labeled, ready for your goods—which you can buy in bulk, and sell under your own name. This move has made many little grocers—big.

PAPER CANISTER COMPANY, 221-23 North Twenty-third Street, PHILADELPHIA

—33—

obacco Cutters	1.50
larm Money Drawers	1.50
ag and Twine Holder	1.00
arrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
eef Cutters	6.00
ung Borers, Enterprise No. 2, 1⅛ to 2 in	1.60
an Openers, "Never Slip"...per doz.	.90
opper's Can Opener...per gross	13.80
heese Cutters	8.00
offee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
uit Augers, 2 prong	1.50
easuring Faucets	2.00

hiladelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

ierer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from se prices, f. o. b., Ilion, N Y.

les, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" Butchers', without weights, No. 0
" " " " 1
" " " " 2
" " " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins. 2 doz. in case "	2 00
Dime Tumblers, 2 doz. in case... "	.90

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...					
Ex. Norway, No. 3...	25 00	13.10	6.65	1.50	1.25
Ex. Norway, No. 4...					
Ex. Bloaters, xxx......	36.00	18.50	9.40	2.05	1.69
Ex. Shore, No. 1......	24.00	12.50	0.40	1.45	1.21
Shore, No. 1...	22.00	11.50	5.90	1.35	1.13
Large, No. 1...	20.00	10.50	5 40	1.25	1.05
Large Irish, No. 2.....	19.00	10.00	5 15	1.20	1.01
Extra Irish, No. 2.....	18.00	9.50	4 90	1.15	.97
Medium Irish, No. 2..	17.00	9.00	4 65	1.10	.93
Small Irish, No. 3.....	16.00	8.50	4.40	1.05	.89
Irish, No. 3...					
Large, No. 3...	16.00	8.50	4 40	1.05	.89
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.25			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	6.00	3.60			
Shore, Round, Med...					
Ocean Whitefish.......	6.00	3.60			
Salmon, Halifax.......					
Shad, No. 1, Mess.....	15.00	8.00	4.15	1 00	.85
Shad, No. 2, Mess.....	12.00	6.50	3.40	.85	.73
Haddock, Pickled....	6.00	3.50			

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.07½
Our Choice, Haddock, 40 lbs	.07
Gilt Edge, Hake, 40 lbs	

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

—35—

LOOSE CODFISH.

Extra Large Georges Cod	.08
Large Bank	.08
Medium Bank	.07
Pollock	
Hake	

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.15
Small Extra Scaled Herring...per box	.15
Boneless Herring, fancy 10 lb. boxes, per lb.	.13
Smoked Salmon, whole fish...per lb.	.25
New Cromarty Bloaters, 50s...per box	
" " 100s... "	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Extra fancy, 25 lbs.	.09¾
Fancy N. Y. State, 48 1 lb.	.09½
Fancy N. Y. State, 50-lb. boxes	.08¾
Apricots—	
Fancy Moorparks, 25 lbs.	
Choice Royals, 25 lbs.	.18
Choice Royals, 50 lbs.	.17½
Cherries—	
California, Royal Ann, unpitted, 25 lbs.	
Currants—	
Gold Medal, recleaned, 36 1s	.08⅝
Gold Medal, loose, 25 lbs	.08⅜
Admiral. 40 1-lb. packs	.08½
Private Growth, extra, cleaned, 36 lbs	.08¾
" cleaned, 30 lbs. bulk	.08½
Nectarines—	
White, 25 lbs...per lb.	
Peaches—	
Fancy yellows, 25 lbs	.13¾
Extra choice Muir's, 50 lbs	
Fancy Muirs, 25 lbs.	
Pears—	
Fancy California, Bartlett, 25 lb.	

—36—

PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs......				
30– 40, 25 "	.10½	.10		
40– 50, 25 "	.09	.08¾		
40– 50, 50 "				
50– 60, 25 "	.07¾	.07½		
50– 60, 50 "				
60– 70, 25 "	.07	.06¾		
60– 70, 50 "				
70– 80, 25 "				
70– 80, 50 "	.06			
80– 90, 50 "	.05½	.05½		
90–100, 25 "	.05			
90–100, 50 "	.04¾			
100–120, 50 "	.04	.03⅞		

Raisins—	
Muscatels, 4 crown, 50 lb.	
" 3 " 50 lb.	.10
" 2 " 50 lb	.09
Cal. Thompson Seedless, 50 lbs.	
Cal. Cleaned Sultanas, 50 lbs.	.10
Cal. Sultanas, 50 lbs.	.09½
Seedless Muscatels, 50 lbs.	
Raisins, Seeded—	
Admiral, fancy, 40 1s	.12½
Ensign, fancy, 36 1s	.13
Not-a-Seed, Ideal, 36 1s	.12
Citron, 10 lbs.	.17½
" 25 lbs.	
Lemon Peel, 10 lbs.	.12
" 25 lbs.	
Orange Peel, 10 lb.	.12
" 25 lb.	

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb...... per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case...per doz.	2.15
24-12 oz. package. packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.
Tumblers, 5-c. size, 4 doz... "
Tumblers, 10-c., Lord's Prayer, 2 doz. "

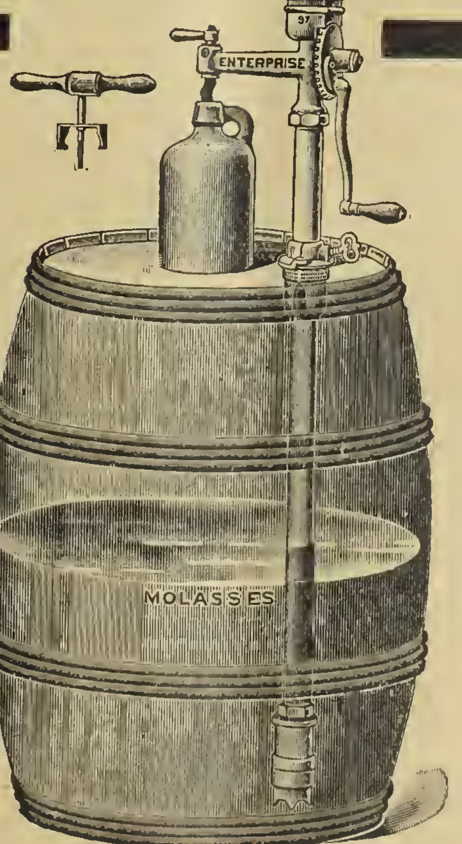
It isn't so much a question of *"Getting Along"*—the other fellow may get along so much faster that you won't be in the race—

What you want to do is to *"Get Ahead"*

Your best asset is "ENTERPRISE"

"ENTERPRISE"

With New Total Registering Device



The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent absence of flies and dirt.

SELF-PRIMING and MEASURING PUMP

Accurately measures molasses, heavy oils, tar and other thick liquids. Has total registering device showing when stock is low in barrel.

No. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube 50 cents a foot.

Write for illustrated catalogue of all the Enterprise Specialties

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.

—37—

INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.84	4.60	5.30
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		4½ doz.	3.38

		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" " dec., 107,	"	.90	1.00

	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.	per lb.	.05¼
" " 25 lb. boxes, ½ lb.	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.60
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.95
" 4 doz	"	3.85
Popular, 4 doz	"	1.45

MATCHES.

			Per gro.
Swift & Courtney's,	200's, 1-gross case		1.75–1.90
"	400's, 1	"	3.50–3.70
"	500's, 1	"	3.75–4.00
Blue Hen,	200's, 1	"	1.50–1.60
"	500's, 1	"	4.00–4.25

—38—

	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.92½
" 500's	3.95
Vulcan Safety, 65s, No. 1	.55
" 65s, No. 2	.50
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50–3.75
Searchlight, 500's	4.25–4.50
Press, 200's	1.80–1.90
" 500's	4.50–4.75
America, 200's	1.30–2.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue head, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5.00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1.00
Blue Ribbon, 165s, 1 gross to case	1.05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co. :—		
Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckets,	"	.09
10-lb. buckets, 6 in crate,	per crate	6.25
5-lb. " 6 "	"	3.65
5-lb. glass jars, 6 in case,	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets,	"	.08
Wm. J. Troth :—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets,	"	.09
10-lb. buckets, 6 in crate,	per crate	6.25
5-lb. " 6 "	"	3.65
5-lb. glass jars, 6 in case,	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets,	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits,	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent. bbls., ½ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls.	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kkns, 6 to crate	per doz.	9.80
" 5-lb. " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25

—39—

National, 30-lb. Kits, bbls., ½ bbls.	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless :—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.75
No. 10, wooden pails	per box 6 pails	6.40
Celebrated—Seedless.		
Barrels, Halves, Quarters and kits	per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs.	"	.09
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters and kits	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs.	"	.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150 test	"	.12¼

OLIVES.

H. Kellogg & Sons, Agents :—	Per Doz.
Theodore Marquet, Mammoth, 64 oz	15.50
" Extra, 64 oz	13.50
" Mammoth, quarts	7.25
" Extra, quarts	6.75
" Extra, pints	4.50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz.	2.40
Farcies	3.75
Queen, 6 oz.	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

—40—

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.90
" " pts., 2 doz	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz.	6.50
" " pts., 2 doz.	7.50
" " ½-pts., 2 doz.	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz.	9.00
" Sublime, 8-oz. flasks, 2½ doz.	6.50
" " 12-oz. " 2½ doz.	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gal.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

Jas. Hill & Sons Co.		
Quarts, Cal. style, 1 doz. in case	per case,	8.50
Pints, " 2 "	"	9.00
½ Pints. " 2 "	"	4.75
Oliver's Olive Oil—		
1 dozen quarts		6.00
2 dozen pints		6.75
2 dozen half-pints		4.25
6 1-gallon tins	per gal.	2.00

Special prices for quantities, on application.

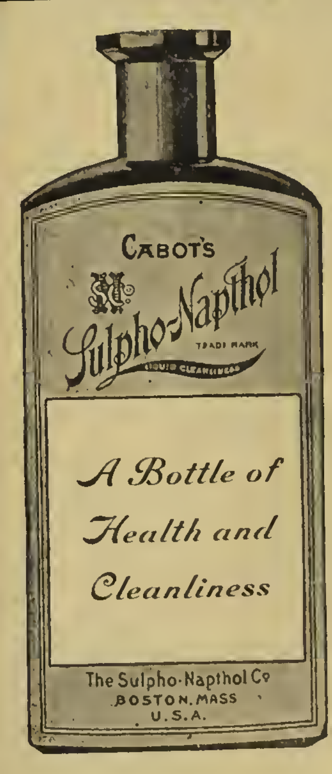
AMERICAN OIL.

Lubon's No. 8, 2 doz.	per doz.	.48
Lubon's, No. 16, 2 doz.	per doz.	.90
Lubon's No. 32, 1 doz	per doz.	1.75
Table Oil, No. 16, fancy bottles, 2 doz.,	per doz.	.95

YEARS AGO
We Used NO Adulterants or Chemical Preservatives in Making

ATMORE'S MINCE MEAT

We Make it Just the Same To-day.
Remember "It IS Pure"
ATMORE & SON - Philadelphia
MW



It's the Cleanest Thing Ever Made

Imagine what it means to the housewife to be shown an economical way to keep everything about the house absolutely pure, sweet and clean. To have no roaches or other vermin around her home.

A few spoonfuls of SULPHO-NAPTHOL, in a pail of water, sprinkled in sinks, closets and cellars, will purify the atmosphere of the entire house, kill disease germs and insure a sanitary condition impossible without it.

Put a case where it can be seen and watch it sell.

The Sulpho-Napthol Company
BOSTON, MASSACHUSETTS

—41—

PAPER.

WRAPPING.

raw, Milo, 7 lb., 15 x 20	per ream	.24
anila, 15 x 20, full	"	.36
" 24 x 36, full, 20 lbs	"	.70
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.18½
anilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.11
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03
oll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide	"	.03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03⅛
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03½
hite Tea Paper, 12 x 16, reg	per package	.14
" " 15 x 20, reg	"	.19
ax Butter Paper	per package	.11
rchment Butter Paper 9 x 12	"	.40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
.....	.48	.29		.31	.35	.45
.....	.53	35		.37	.43	.55
.....	.71	.45	.78	.49	.55	.73
.....	.89	.53	.97	.61	.71	.93
.....	1.09	.65	1.25	.75	.89	1.15
.....	1.25	.77	1.39	.87	1.05	1.33
.....	1.45	91		1.07	1.21	1.55
.....	1.73	1 03	1 95	1.23	1.41	1.81
.....	2.09	1.19	2.29	1.49	1.68	2.19
.....	2.27	1 37	2.55	1 65	1.83	2.41
.....	2.69	......	3.11	......	......	2.89
.....	3.37	......	3.97	......	......	3.75
.....	3 87	......	4.41	......	......	4.01
.....	4 39	......	4.79	......	......	4.55
.....	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.

¼-lb. Plain Flour Sacks	per M	4.00
lb. " "	"	5.75
lb. " "	"	11.25

PICKLED MEATS AND FISH.

mb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
pe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25
kled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10

—42—

Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	.18

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.90
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 3 doz	.92½

PICKLES.

Barrels, 45 gal., 1200s	9.00
10-gallon kegs, pine, 600s, full count	2.75
10-gallon kegs, 300s	2.50
Sweet Pickles, 500s to 600s, 5 gal......per keg,	2.65
Sweet Pickles, 700s, 5 gal "	3.00
Sweet Pickles, 1,000s, 5 gal "	3.65
Sweet Pickles, 2,000s, 5 gal "	4.50
Chow-Chow, No. 1, 5 gal. kegs	1.95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00
Williams Bros.—	Per Doz.
English Spiced Pickles, 8 oz., octagon (any assortment except onions	.85
English Spiced Onions, 8 oz., octagon	.90
English Spiced Pickles, 10 oz., octagon	.90
English Spiced Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart	3.00
Sweet Gherkins or Sweet Mixed, 32 oz., octagon	3.10
Highland Brand Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart	2.35
Sweet Gherkins or Sweet Mixed, 32 oz., octagon	2.35

Crosse & Blackwell's:—

Chow-Chow, Gherkins, Mixed Pickles, Cauliflowers, Piccalilli, Walnuts, Onions — Octagonal Style.

Qts. Casks. 4 doz.	Pts. Casks. 5 doz.	Pts. Casks. 4 doz.	½-Pts. Casks. 6 doz.
5.75	3.25	3.50	2.10
Smaller Quantities.			
5.90	3.35	3.60	2.25

Chow-Chow, quarts, stone	5.50

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

—43—

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls	.16
" " " 40 grain, bbls	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.14
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's......per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs	.14½
" 14–16 lbs	.13½
" 10–12 lbs	.13½
Picnics, 6–8 lbs	.09¾
N. Y. Shoulders, 10–12 lbs	.10
Dried Beef, sets (city smoked)	.13
" Tenders and Knucks	.15
" Flats	.11
" Air Dried, sets	.18
" " Tenders and Knucks	.20
Jersey Pork, Butt......per bbl.	18.50
" Family...... "	20.50
Breakfast Bacon, rib in	.14
" boneless	.15½
S. P. Bellies, 14-15 lbs	.11½
Bologna, 25-lb. boxes	.07
Boiled Boneless Ham	.22
Beef Tongues, smoked, 5–6 lbs......per doz.	10.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ⅛-cent extra

John Bower & Co.—	
Superior Honey-cured Hams, skinback	.16½
" " " large	.15½
" " " medium	.15½
" " " small	.15½
" " Breakfast Bacon	.15
" " " boneless	.17
Beef, air-dried, regular sets	.18
" " insides and knuckles	.20
Ham Bologna	.11
Beef "	11
Boiled Hams	25
Beef Tongues......per doz.	11.00–12.00
Swift & Co.—	
Premium brand Hams, 10 lb	.15½
Premium brand Hams, 12 lb	.15
Premium brand Hams, 14 lb	.14½

—44—

Premium brand Hams, 16 lb	.14½
Premium brand Hams, 18 lb	.15
Premium brand skinned Hams, 18–20 lb	.15¾
Premium brand boiled Hams, skinned, fatless	.25
Premium brand Bacon	.20
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut	.17
Winchester brand skinned Hams, all aver	.15
Winchester brand Picnics	.10

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	9¾	9⅛
Plain Tubs, 50 and 60 lb. cans	9¾	9¼
10-lb. Tin Pails, 60 lbs	10¾	9⅞
5 " "	10⅞	10
3 " "	11	10⅛

John Bower & Co.—	
Pure Kettle Rendered, tierces	.11¼
" " tubs	.11½
" " 3, 5 and 10-lb. cans,	.12½
Swift & Co.—	
Premium brand, tierces	.11¼
Silver Leaf brand, tierces	.10¼
Jewel, compound, tierces	.09⅛
Cotosuet tierces	.09⅜

DRESSED MEATS.

	Per lb
City Dressed Beef—	
Choice, native......10	–.10½
Common to fair, native......07	–.08
Western Dressed Beef—	
Choice, native cattle......10	–.10½
Common to fair "......07	–.09
City Dressed Veal—	
Prime	–.12
Good to choice	–.11
Dressed Hogs—	
Pigs	–.09½
Hogs, heavy	–.09½
" 180 lbs	–.09⅝
" 160 lbs	–.09½
" 140 lbs	–.09½
Dressed Sheep and Lambs—	
Lamb, Western, good	.12
Lamb, Western, culls	.09
Sheep, choice	.09½
" medium	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90–1.00
Cow Tongues	.75–1.00
Calf Heads, scalded	.50–.75
Sweetbreads, veal......per pair	.60–.90
" beef......per doz.	1.00
Calf Livers......per lb.	.20–.25

ABSOLUTELY PURE FOOD

Guaranteed; Serial No. 8447

MARMALADES—Made from the best California oranges and grapefruit and granulated sugar. No preservative or adulterant. This is a pure, straight Marmalade and a fine seller.

FRUIT JAMS—Only the variety of fruit named on the label and granulated sugar. No filler here, and no chemicals or glucose.

LEMON JUICE—The pure juice of the real lemon, pressed, filtered and bottled. Contains no preservative or artificial coloring. Straight goods and good goods.

For Samples and Prices, Write to Me

H. P. D. KINGSBURY

REDLANDS - CALIFORNIA

JOHN BOWER & CO.

GENERAL PROVISION DEALERS

ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia

CURERS OF HONEY-CURE BRAND

Beef, Beef Tongues, Breakfast Bacon, etc. **HAMS** Pure Kettle-rendered LARD a Specialty

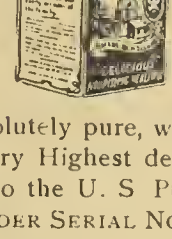
BOILED HAMS AND BEEF TONGUES

SUPERIOR AND FAIRMOUNT MINCE MEAT

U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

The Holland Rusk Co.

Have protected the buying public against substitution by U. S. Government register of their trade-marked package which bears a picture of a WINDMILL.



It is absolutely pure, with quality of the very Highest degree, conforming to the U. S PURE FOOD LAWS UNDER SERIAL NO. 5953.

The WINDMILL on a package of

Holland Rusk

insures you of getting the

ORIGINAL AND ONLY GENUINE

When ordering insist on the RED PACKAGE with the WINDMILL.

Order from any wholesale grocer.

Holland Rusk Co.

HOLLAND, MICH.

Eastern Office:—46 HUDSON ST., NEW YORK

—45—

Beef Kidneys	per doz.	1.00
Beef Livers		.05
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.10
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.11
" " western		.11

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H.	.14 –.15
" Y. T.	.14 –.15
Old hens and toms	.14 –.15
Common to Good	.10 –.12
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.24 –.26
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.24 –.26
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.24 –.26
Western, 4 to 4½ lbs. to pair, fancy	.20 – 22
" 3 to 3½ lbs. to pair, fancy	.18 –.20
" fair to good	.16 –.18
Fowls—	
Western, fancy	.15½–.16
Heavy Roasters, 4 to 5 lbs	.20 –.22
Fair to good	–.18
Old cocks	.10 –.11
Western capons, fancy, frozen	
" " small, frozen	
Squabs—	Per doz.
Prime, large, ancy	3.50
Mixed	2.00–3.00
Dark	.80–1.25

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.16 –.18
Large Springers	.18 –.20
Fowls	–.16
Roosters	–.11
Ducks	.13 –.15

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4 00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

SAUER KRAUT.

Extra Quality Long cut, 50-gal. tierces	
Extra Quality Long Cut, 15 gals., kegs	3.00
Compass, No. 3, cans, 2 doz	.82½

—46—

PLUM PUDDING.

Richardson & Robins:—		
Individual Size, 2 doz. in case, ½ lb.	per doz.	1.00
No. 1, round conical, with key, 1 doz.	"	2.35
No. 2, " " 1 "	"	4.25
No. 3, " " ½ "	"	6.50
No. 4, " " ½ "	"	8.50
P. P. Sauce, 2 doz., No. 1	"	1.50
Atmore's Genuine English Plum Pudding—Seedless:—		
Individual, per case of 2 doz		2.00
1-lb. cans, " 1 "		2.25
2-lb. " " 1 "		4.00
3-lb. " " ½ "		3.25
4-lb. " " ½ "		3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—		Per doz.
Assorted, No. 2, stone crocks		1.12½
Assorted, No. 32, jars		.90
Assorted, No. 5, toy pails		2.25
American, pure apple, tumblers, assorted slices		.87½
American, assorted, uncolored, No. 10, tumblers		.87½
Schimmel's, assorted, No. 10, tumblers		.77½
National, assorted, No. 10, tumblers		.67½
National, assorted, No. 6, tumblers		.45
Preserves—		Per lb.
Schimmel's, pure, 30-lb. pails		.11
National, 30-lb. pails		.07¼
Southwark, 30-lb. pails		.05¼
Vineyard, 30-lb. pails		.05⅜
Southwark, 5-lb. toy pails, ½ doz		3.60
Fruit Butters—		Per doz.
Apple, No. 2, stone crocks		1.12½
Apple, No. 32, jars		.90
Apple, Southwark, No. 3, tins		.95
Apple, No. 5, toy pails		2.25
Apple, 30-lb. pails	per pail	.88
Apple, 20-lb. crocks	per lb.	.06⅞
Apple, Schimmel's, 30-lb. pails	per lb.	.05½
Peach, Plum, National, 30-lb. pails	per lb.	.06¼
Prune, 30-lb. pails	per lb.	.06¾
Jams—		Per doz.
Schimmel's, pure, No. 12, tumblers		1.10
Vineyard, assorted, No. 16, jars		.88
Orange Marmalade—		Per doz.
Hartley's, imported		1.82½
Schimmel's, pure		1.65
Warrock's Guava Jelly—		Per doz.
1-lb. tumblers		4.00
½-lb. "		2.25

—47—

	Per Doz
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, "	4.60
Raspberries, "	4.60
Apricots, " peeled	4.85
Pineapple, "	4.60

DRUGS.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb.	per ca.	2.40
" " " ½-lb., "	"	2.60
" " " ¼-lb., "	"	2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.09
" Lump, bulk	"	.09
Butter Color, W. & R.	per doz.	2.00
Bluestone, bulk	per lb.	.09
Copperas	per lb	01¾
Camphor, gum, 1-oz. blocks	"	1 40
" Flakes, bbls	"	.02¼
" " less quantity	"	.02¾
" Tar Balls, bbls., 250 lbs.	"	.02½
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Chill Tonic	per doz	3.60
Epsom Salts	per lb.	.01½
" Bee Brand, ¼-lb. carton	per doz.	.30
" " ½-lb.	"	.40

—48—

Glauber Salts	per lb.		.01
Glue	"		.11
Goff's Cough Syrup, 25c. size	per doz.		1.75
Goff's Herb Bitters, 25c. size	"		1.75
Goff's Oil Liniment, 25c. size	"		1.75
Goff's Sarsaparilla, 50c. size	per doz.		3.50
Goff's Worm Syrup, 15c. size	"		1.20
Goff's Horse and Cattle Pwd., 15c. size	"		1.20
Goff's Dyspepsia Tablets, 10c. size	"		.75
Gum Arabic	per lb.		.55
Haarlem Oil	per doz.		.35
Licorice, P. & S., 5c. stick, Imported	"		.36
" M. & R., 5-lb. boxes	per lb.		.23
" " Lozenges, 5-lb. boxes,	"		.27
" Y. & S., " 5-lb. glass front,	"		
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"		.24
" Root	"		.11
Putty, 25-lb. cans	per 100 lbs.		1.60
" 50-lb. cans	"		1.55
Petroleum Jelly, screw top, 5-c. size	"		.35
" " 10.c. "	"		.75
Paris Green, 100-125-lb. kegs	per lb.		28
" ½-lb. packages	"		.32
" ½-lb. "	"		.32
" 1-lb. "	"		.30
Jamaica Ginger, Hires', flasks	per doz.		.90
Sewing Machine Oil, 3 oz	"		.35
Rosin	per lb.		.04
Saltpetre, crystal, barrels, about 350 lbs.	"		.05
" granulated, kegs, " 100 "	"		.05
Sulphur, Flour, 175-lb. barrels	per 100 lbs.		2.45
" 100-lb. bags			2.25
" less quantity			.03
Squills, Syrup, 1 oz	per doz.		.34
Syrup of Figs	per doz.		2.00
Venetian Red	per lb.		.08
Whiting	"		.08
		1 oz.	2 oz
Glycerine	per doz.	.37	.65
Landanum	"	.45	.85
Paregoric	"	.35	.65
Peppermint	per doz.	.40	.58
Sweet Spirits Nitre	"	.40	.70
Sweet Oil	per doz.	.30	.40
Turpentine	"	.36	.45
Husband's Magnesia	per doz.		2.85
Bull's Cough Syrup	"		1.90
Roach Powder, Omega, 4-oz. cans			.80
" "	per gross		9.00
		Per Doz.	Per Gross
Roachsault, large		4.00	45.00
" medium		2.00	22.50
" small		.80	9.00
Iron Glue, McCormick & Co's:—			
No. 5			.40
No. 10			.75
Tube V			.40
McCormick & Co., Bee Brand—			Per doz.
Insect Powder			.80
Root Beer			.80
Talcum Powder			.80
Triangular Quinine			.80
Quinine Capsules			.75

DAYTON PROTECTION

for DAYTON USERS

Almost every merchant knows of the efforts of a certain competing scale concern to discredit the honesty and reliability of DAYTON Computing Scales.

In some cities that concern has even gone so far as to seek State and City legislation against DAYTON Scales.

The DAYTON Company, after a legal fight in Omaha, has succeeded in getting a

UNITED STATES INJUNCTION

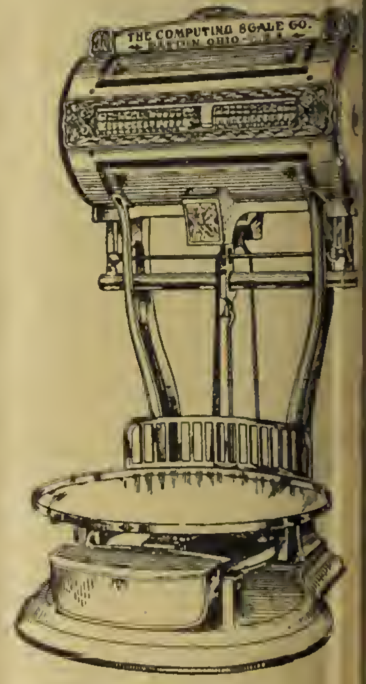
restraining all parties from interfering with DAYTON Scales now in use in that city. Full text of the action and Court's decision sent free upon request.

A FIGHT TO THE FINISH.—Every user of DAYTON MONEYWEIGHT Computing Scales can be sure of two things:—

—First, that they are absolutely honest, accurate, reliable, the best and most economical butchers' and grocers' scales ever built;

—Second, that the DAYTON Company will spare no expense to protect their users from the attacks of unscrupulous competitors who find it hard to market their scales in fair and open competition.

Write to-day for descriptive matter of the newest DAYTON Scales, and get our liberal exchange offer.



The new low platform No. 140 DAYTON Scale

Date...

Moneyweight Scale Co., 35 State St., Chicago.

Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.

This does not place me under obligation to purchase.

NAME...

STREET and NO................................

TOWN...

STATE..

The Computing Scale Company. MANUFACTURERS DAYTON, OHIO.

Moneyweight Scale Co

35 State Street, Chicago

—49—

eliable Brand—	10c. size.	25c. size.
astoria, Dr. Pitcher		2.00
astor Oil, tasteless	.80	2.00
eath-to-Pain	.80	2.00
iarrhœa Cure	.80	2.00
ermifuge	.80	2.00
ough Cure	.80	2.00

F. Young's Veterinary Remedies, wholesale prices—	Per doz.
bsorbine	18.00
bsorbine Jr. (Mankind)	9.00
oung's Kidney and Nerve Powders	2.00
aroleum, small can	6.00
aroleum, large can	16.00
oung's Fattening and Condition Drops	4.00
oung's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

l Phosphate, Horsford's	per doz.	4.15
a Brick, box 25 bricks	per box	.60
ing Wax	"	.03
r Sand	per bbl.	1.25
, pints	per doz.	.75
quarts	"	1.00
gallons	each	.30
½ barrels	"	3.50
barrels	"	6.00
ormick & Co.—		
ckey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
S, Nerve and Bone Liniment, 25c. size		2.00
cCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
cCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
cCormick's Watermelon Syrup, 50c. size		4.00
ondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

ormick & Co., Bee Brand—		Per doz.
anilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.25
mon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00
r's Flavoring Extracts:—		
. 1, Lemon and Vanilla	per doz.	.45
. 2, Vanilla and Rose	"	.90
. 3, Lemon and assorted	"	.85
. 4, " "	"	2.00
. 4, Vanilla	"	2.25
sorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen, No. 25,	per doz.	2.00
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
" Lemon, " " No. 25,	"	1.75
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
Ingersoll's Flavoring Extracts:—		
High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.75
" Lemon	"	.75
" assorted	"	.75
" small size	"	.45
Vanilla	per gal.	11.00
Lemon, 1 oz	per doz.	.80
" 2 oz	"	1.50
" 4 oz	"	3.00
"	per gal.	7.00

Orange, Almond, Peppermint, Wintergreen and Jamaica Ginger same price as Lemon.

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

Draught Cider—	Per gal.
Corson's Champagne	.18
" Dry Hard	.18
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " " 3-lb. "	.06⅝
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅜
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07¼
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.05
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.
WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS
TABLE SALT
PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

P. J. Ritter Conserve Co., ½ pts., 3 doz. cases		
" " pints, 2 "		
" " quarts, 1 "		
Campbell's ½ pints, 2 doz to case, per doz.		.87½
Durkee's, large, 1 doz	per doz.	4.00
" small, 2 doz	"	2.40
Schimmel's, small, 2 doz	per doz.	.87½
My Wife's, pints, 1 doz		2.30
" half-pints, 2 doz		1.35
Snider's Salad Dressing:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Luncheon, 3 doz	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.67½
Kegs, 150 lbs	per 100	.85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell, ½ pts., 2 dz.	per doz.	.77½
" " " pints,	"	1.40
North of England Sauce, ½ pints	per doz.	.77½
Chef Sauce, ½ pints, 2 doz	per doz.	.80
Snider's Chili Sauce:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

REFERENCES
oldberg, Bowen & Co. San Francisco, Cal.
I. Jevene Co. Los Angeles, Cal.
utey Bros. Butte, Mont.
olorado Supply Co. Pueblo, Col.
. Dresser & Co. Portland, Ore.
Hennessy Mercantile Co. Butte, Mont.
ion Grocery Co. El Paso, Texas

J. A. FLESCH & SON
Architects and Designers
Of Store Fixtures for Modern Grocery Stores
1010 and 1012 Chicago Opera House Block
112 CLARK STREET CHICAGO
CORRESPONDENCE FOR PARTIAL OR COMPLETE OUTFITS SOLICITED
FLESCH'S PATENT COOLERS and COUNTERS
HENRY TROEMNER'S SCALES, BINS, CANS, etc.

REFERENCES
S. P. Nissen Co. Oak Park, Ill.
Simpson, Crawford Co. New York City
Henry Siegel Co. Boston, Mass.
Greenough Bros. Co. Spokane, Wash.
Chris Keller Lancaster, Ohio
Louis Kunkel San Antonio, Texas
John B. Watson El Paso, Texas

—53—

SEEDS.

Canary, bush. 60-lb	3 25	Mustard, Brown	.06
Caraway	.08	Mustard, Yellow	.05½
Celery	.10	Rape, per lb	.05½
Coriander, bleached	.36	Poppy, per lb	.09
Flax		Sunflower, per lb	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs	per keg	1.80
" bulk, 25-lb. boxes	per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes	"	.04⅝
Arm & Hammer bd., ¼'s, 36 lbs	per lb	.05⅝
" " " lbs., 36 "	"	.04⅞
" " " ¼, ½, 36 lbs	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04⅞

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz	1.50
Hires' Root Beer, Carbonated, 2 doz	.73
Hires' Ginger Ale, Carbonated, 2 doz	.73
Welchs Grape Juice, case quarts, 1 doz	4.50
" " " pints, 2 doz	4.75
" " " ½-pints, 3 doz	4.85
" " " 3-ounce, 8 doz	6.00
" " " ½-gallons, 1 doz	8.00
" " " gallons, 6 gal	7.50
5 per cent. discount on 5 case lots.	
Clicquot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz	2.10
Birch Beer, extra quality, pints, 2 doz	2.10
Lemon Soda, extra quality, 2 doz	2.10
Root Beer, extra quality, pints, 2 doz	2 10

POLISHING AND CLEANING COMPOUNDS.

Bon Ami, 10-cent size	per gross	2.50
Electro Silicon, 1 doz	per doz.	.72
Putz Liquid, large, 3 doz	per gross,	16.50
Putz Liquid, large, 3 doz	per doz.	1.45
Putz Liquid, small	per gross,	7.00
Putz Liquid, small	per doz.	.60
Putz Paste, large	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No 2, pint cans	"	32.00
No. 3, quart cans	per doz.	4.50
No. 4, half-gallon cans	"	7.50
No. 5, gallon cans	"	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs ....per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.40
Acorn	120	2.70
Ark	100	1.72½
American	72	2.80
Bee	100	3.85
Best, Babbitt	100	3.70
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	100	4.25
Brown	60	2.40
Borax, Dreydopple	40	2.60
" Pearl, Yonng & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	4.00
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.50
Cygnet	100	4 00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.75
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.50
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	4.00
Magic Cleaner	100	3.00
Marseilles, laundry size	100	6.00
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

—55—

Oleine, Conway's	60	2.90
" Golden	60	2.55
" Eavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2.30
" Philadelphia, 1 lb.	60	2.90
" " 14 oz.	60	2.65
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2 80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4.50
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.70
Star	100	3.50
Sunny Monday	100	4.00
White Clond	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.40
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 30 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.70
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3 75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes	per box	2.70
" 6 oz., 100 packages	"	2.65
" 8-oz. packs	"	2.70

—56—

Soapine, 7 oz., 100 packs	2.3
" 12 " "	3.9
" 17 " 36 packs per box	2.4
Babbitt's 1776 Powder, 100 6-oz.	2.2
Finola, 100 packages	3.6
Gold Dust, Fairbank's, 100 12-oz. packages	4.0
" " 24 4-lb. "	4.5
Naptha Borax, 100 packages, large	4.7
" 100 5-cent packages	3.7
Kirkoline, white, 24 4-lb. packs	3.2
Young's Pearl Borax. 60 1-lb. packages	3.6
Snow Boy Washing Powder, 24 4s	4.0
" " 50 2s	4.0
" " 100 1s	4 0
Nine O'clock Tea, 100 packages	3.1
I-V Washing Tablets, 3 doz per doz.	4
Swift's Washing Powder, 100 1s	3.8
Swift's Washing Powder, 24 4s	3.8

SPECIALTIES.

Anker's Bouillion Capsules	3.0

PURE GROUND SPICES.

	Bbls.	Boxs.	Ca
Pepper—			
Black, High Grade	18½	.19½	[illegible]
Black, Low Grade	.14	.15	.1
White, High Grade		.32	.34
White, Low Grade		.23	.25
Cayenne, High Grade		.21	.2
Cayenne, Low Grade		16	.18
Cinnamon—			
High Grade	.22	.23	[illegible]
Low Grade	.13	.14	.16
Cloves—			
High Grade	.31	.32	.34
Low Grade	.24	.25	.26
Allspice—			
High Grade	.12½	.13½	.1
Ginger—			
High Grade	.25½	26½	.2
Low Grade	.12	.13	.1
Mace—			
High Grade		.78	.8
Nutmegs—			
High Grade		.35	.3
Mustard—			
Yellow, High Grade	.19	.20	.2
Yellow, Low Grade	.14	.15	.1
Brown, High Grade	.14	.15	.1

McCormick & Co., Bee Brand— Per d
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice ⅛ lb. .4
¼ lb. .7

Banquet Brand—
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice ⅛ lb. .4
¼ lb. .7

DO YOU HAVE
A Delivery Wagon?
A Telephone?
A Cash Register?

These are secondary considerations nowadays. The essential thing is MODERN FIXTURES—to **display** and **sell goods.** You cannot have this without

Walker Bins

A catalog telling all about them will be mailed on request.

WALKER PATENT PIVOTED BIN CO.
24 South Seventh Street, Philadelphia, Pa.

Don't Buy a Cheap Wagon

If you do, you'll remember this advice. A cheap wagon looks nearly as well in the factory as our "J. M.," but oh, what a difference in six months!

The "J. M." wagon is the best delivery wagon made. Only the finest materials go into it, and they're put together right, too.

If we haven't what you want, though we probably have, we'll build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PENNA.

—57—

olburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	"	.85
¼ lb. net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
olman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.

	Per doz.
ampbell's, jar, 2 doz.	.87½
ulden's, No. 6, with spoon, 2 doz.	.95
ulden's, No. 20, with spoon, 2 doz.	.88
ulden's Mustard and Horseradish, 2 doz.	.85
eer Mug, fancy, large size, 2 doz.	.65
emonade Glass, tall, 2 doz.	.67½
orseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
ilk Jar, glass top, 2 doz.	.85
ater Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
epper, Black	.10
lspice	.06½
oves	18
ace	.48
utmegs, 80's	.24
" 110's	.17
nnamon Bark, China	.13
" Canton	.13
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.75
een Ginger Root	
hole Mixed Spices, bulk, 6-lb. boxes	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		.04⅝
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb. "		.06⅝

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03½
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05½
" Linen Gloss, 3-lb. cartons	.04⅜
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅝
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03½
" 1 lb. packages, 48 lbs	.04¾
" 3-lb. cartons, 48 lbs	04⅜
" 6-lb. boxes	.05½
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages ... per package	.08
Starch Polish, 20 cakes ... per box	.50

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electric Paste, ⅛ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size ... per doz.	.87½
" " ... per gross	10.25
" small size ... per doz.	.70
Climax Enamel ¼ gro ... per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun ... per gro.	5.75
Sun Paste, 5-cent size ... "	4.50
" 10-cent size ... "	7.20

—59—

X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ½ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼ gross	2.25
Per box of ½ gross	4.50
Per gross	9.00

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round ... per pkge.	.04¾
Excelsior, 24 packs ... "	.05¾
McAllister, 36 packs ... "	.05⅜
Rosensteins, 1lb. pkgs., 2 doz. ... per lb.	.05½
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz. ... per doz.	.35
Red, quarts, 3 doz. ... "	.70
Silver, pints, 3 doz. ... "	.35
" quarts, 3 doz. ... "	.70
Bath Brick, 25 bricks ... per box	.60
Toothpicks, Eureka, 100 boxes ... case	1.85
Toothpicks, Perfection, 2 doz. ... per doz.	.42½
Royal Glue, 1 doz. ... per doz.	.80
Paist's " 1 " ... "	.40
Carpet Tacks, Wooden Keg, ⅛ gross case, assorted, 6, 8, 10's ... per case	.90
Carpet Tacks, Silver Steel, 4 oz. ... per doz.	.06½
6 oz. ... "	.07
8 oz. ... "	.07½
10 oz. ... "	.08½
12 oz. ... "	.09½
Matting Tacks—	
No. 10, steel ... per doz.	.09
No. 11, steel ... per doz.	.09½
No. 12, steel ... per doz.	.12
G. B. Weiss & Son—	
Sole Leather, No. 1, .25; No. 2, .23; No. 3,	.21
Cut Sole Leather, cut into taps, 6 inches high	1.50
5½ inches high	1.48
5 inches high	1.42
4½ inches high	1.25
4 inches high	1.18
3½ inches high	1.05
3 inches high	.90
Fly Paper, Tanglefoot ... per case	
Fly Paper, Sticky, 10 cartons	2.20
Sticktite Fly Paper, 100 ... per case	3.00
Sticktite Fly Paper, 10 cartons ... per case	2.35
Wax, White and Yellow ... per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb. ... per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.	.80
Cleveland, extra fine cotton twine ... per lb.	.22
Orange Brand, fine cotton twine ... "	.20
Texas Medium, cotton twine ... "	.16
Cotton Candle Wick ... "	.20
Colored Twine, 8 balls to bx., lb. to bx. "	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches ... "	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches ... per lb.	.16
Best Jute Rope, 16 yds. to lb. ... "	.09
Best Jute Plow Line, 8 yds. to lb. ... "	.09
Jute Clotheslines, 90 ft. to hank ... per doz.	1.60
Jute Clotheslines, 108 ft to bank ... "	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 610	.52
Fancy, No. 626	.50
Strictly Prime, No. 627	.38
Good, No. 635	.29
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 621	.34
Choice, No. 576	
Prime, No. 638	.26

PORTO RICO MOLASSES.

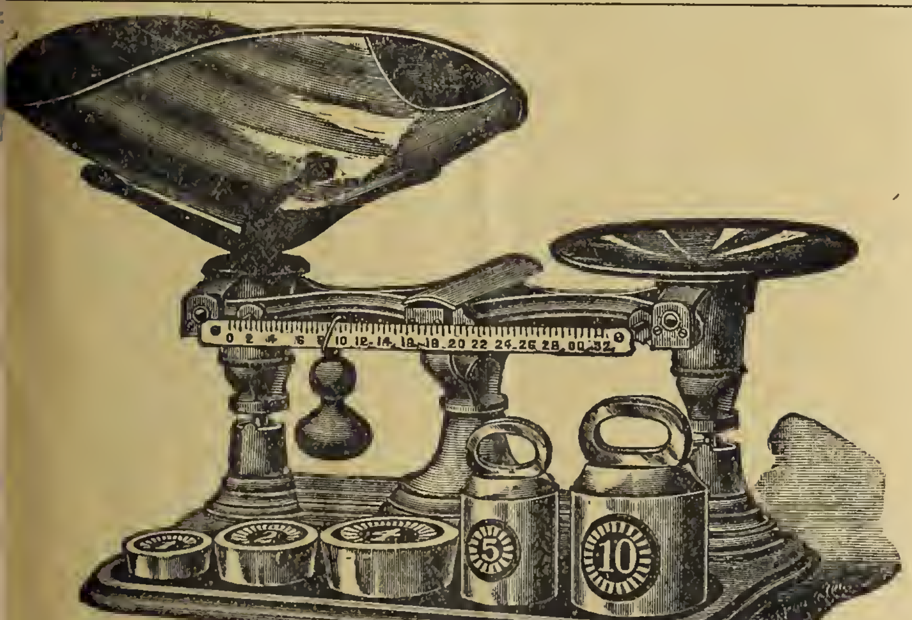
Extra Fancy Ponce, No. 637, new crop	38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery	2.50
Five A, for confectionery	2.60

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—	
4 doz. in barrel ... per doz.	.90
1 " case ... "	.92½
Karo, 10 cent size, 2 doz. ... per doz.	.85
Karo, 25 cent size, 1 doz.	2.20



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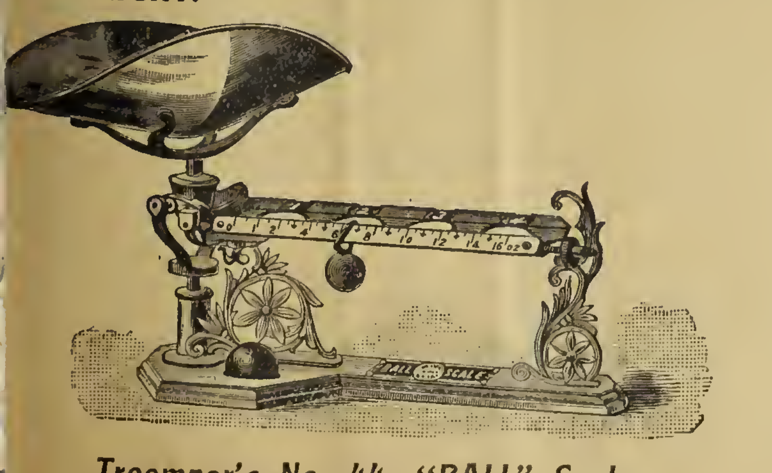
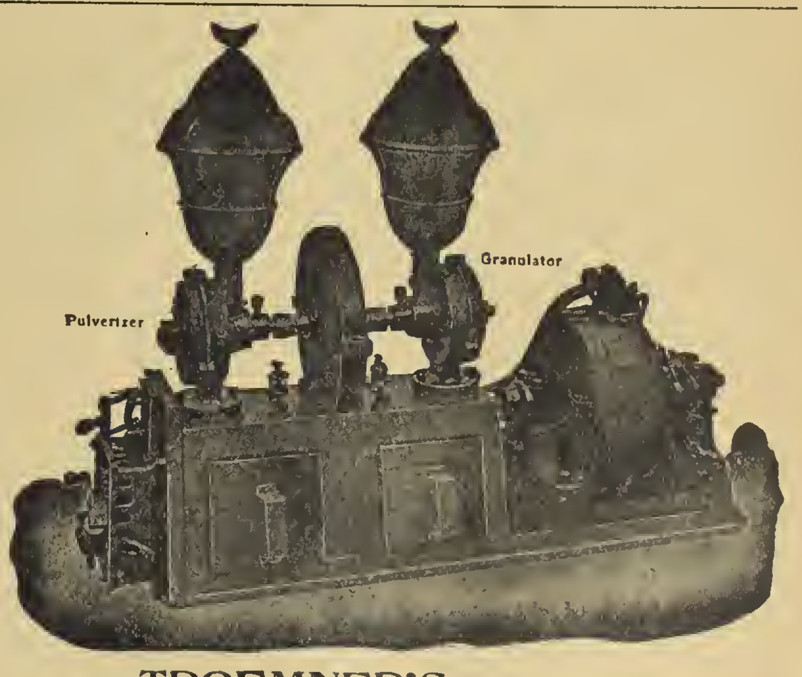


Troemner's No. 44, "BALL" Scale

STANDARDS OF EXCELLENCE

USED BY ALL LEADING GROCERS



TROEMNER'S

New Electric Coffee Mills

The ONLY successful machine of the kind on the market. PULVERIZING and GRANULATING coffee as it should be done.

FAMOUS "STAR" COFFEE MILLS
STEEL and AGATE BEARING GROCER SCALES
TEA, COFFEE and SPICE CANS and BINS

Don't be talked into something "just as good"; there is NOTHING like the GENUINE TROEMNER FIXTURE. WRITE FOR CATALOGUE.

HENRY TROEMNER

No. 911 ARCH STREET — PHILADELPHIA, PA.

J. A. FLESCH & SON — 112 Clark Street, Chicago, Ill.

GENERAL AGENTS FOR UNITED STATES

—61—

Banner, in jars, compound	per doz.	.97½
White Clover, in jars, compound	"	.92½
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00
Maplecane, 2 doz. 2½-lb. cans	per case	3.80

MAPLE SYRUP.

Green Mountain Maple Syrup, doz	2.40
" " medium, doz.	1.40
" " small, doz	.90
Vermont Maple Syrup, gal. tins	per gal. 1.25
" " ½-gal. tins	per doz. 7.75
Hazen's Maple Syrup, qt. bottles	" 4.00
" " pt. bottles	" 2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans	per gallon 1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons	each 11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons	each 15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, 3 string, split handles	2.50
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.40
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118, Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.65
O. G., 3 electric hoops	1.80
Clear, 2 hoop	1.60
Clear, 3 hoop	1.70
Electric Cedar, 2 hoop	2.15
Electric Cedar, 3 hoop	2.35
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	2.55
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.25
2, Wire ends	1.45
3, Wire ends	1.65
5, Wire ends	
Picnic Plates, 8 inch	2.40
Picnic Plates, 9 inch	2 65

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.15
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.

	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.

	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.33
Honest	.39
Polar Bear	.30
Ripple	.39
Sensation	.39
Wild Rose	.39
Brown-Holland Pipe Tobacco, 2½-lb. cartons, 2½-oz. packages	1.10

YEAST CAKES.

Compressed	per doz. .18
Magic, 1½ doz. packages	per box, .58
Yeast Foam, 1½ doz	per box .58

Mr. Grocer:

"It's All in the Shreds"

If you eat Shredded Wheat you will know how good it is; and when you know how good it is you can offer it to your customers with confidence and enthusiasm. If you could see us make Shredded Wheat you would never eat any other cereal. Take a package home with you. For breakfast, heat the biscuit in oven until it is crisp, pour hot milk over it, then add a little cream and a dash of salt. For lunch or dinner try a Shredded Wheat Biscuit with strawberries and cream. In place of white flour bread eat toasted Triscuit, the Shredded Wheat wafer. You will then become a Shredded Wheat "booster"—and when you "boost" Shredded Wheat you are "boosting" yourself.

Shredded Wheat is as staple as granulated sugar. Contains more nutriment than corn or oats and is more easily digested. A steady seller at a good profit. Always Clean. Always Pure. Always Right.

The Natural Food Company

NIAGARA FALLS, N. Y.

If 1000 Retailers in Philadelphia Recommended Us, Would YOU Believe in Us?

One of the hardest propositions which confront the retailer is to turn their bad debts into cash. Lots of them have tried different collection agencies, paid retaining or subscription fees and got no results; so it is hard to convince them that **any one** can help to bring the beats to book.

We show you how to **collect your own** accounts; nobody handles your money but **you.** We can give you the names of a thousand merchants in Philadelphia whom we have shown how to get money due them which had been charged off long before they heard of us.

It costs you nothing to find out what our plan is—can you afford **not to?**

The Consolidated Law Association, Inc.

1325 SOUTH FIFTY-EIGHTH ST., PHILADELPHIA, PA.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLIV. PHILADELPHIA AND NEW YORK, AUGUST 19, 1907. No. 8.

Contents.

PAGE

ıst's Retail Price of Oil What Competition Made It 8
isins Now Offered from Australia 8
rman Meat Retailers Facing Sharp Complaint 9
tmaster-General Will Work for Parcels Post 9
s Retailers' Overbuying of Old Teas Cause of Decreasing Tea Consumption 10
tch for Watered Butter 10
e New Ohio Chain Store Scheme 11
itorial 12
Dr. Wiley's Return.
Gimbel Brothers Short Weight Consistency.
The Oil Trust's One Defender.
Childishness.
o-Minute Sermons for the Retail Grocer 12
e New York Letter 14
te of North Carolina Back of Prosecution Against Diamond Match Co. 14
w Some Manufacturers Treat the Retail Trade 15
e Grocery Markets 16
rket Notes 18
st Local Associations Now Ready for Pennsylvania State Convention 18
eful Facts About Groceries 18
e Science of Advertising 19
art-to-Heart Talks with Grocery Clerks 20
e Stroller's Column (Contributed) 22
Spoiling Good Home Merchants.
gal Department 27
rrespondence 28
nnsylvania News Items 29
ong the Trade 29
s from a Jobber's Note Book 30
indow Dressing for Grocers 30
ant Department 31
ltimore Prices-Current 33
w York Price-List 34
Grocery World" Prices-Current 35

Index to Advertisements.

PAGE

"Advertising World" 31
American Butter Cutting Machine Co. 17
American Second-Hand Cash Register Exchange 39
American Slicing Machine Co., The 15
Anker's Bouillon Capsules 19
Arbuckle Bros. 4
Atmore & Son 44
Babbitt, B. T. 10
Baker Co., The Franklin ..... Cover 1
Baltimore Manufacturers' Advertising Association 6
Beardsley's Sons, J. W. 5
Bell & Sons, Samuel 41
Bishop, R. W. 31
Bower & Co., John 45
Bown Bros. 36
Bradstreet System, The 31
Brown & Co., P. F. 36
Buckley, Elton J. 8
Butler Brothers 13
Central Egg Carrier Company 3
Clicquot Club Co. 29
Cowan & Sons, H. 36
Crescent Mfg. Co. 16
Croft & Allen Co. 38
Daetwyler & Co., R. 32
Dilliard Remedy Co. 32
Dixon Crucible Co., Jos. ..... Cover 4
Enterprise Mfg. Co. of Pa., The 43
Esterbrook Steel Pen Co., The ..... Cover 4
Exton & Co., A. 20
Fell Manufacturing Co., E. C. ..... Cover 2
Fels & Co. 10
Fischer & Co., B. 11
Fleischmann's Yeast 32

PAGE

Floto's Sons, George 50
Forbes, J P. 16
Franklin Sugar Refining Co. 3
Freihofer Vienna Baking Company 5
Fulton & Walker Co. 48
German-American Coffee Co. ..... Cover 3
Goff & Sons Co., S. B. 19
Gold Medal Flour 41
Grocers' Printing Co. 31
Hagan & Co., Arthur 40
Harding & Co., E. E. 16
Hires Condensed Milk Co. ..... Cover 4
Hooton Cocoa and Chocolate Co. 40
Indexed Coupon Books. 16
Johnson, A. W. 22
Kellogg & Sons, H. 42
Kerr Glass Mfg. Co. 20
Knight Cooking Extract Co. 19
Lamson Consolidated Store Service Co., 37
Lautz Bros. & Co. ..... Cover 2
Leggett & Co., Francis H. 21
Levering Coffee Co., The 19
Loughery & Co., Jas. J. 4
Lowney Co., The Walter M. 50
Lutz & Schramm Co. 5
Maher's Veterinary Hospital, Dr. ..... Cover 1
Manufacturers' Trade-Mark Association, 27
Martindale & Co., Thos. 36
Mentor Cigarette Co. 40
McCahan Sugar Refining Co., The W. J., Cover 3
McCaskey Register Co., The 38
McCray Refrigerator Co. 45
Miller & England 39
Mince Meat 44
Morgan & Cornell 46
Paper Canister Mfg. Co. 42

PAGE

Paul Mfg. Co. 47
Philadelphia Electric Co., The 15
Phillips & Co., F. H. 40
Porcela Co., The 41
Quaker City Preserve Co. 31
Rae's Lucca Oil 42
Ralston Purina Mills. 3
Rapid Motor Vehicle Co. ..... Cover 3
Righter, W. H. 32
Ritter Conserve Co., Phillip J. 37
Royal Milling Co. 41
Royal Specialty Co. 19
Sauer Co., C. F. ..... Cover 4
Scott & Co., Inc., John ..... Cover 1 and 9
Shafer Co., Jacob C. 19
Shane Bros. Co. 16
Smith's Sons Co, John E. 17
Snider Preserve Co., The T. A. 4
Stickney & Poor Spice Co. 4
Strasbaugh, Silver & Co. 29
Sulpho-Napthol Co., The 44
Swift & Co. 17
Tongue & Bros., R. E. 29
Troemner, Henry 49
Wagner Co., Martin 32
Walker Patent Pivoted Bin Co. 48
Washburn-Crosby Co. 41
Weber & Loesch 17
Whittemore, Bros. & Co. ..... Cover 2
Wilde, Carl 42
Wilde's Sons Co., Samuel ..... Cover 2
Williams Bros. Co., The 47
Williams, R. S. 29
Young, P. D. F., W. F. 31
Young & Co., Chas. W. 5
Zimmerman Co., M 42

Trust's Retail Price of Oil What Competition Made It

Grocers in Different Sections of Same State Often Sold Kerosene and Gasoline at Widely Different Prices. Trust Used Retail Price to Destroy Competition. How Trust Concerns Made Money in One State and Lost It in Another on the Same Oil. Extracts from Another Installment of Bureau of Corporations Report.

Another installment of the exhaustive report prepared by the United States Bureau of Corporations as to the underhand methods of the Oil Trust has been issued during the week. For the first time officially it describes in detail how the Trust, in the retail price of its oil, played one section of the country against another, and often one section of a State against another. The goal always was to destroy competition, and to accomplish this the Trust would go to any length.

From a full copy of the report, the "Grocery World" has extracted a few paragraphs which bear on price discrimination in various sections:—

The prices charged by the Standard Oil Co. for petroleum products in the United States differ widely in different places, according to the degree of competition or monopoly. This is true of all classes of petroleum products, but is most conspicuous and most easily demonstrated with respect to illuminating oil and gasoline.

The methods of marketing oil products lend themselves to this practice of price discrimination. The Standard Oil Co. sells most of its illuminating oil and gasoline in the United States directly to retail dealers at their own towns. They are largely delivered to retail dealers at their own shops by means of tank wagons. The retail dealer is ordinarily not familiar with prices charged in other towns or in central markets, but even if he were he could not take advantage of lower prices prevailing elsewhere to buy oil there and bring it into his own town. The cost of transporting oil in barrels, particularly in less than carload lots, is higher than in tank cars. Moreover, tank-wagon delivery is much more convenient than barrel delivery that the retail dealer is ordinarily unwilling to buy barrel oil even at a lower price.

The Standard Oil Co. has established the system of tank-wagon delivery in the larger towns in all parts of the United States and in a large proportion of the smaller towns in the more populous sections. The business of its competitors is largely confined to a limited area and to a limited number of towns within that area. In towns and sections where there is no competition the Standard can charge monopoly prices, and by reason of the high prices thus obtained it can afford to reduce prices in competitive areas and towns to a point which leaves no profit for the independent concern.

A difference of about seven mills per gallon in the price of illuminating oil may, therefore, mean the difference between a profit of 10 per cent. on the investment in both refining and marketing and no profit at all. The actual differences in price among competitive and non-competitive towns and area, after making allowance for all possible differences in cost of production and marketing, often amount to several cents per gallon. These discriminations in price may mean, thus, the difference between an enormous profit on investment and little or no profit or even a loss. The destructive effect of the practice of price discrimination upon the business of independent concerns is thus obvious.

The best evidence regarding the practice of sectional discrimination is derived from the records of the Waters-Pierce Oil Company (a Standard concern). The evidence is conclusive because these records show not only the differences in prices, but also the differences in profit among the several divisions of the company's territory.

In 1896 the Waters-Pierce Co. lost 1.3 cents per gallon on all oil sold in the St. Louis division, while it made a profit of 2 cents per gallon in the North Texas division. This was a time of severe competition against an independent concern in St. Louis. In the next year, 1897, the company also lost in St. Louis 0.5 cent per gallon, while in the North Texas division it made 3.8 cents. During the first six months of 1904 the profit in the St. Louis division on illuminating oil averaged 0.6 cent per gallon, while in the other divisions it ranged from 1.8 cents to 4.4 cents. The average prices charged by the Standard for illuminating oil in the several States, based on the extensive records of December, 1904, show extraordinarily wide differences, even after the deduction of freight charges. The lowest price appears in Delaware, 7.7 cents per gallon, and the highest in Colorado, 16.2 cents per gallon, or considerably more than twice as high. Part of this great disparity is due to differences in costs, but only part. The cost of marketing in Colorado is about 2¾ cents per gallon, while in Delaware it probably does not exceed 1½ cents, and may be not over 1¼ cents.

The differences in the cost of producing illuminating oil at the different refineries are insignificant. Yet the average State prices in the territory supplied by them show a very wide range. In December, 1904, the average price in Delaware, freight deducted, was 7.7 cents. In Pennsylvania the average was also relatively low, 8.7 cents. On the other hand, in the State of New York, itself containing several Standard refineries, the average price was no less than 10 cents; in North Carolina and also in New Hampshire, 10.3 cents; in part of South Carolina supplied from these seaboard refineries, 11.4 cents; in Florida, 12.8 cents, and in part of Georgia supplied from this source, 13 cents, or 5.3 cents higher than in Delaware.

Perhaps the most striking instance of sectional discrimination which has appeared during recent years is on the Pacific coast. In Southern California there are a number of independent refineries. The Standard carries oil from its great refinery near San Francisco, several hundred miles by water and rail, and sells it in Southern California for much less than the price in San Francisco. The average price, freight deducted, for the southern part of California in December, 1904, was 7.2 cents per gallon, while for the northern part of the State it averaged 12.4 cents per gallon. In Oregon, supplied from the same source, the price averaged 15.3 cents per gallon, and in Washington 15.7 cents; the price in Washington and Oregon was thus more than twice as high as in Southern California for the same oil.

In December, 1904, the price at New York, which is at the very seat of the Standard's greatest refineries, was 10.5 cents per gallon, and at Boston, freight deducted, 10.8 cents per gallon. At Worcester, Mass., a much smaller city, the price was only 7.5 cents. The prices at Cincinnati and Cleveland were still lower, 6.4 cents and 7 cents, respectively. The differences in cost of producing and marketing the oil sold in the cities just mentioned is insignificant. The price at Augusta, Ga., was 8.2 cents, as compared with 10.9 cents at Atlanta, 12.1 cents at Charleston, and 12.5 cents at Jacksonville.

No less striking are the differences in prices charged for illuminating oil and gasoline as among towns in the same vicinity — for example, within the borders of a single State. Here again the most conclusive evidence that differences in price are due to discrimination and not merely to differences in costs is found in the records of the Waters-Pierce Oil Co., which show both the prices in individual towns and the margin of profit above delivered cost. For example, in the East Texas and Louisiana division of the Waters-Pierce Co., in August, 1903, the margin between cost and selling price on Brilliant oil from tank wagon ranged from 1.92 cents to 5.59 cents. In August, 1904, the margin of profit ranged from 0.69 cent to 5.05 cents.

It appears that in 31 of the States and Territories the difference between the highest and lowest price was 3 cents or more, while in Georgia, Missouri, South Dakota, Arkansas, Texas, Idaho, Colorado, New Mexico, Louisiana and California the difference exceeded 5 cents per gallon. In New Mexico there was a difference of no less than 13.2 cents between the highest and lowest price. In most cases very little of these extreme differences in price within a single State can be attributed to differences in marketing cost.

American Flour Making Its Way in Brazil.

The report of the Brazilian Minister of Finance to the President of Brazil shows that the imports of American flour in 1906 were 22.6 per cent. greater than in 1905. American flour is badly handicapped in Brazil, however, through the competition of Argentine flour. The conclusion is that competition by American flour is purely a matter of price. American flours have not merely to compete with the cheaper Argentine article, but also with the Brazilian made, which constitutes the standard for prices. No doubt, on equal conditions American flour would be preferred to Argentine, and, perhaps to national also. The real situation of the Brazilian flour industry appears from the fact that it is owned by foreigners. All the coal for fuel is imported, and all the wheat is imported—in short everything that enters into it operation is imported, and the only thing that sustains it is the excessive duty on flour in comparison with that on wheat. The flour made in Brazilian mills is admittedly of low standard. As to the Argentine flour, the chief foreign competitor in Brazil with the American product, American flour of corresponding grade will go 20 per cent. further in bread making than that of Argentina.

Raisins Now Offered from Australia.

Valencia Fruit Now Brought Here from the Antipodes and Sold at a Price Between California and Spanish Valencias.

A novelty in the American wholesale grocery market this year is raisins from Australia which are this season for the first time brought all the way from the antipodes to be sold in American markets in competition with California and Spanish raisins.

The Australian raisins are of the Valencia variety and surpass the Californias both in size and flavor. They command a price of 9½ cents in a jobbing way. California Valencias command 8½ to 9 cents, but the difference is fully warranted by the difference in quality.

The Australian Valencias also come into direct competition with Spanish Valencias, which sell freely in this country at an average price of 10 cents.

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COLLECTIONS, CORPORATION PRACTICE
CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

German Meat Retailers Facing Sharp Complaint

Government Investigating Their Prices. Butchers Compelled to Post Their Prices in Their Stores. Consumers Say Retail Meat Prices Have Not Declined Proportionately with Wholesale Prices.

Special correspondence of "Grocery World."

Washington, D. C.,
August 15, 1907.

The German retail dealers of meat are facing and attempting to assuage a widespread complaint among the consumers of that country over the high prices of meat. The situation has become so grave that the Government has taken the matter up and has provided a partial remedy by lowering the tariff on whole carcasses from several adjoining countries. This has reduced the wholesale prices of meat, but for the most part the retail prices have been held up, and this has aroused consumers to great resentment against the retail dealers. A month since the Government issued a request to the authorities of the leading cities to investigate the question, ascertain the causes for the continuance of high prices, and make recommendations as to the best method of bringing about a lowering of rates. Various cities made a careful study of local conditions, and have already taken steps to protect purchasers.

The fact was quickly established that while a few butchers had lowered their prices in conformity with ruling quotations for live stock, most of the trade still maintained the rates of the last winter. For the same grades of a given meat, differences of over 25 per cent. were frequently found in the prices, sometimes when the shops in question were in the same street.

The first column of the following table gives the lowest current meat quotations now prevailing in Germany, those in harmony with present wholesale rates. The second gives the highest current quotations, practically those of general use during the past year and still demanded by many butchers. The third column gives the average rate. Prices are per English pound and for the same quality of meat:—

Meat.	Prices June, 1907. Lowest.	Highest.	Average.
Beef—			
Shoulder, chuck, etc.	$0.15	$0.19	$0.17
Joint	.17	.22	.19
Roast, flank	.17	.26	.19
Sirloin, without bone	.22	.35	.27
Sirloin, with bone	.17	.24	.20
Veal—			
Shoulder, etc.	.16	.22	.19
Roast	.17	.22	.20
Cutlets	.26	.39	.31
Mutton—			
Shoulder, etc.	.17	.20	.19
Roast	.18	.22	.19
Pork—			
Ordinary cuts	.15	.17	.16
Roast	.15	.19	.17
Leg	.09	.13	.10
Smoked	.16	.22	.19
Bacon, fresh	.15	.19	.17
Bacon, smoked	.16	.22	.19
Ham, sliced	.24	.35	.29
Ham, boiled	.26	.35	.30
Ham, whole, crude	.19	.35	.23
Ham, whole, boiled	.26	.35	.30
Lard—			
Fresh	.13	.17	.16
Melted	.17	.22	.19
Tallow—			
Crude	.05	.17	.09
Melted	.07	.17	.11
Suet—			
Crude	.11	.17	.14
Melted	.11	.17	.15
Black pudding (blutwurst)—			
1a	.16	.24	.20
2a	.11	.17	.14
White sausage—			
1a	.16	.24	.20
2a	.11	.17	.14
Bologna sausage	.15	.22	.19
Brain sausage (cervelatwurst)	.26	.39	.32

One result of the campaign has been that certain German cities have adopted the following plan in order to combat the glaring inequalities in rates. Every butcher is now forced to publicly display a placard on which his prices for each sort of meat and for each separate grade of any sort are clearly indicated. Penalties are prescribed for non-compliance.

HOLT.

Postmaster-General Will Work for Parcels Post.

The most significant utterance made by any Government official on the subject of the parcels post was made by Postmaster-General Meyer last Wednesday just after an interview with President Roosevelt. He said:—

> I am going to recommend to Congress in my annual report the establishment of a domestic parcels post service, limited to ten pounds, or any other weight that Congress will accept—five pounds, if necessary.

STATE HOUSE

CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

Written for the "Grocery World."

Says Retailers' Overbuying of Old Teas Is Cause of Decreasing Tea Consumption

Chicago Tea Jobber Who Recently Told "Grocery World" Readers That Tea Consumption Is Decreasing, Now Says It Is Because Retailers Overbuy Through False Idea of Saving Money and Give Their Trade Old, Poor Tea.

A circular recently issued in the United States by a prominent grocer makes references to the price of the new-crop teas and concludes by advising the retail grocer to load up with old tea to protect himself against advanced prices. For the benefit of those who have received such a circular, it is nothing more or less than a ruse, meant to excite buyers into over-stocking on tea.

At the outbreak of the Russo-Japanese war similar circulars were issued with advice to buy freely, which resulted in many merchants over-buying and in some instances supplying their needs for many years. It is a lack of good judgment on the part of an importer, of a jobber, or a retailer, to anticipate too much his wants on tea. Aged tea rapidly deteriorates, and while the merchant thinks he is saving a cent or two, he is over-loading on old teas to save this extra profit, thereby driving a nail into his own coffin.

Boiled down, merchandising resolves itself into a question of supply and demand. If a grocer cultivates the taste of the consumer, and buys tea on an honest grading and cup value, he increases the demand. If a grocer buys old teas or permits himself to become panicstricken through prevarications or misrepresentations on the part of salesmen or jobbers, he is curtailing the demand and keeping in stock the supply. It does not take a wise man to appreciate the importance of this argument, but it is not until you adopt the principle of values, sold at legitimate, fixed profits, that you will reap the harvest.

The tea consumption in the United States is rapidly decreasing. Why? Because frequently we hear the comment, "I cannot get good tea at my grocer's. We like a good cup of tea at our table, but it seems a hopeless task to find the right flavor and quality, consequently we have taken to other beverages." This is a daily story and a quick answer to the many times question of the retail grocer, "What has become of my tea trade?" Let Mr. Merchant buy teas for what they are, not how cheap or what he can save, and then sell them at their true values, not for what he can get, and let Mr. Merchant study the tastes of his customers, sell them teas of a suitable flavor, whether an Oolong, an India-Ceylon, a Japan, a Gunpowder, or a Young Hyson, and he will gradually make many tea friends and eventually enjoy satisfactory and prosperous tea sales.

GEORGE LEWIS,
George Lewis & C
Chicago, Ill., Aug. 15, 1907.

Watch for Watered Butter.

Federal Government Out Against I Several Dealers and Creamery Me Already Arrested.

The United States Departmen of Agriculture has begun a relent less campaign against butter con taining too much water, and i looks as if this easy but effectiv method of adulterating butte would soon be stamped out.

The "Government agents hav already arrested several butte dealers of Chicago, and somewha fewer in New York.

Up to the present time severa prosecutions have been brough against the dealers, but nobody not even the Internal Revenu people, consider that the dealer are in any way culpable or re sponsible. They bought the but ter, in some cases directly fron the creameries, in other case from other dealers, so that th

A Case With Only One Explanation

No matter how many new soaps you thought it necessary to put in, Mr. Retailer, you've noticed that they made no difference in the sale of **Babbitt's Best.**

There never were so many soaps as there are to-day, and never so much energy spent in selling them, yet **Babbitt's Best** has to-day the largest sale of its long career!

Can the cause of this be anything else than what we say it is—the fact that **Babbitt's Best** is the best, the most staple, and the most wanted laundry soap made?

Made by B. T. BABBITT, New York

Rely on It:

the woman who asks for Fels-Naptha soap is the customer whose trade you want to keep.

Why?

Because **Fels-Naptha** is the best thing in the soap line, and you want to get customers *who buy* "the best."

Can you afford to sell many things that are not the best?

FELS & CO. PHILADELPHIA

utter passed through several ands. Each dealer through whose hands the butter passed is eld liable. Many creameries ave been fined within the last ew months, but it is only now hat the Government has begun to et after the dealers.

Handling of butter containing n excessive amount of water, which, as explained, is an adulteration just as much as if the illegal ngredient was oleo, involves the lealer in heavy penalties unless he has taken out a license to sell adulterated butter and actually sells the watered product as adulterated butter, which naturally, not knowing it to be adulterated, he will not have done. All dealers should therefore take pains to exact from their wholesale butter lealer a guarantee of absolute urity. Butter is not sold under a serial number, and a special guarantee is therefore necessary.

The New Ohio Chain Store Scheme.

National Secretary Green, of the National Wholesale Grocers' Association, Roasts the Ohio Wholesaler Who Runs Thirty-five Retail Stores.

Special correspondence of "Grocery World."

Cleveland, Ohio, Aug. 15, 1907.

During my attendance at the recent National Wholesale Grocers' Convention in Chicago I called the attention of the delegates to the fact that a wholesale house had purchased thirty-five retail stores in one of the cities of Ohio, the excuse for doing so being that some other chain-store concern had planned to open up a chain of retail stores.

Naturally the retailers in the city referred to were very much disturbed, and held several meetings to protest against the stand which had been taken by the wholesale house in question.

The consensus of opinion at the close of the meeting was that if each one had attended the meetings when there had been nothing to cause undue excitement conditions would have been very much different than at that time.

How false the excuse was for opening those stores can be realized by reading the following announcement which was put out in their first announcement to the public in regard to their intention:

As cities grow and expand in wealth and population, business conditions change, and the establishing of various branch stores is only abreast of the times, and exactly the same conditions as have occurred in all the large cities of the United States, giving the consumers high-grade goods and good service at the lowest prices. It does not stand to reason that a dealer doing a small business can furnish to consumers groceries on the same advantageous terms as though he were operating a large number of stores whereby his buying power is increased, which he resells at a minimum price.

The reason that this is published at this time is to bring to the minds of the retailers most forcibly the necessity for organizing and attending the meetings of their associations. It has required a great effort to preserve that which rightfully belongs to the retailer; to give to the wholesaler that which rightfully belongs to him, and keep our position intact. There should be some means of preventing any wholesale house going into a proposition of the kind in question, and we believe the National Wholesale Grocers' Association has it in its power to assist the retail trade to the extent that either a firm should retail or should wholesale and not undertake to demoralize the retail trade under the cloak of a wholesale house.

If the above statement had come from the individual retailer, it were bad enough, but coming from a house controlling several wholesale establishments in several towns in the State of Ohio means much more than if it came from an individual.

Our only remedy lies in the organization, in making it as strong as possible, and working together as one man, buying from no wholesale grocer who retails, but distributing our business among those who will protect us in ours.

JOHN A. GREEN,
National Secretary.

More India Tea to the Acre.

Consul-General W. H. Michael, of Calcutta, states that the final figures of the Indian tea crop for 1906-07 show an increase in production of 18,000,000 pounds on an acreage no greater than that of 1905-06. During the season of 1906-07 the United States imported 12,978,431 pounds, as against 14,006,939 pounds during the season of 1905-06.

Goff's special proposition will interest you, as it enables you to make 70 per cent. profit. S. B. Goff & Sons, Camden, N. J., will tell you all about it. Goff's Cough Syrup has been on the market over 35 years.

WE CAN GET YOU ORDERS

We knew when the repeat orders came in from the hotels for **Hotel Astor Coffee** that we had a blend that would succeed anywhere under all conditions.

Because if a coffee can succeed with the high-grade New York hotels it can succeed anywhere.

We make and sell many brands of coffee, but we're a bit fonder of **Hotel Astor** than any other. It is truly a delicious blend and there isn't one chance out of a hundred that it won't make the same hit with your trade that it has everywhere else.

We have a special plan getting you orders for **Hotel Astor Coffee**—may we tell it to you?

B. Fischer & Co.
190 Franklin Street, New York
31 S. Front Street, Philadelphia

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Dr. H. W. Wiley, chief of the Federal Bureau of Chemistry and dominant factor in the enforcement of the Federal food law, returned home from Europe last Monday. Simultaneous with his settling himself again in the administrative saddle, the food manufacturers of the country resume their seats on the anxious bench.

Dr. Wiley's Return.

A touching feature of Dr. Wiley's return was the assembling on the dock of a large number of Government employees, who had been trained to make in unison a noise like an imitation lamb chop.

Gimbel Brothers, proprietors of the only good grocery store in Philadelphia, devote half a page in one of last Tuesday's Philadelphia evening papers to an advertisement of their incomparable grocery store, the scare heading for which is "Beware of Short-weight Groceries." Naturally this is good, honest advice, but unfortunately it is turned sour in the mouth by the fact that the Gimbels extract from it the usual lying moral that all other grocery stores give short weight, while they alone do not.

Gimbel Brothers Short Weight Consistency.

Admittedly, short-weight groceries are reprehensible—wholly inexcusable, in fact—but the "Grocery World" sees little ethical difference between them and the short-weight checks which Gimbel Bros. repeatedly send to wholesale grocers and manufacturers from whom they buy groceries. When a concern buys goods on 30 days net, 1 per cent. in 10 days, and neglects to pay until the end of 30 days but still deducts the 10-day discount, the check which it sends in payment is a short-weight check, just as reprehensible and inexcusable as short-weight merchandise.

Alone of practically all news and trade papers of the United States, the "American Grocer" lifts its voice in defense of the Standard Oil Co. The "Grocery World" herewith presents two exhibits which after due reflection it labels "cause and effect":—

The Oil Trust's One Defender.

CAUSE
(Quarter page advertisement, page 4, American Grocer.)

Grocers,—Attention!

Do you know that PURE REFINED PARAFFINE WAX is a household necessity? For sealing jams and jellies—for laundry purposes, and many other things, too. Every package nicely wrapped, containing full directions. Your jobber handles it and now is the time to buy.

STANDARD OIL COMPANY OF NEW YORK, 666 Hudson Street, N.Y.

EFFECT
(Editorial on page 8, American Grocer.)

THE STANDAR. OIL PROSECUTION

The action of the United States Government against the Standard Oil Company has assumed more the appearance of a persecution than a prosecution, seemingly carried forward for political ends. Its conduct reminds us of the rashness of a New York merchant, in criticising some years ago, to one of the oldest and foremost of United States Senators, the sugar tariff, on the ground of its unfairness and injury to the trade. The Senator replied "You are right from the standpoint of a merchant, but it would be —— bad politics."

We have no excuse to offer or palliation to make for any offense the Standard Oil Company may have committed. We must recognize that commercial law is often higher than legislative law and is more likely to fit the conditions of trade and commerce than statutory acts. The Standard Oil Company, the most efficient mercantile and industrial organization that ever existed, has obeyed the unwritten laws of trade and commerce and thereby may have technically violated State and National laws, but that it has committed, intentionally, any offense, that warrants the imposition of a fine exceeding $29,000,000 we do not believe.

The political character of the prosecution is shown by following up the action of Judge Landis with a letter from Commissioner Herbert Knox Smith, claiming that the S. O. Co. is a monopoly, that it has exacted too great a margin between the cost of crude and refined oil, that it has not given the people their full share of the profit derived from by-products, that its claims to efficiency, "is a complete misrepresentation of facts." Everybody knows that not only has the Standard Oil Company given the world the best and most uniform quality of illuminating fluid it has ever known, but it has built up no small share of the commerce of the Nation. Any corporation that carries its transactions to the sixth decimal cannot be accused of a lack of efficiency.

Is the charge of extortion fair, coming as it does from Uncle Sam, charged with unjust tariff exactions and levying tribute beyond all reason from every one of 84,000,000 people? We would that Standard Oil type of efficiency was practiced by the United States Government, for it would teach the people that there is no need for waste, extravagance and unnecessary expenses. How the Standard Oil would clean out the departments and put them on the basis of a first-class mercantile organization! The Post-office department would be self-sustaining, there would be no free seeds from the Agricultural bureau, no junketing excursions from all departments. Efficiency and economy would be enforced and a lesson taught such as all Nations need.

The Standard Oil put a stop to the refining of dangerous oils, at one time so bad that laws were passed by all the States to regulate the grade. It has conferred benefits on the race immeasurable in comparison with its exactions. It even contributed to the election of the administration that is prosecuting and persecuting a corporation that ought to be a source of National pride; and claims that it has not violated the laws as charged and seems in a fair way to prove it. The course of the Government is scarcely in line with "fair play and a square deal." It is a blow at enterprise, skill, the perfection of commercial methods.

The "American Grocer" has always been notorious for sycophancy toward the large corporations, even to the length of repeatedly defending acts which were in gross violation of trade interests. This Standard Oil instance, however, is the limit up to date, particularly that patriotic conception of the Oil Trust putting the United States Government on a clean business basis!

The pure food movement is unquestionably one of the most beneficent reforms since the world began, but aren't we in danger of becoming childish over it? Take the provision regarding the use of sulphur in dried fruits, for example. The rule is that thirty-five one thousandths of 1 per cent. can be used and no more. Think of it—*thirty-five one thousandths of 1 per cent.* One part in one hundred, or 1 per cent. would be an infinitesimal percentage, but the danger line of sulphur has been set at about one-thirtieth of 1 per cent.

Childishness.

Naturally percentages don't always count. Were the department dealing with prussic acid or some other poison which acts in minute quantities, the case might be different. But sulphur—what boy among us has not been dosed by his mother with sulphur in teaspoonful doses? Admittedly another thing to remember is that the giving of a certain dose of a substance, as a medicine, does not necessarily justify the giving of the same dose in food, but since the harmfulness of sulphur as a food bleach is the criterion, is it conceivable that a substance so beneficial in teaspoon doses could possibly harm when eaten in percentages of far less than 1 per cent., and taken, too, in connection with food only occasionally eaten?

To six physicians and chemists the "Grocery World" has submitted the following query: Could sulphur, used as a bleach with dried fruits and being present therein when eaten to the extent of *one-half* of 1 per cent., cause harm to the eater? In every case the answer was substantially "Not only would it do no harm, but it would do good."

String beans of fine quality are coming forward from near-by points, and range from 25 to 40 cents.

Two-Minute Sermons for the Retail Grocer

VI.—Using Other People's Ideas.

Use other people's brains as well as your own.

Many business men are to-day calling the heads of their different departments together at regular intervals for a general exchange of ideas, and they request each one to watch for new ideas for each succeeding meeting.

The president of a big corporation makes it a point to have all heads of departments take lunch with him one day each week, and after the meal, with the cigars, he opens the discussion by introducing such ideas as he has picked up during the week, and then asks for the experience of the others along such lines, so as to quickly get at the real value of the ideas. He then encourages each and every one present to do the same. In this way each department manager gets the benefit of the personal experience of all the others on whatever problem is confronting him at the time.

This man goes a notch further with this weekly meeting idea, and has encouraged each department manager to have a short meeeting of all of his assistants each week for the purpose of an exchange of ideas, and each subordinate is asked to watch for every new suggestion coming from the men under his direction and to bring it out at these meetings.

The president of this company says that he has been much surprised because such a large proportion of the time of the meetings of the department heads is taken up by discussions of ideas which were originated amongst the rank and file of the workmen and came to these meetings through the meetings previously held by the subordinates.

When an idea, coming from whatever source, is given a trial the originator is remembered in a way to quicken his brain in the future.

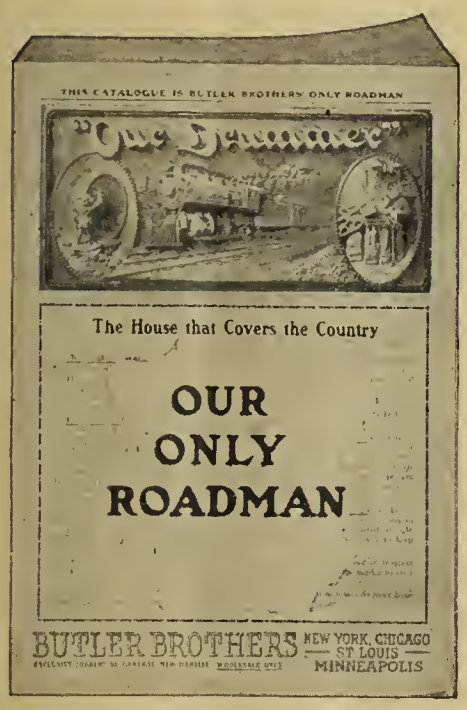
F. A. P.

READY—FREE

OUR FALL CATALOGUE

This September number of our monthly catalogue will be ready for mailing soon. Regular customers will get it without—and not-yet customers may have it FOR the asking.

Either way—make sure of your copy, because it will PAY you to do so.



No matter how big or how little are your purchases—the time has gone by when any merchant can buy RIGHT without knowing what we offer.

Consider our present four-house outlet—our world-wide buying organization—our saving catalogue-only way of selling.

Consider, too, the PERMANENCE of our amazing growth—sure sign that our own prosperity is based upon the prosperity of our customers.

Then say can you AFFORD not to give us the even chance of a fair and thorough comparison—which is all we ask?

Give us that comparison—at your home—by going carefully through the fall issue (No. D626) of our monthly catalogue, which already is the buying guide of thousands of America's shrewdest retailers.

Or—in market—see the same complete lines and the **same net price in plain figures** on our sample floors in any of these six cities:—

NEW YORK	BALTIMORE	MINNEAPOLIS
ST. LOUIS	CHICAGO	DALLAS

WHOLESALERS OF GENERAL MERCHANDISE

BUTLER BROTHERS

The House that Covers the Country

The New York Letter

Telegraph Strike Does Not Touch Grocery District as Yet. Campaign Against Bad Eggs. Echoes from State Convention. Derry on Spring Scales. Rumor of a Butter Combine. Small Items of Trade News.

Special correspondence of "Grocery World."

New York, Aug. 16, 1907.

When the telegraph operators stopped work there was some worry in the wholesale grocery district over the prospect that there might be serious interference with wire orders. Even more apprehension was expressed for a few hours because of the talk that the strike would extend to the railroads and so cripple the deliveries of freight. The jobbers say, however, that thus far there has been no serious effect on their business. In some lines orders have been stimulated, retailers having concluded, perhaps, that it would be well to be prepared in case the strike should become more troublesome. The manufacturers noticed a similar effect. Orders still come by wire, as well as mail, the tie-up of the telegraph systems here being only partial, at least as yet. To-day's reports are reassuring.

* * *

Two of the wholesale egg merchants are in trouble as a result of the crusade that has recently been begun by the city health authorities to prevent the sale of bad eggs. George E. Cutler, 15 Harrison street, and Louis Schuer, 190 Duane street, were taken yesterday to the Tombs Police Court on the charge of selling bad eggs to retail dealers. Each was held in $500 for examination.

It is said that the Health Board has several inspectors at work examining the quality of eggs sold in various parts of the city and in various lines of trade. Some of the worst of the eggs are sold to confectioners, it is said.

* * *

Delegates have returned from the State Convention of the retail grocers, held last week in Elmira, and all report that they were glad they went. It is expected that as a result of the proceedings, the New York State Association of Retail Grocers will soon become a more influential body than it has been in the past. The idea that in other States the grocers are better organized than in New York has sunk quite deep into the minds of those who were at the convention and heard the remarks that were made on this subject. It is recognized that there is a field for organizing the dealers in many parts of the State which have at present no branches of the State society. An equally pressing work is to build up the membership of the branches that now exist. Hundreds of grocers are not enrolled in the cities which have branches. In this city the organization could greatly increase its membership by a little missionary work. Ways and means of doing this are to be devised.

Following is a list of the new officers of the State organization, all of whom are declared to be of the right timber for the responsibilities placed upon them:

President, C. S. Tuttle, of Hornell; first vice-president, Elwood Hanson, of Brooklyn; second vice-president, F. M. Tallman, of Buffalo; third vice-president, I. S. Pugsley, of Peekskill; secretary, Charles Thorpe, of New York; treasurer, C. E. Durgin, of Rochester.

* * *

Almost every iniquity being put up to Coney Island it is not surprising to learn that inspectors representing the State Agricultural Department are investigating rumors of the sale and use of oleomargarine in the eating houses and elsewhere on the island. Up to this time there have been no seizures and no arrests. The supposition is that the proprietors of the restaurants buy the stuff from agents representing wholesale dealers.

* * *

Parts of the annual report made last January by P. E. Derry, chief of the city's Bureau of Weights and Measures, were lately republished in one or two papers as something new, being erroneously designated as a part of his quarterly report just submitted. Mr. Derry told your correspondent several days ago that while the average condition of the scales in the stores is much better than it was even a year ago, yet the screw springs still give much trouble because it is so easy to change them by loosening or tightening a screw. He finds some spring scales that are accurate when food is placed gently on the platform or holder, but show heavier weight if the article is slapped down suddenly.

* * *

Booklets containing a codification of the food laws of the United States and of all the States are being sent out to wholesale grocers from the office of the National Wholesale Grocers' Association in this city. The laws were compiled and codified under the supervision of William C. Breed, the counsel of the association.

* * *

Anybody who strolls among the wholesale butter dealers on the West Side these days will hear much excited talk about a combination, if he keeps his ears open. Just what the combination is to be—if it is to be anything—is not yet revealed. It is believed, however, that the so-called Big Five, who had a great deal to do with the control of the New York Mercantile Exchange, contemplate some action to offset the present lack of official quotations on butter. Since the court ordered the organization not to promulgate any more quotations under the old system it has abandoned the plan of quoting prices. This is said to be agreeable to many of the members and the practice of giving secret premiums is curtailed. The question seems to be as to just what the Big Five will do to regain control of affairs. One report is that they will merge the present five separate concerns in one corporation whose unusual resources would then give it many advantages over smaller concerns.

* * *

Again the rumor is starting that a combination is sending up the price of the cocoa bean, causing worry among the manufacturers of chocolate.

* * *

Frank Dannemann, at 1130 Park avenue, has sold his retail grocery to Mr. Fahrenhorst, formerly manager of the Gramercy Market, Woodmere, L. I.

* * *

Henry Bruning, a retail grocer of St. Mark's and Utica avenue Brooklyn, is erecting a handsome addition to his building, with dwelling apartments for four families; addition to cost $22,000.

FRED. A. MCGILL.

State of North Carolina Back of Prosecution Against Diamond Match Co.

Match Trust Salesman Arrested, Charged with Violating Trust Laws of North Carolina. The Trust's Selling Contract at the Bottom of the Case.

What may be the inaugural of a prosecution by the United States Government against the Diamond Match Co. similar to those recently begun against other monopolies was begun last week in North Carolina, when one Walter Buoy, a salesman for the Match Trust, was arrested on the charge of violating the anti-trust laws of North Carolina.

The affidavit on which the arrest was made was sworn to by Albert Peschan, another traveling salesman, and the case will be prosecuted by the official law officers of the State.

The affidavit sets forth that the Diamond Match Co. recently through Mr. Buoy, sold to the J. C. Stevenson Co., wholesale grocers of Charlotte, N. C., a large quantity of frictionless matches made or controlled by the Diamond Match Co., and required of the purchaser, the Stevenson Co., an agreement that they would not handle any other brand or manufacture of matches, which is alleged to be in violation of Chapter 218 of the Public Laws of North Carolina, known as the anti-trust law. The Trust's salesman gave $1,000 bond as surety for his appearance.

How Some Manufacturers Treat the Retail Trade

Philadelphia Retailer Inserts Unsolicited Advertisement for Huyler's Cocoa and Chocolate in His Store Paper and Sells Twenty Cases Through It. Asks Huyler to Allow Him Five Dollars for It and Huyler Never Even Answers His Letter.

The enterprising and intelligent way in which some manufacturers treat retail grocers, upon whom, be it emphasized, they are dependent for the distribution of their products, is shown by an instance which came under the eye of the "Grocery World" during the week.

One of the largest retail grocers in Philadelphia issues a weekly store paper, consisting of four pages, very carefully and attractively prepared—not a circular, but a real publication of considerable importance. Of this 10,000 copies are printed, each being sealed in an envelope and delivered to a consumer from a selected list.

In a recent issue this grocer published the following three advertisements for the Huyler Chocolate Co.:—

HUYLER'S
BAKING CHOCOLATE.

Hasn't an equal for smoothness, quality or flavor, either on this side of the Atlantic or the other, for that matter. To have you learn of its superior quality, we cut the price for the first, last and only time. Don't miss it. Regularly, 20c. the half-pound cake.

'Till Easter, 14c. the cake.

***

HUYLER'S
INIMITABLE COCOA.

That's Huyler's Cocoa described in a phrase—and the simile is not far fetched. Those who once taste Huyler's Cocoa never can be satisfied with any other brand. At this price, the sale is limited to four cans to a purchaser. None sold to dealers. Regularly, 14c. a ¼-lb. can.

'Till Easter, 11c. the ¼-lb. can.

***

HUYLER'S
VANILLA CHOCOLATE

Is a very superior article, so much so that all other chocolates seem flat and tasteless by comparison. Children prefer it to candy, and it may be eaten at any time in any quantity without ill after effects. Regularly, 10c. ¼-lb. cake.

'Till Easter, 8c. the cake.

***

This advertisement was not bought by the Huyler people, neither, to be sure, was it inserted by their authority; nevertheless through it twenty cases of Huyler's chocolate and cocoa were disposed of. These results were so extremely good that the retailer wrote to Huyler, told him of the advertisement and its results and asked whether he didn't think it would be decent to allow him $5 for the space which had been given Huyler's goods in his store paper.

Now, whether Huyler thought it good or bad business to pay the retailer $5 for an advertisement which had sold twenty cases of goods was quite his own affair. To the unbiased outsider a man who refused would look like a fool; nevertheless it was a personal matter with Huyler, and nobody could have justly complained if he had decided against it.

But Huyler never even answered the retailer's letter!

Since that day not a pound of the Huyler goods has been sold over the counters of the store, and none ever will be sold.

To Push Currants in New Ways.

E. Bowron, a member of the large London grocery house of Jos. Travers & Son, and a director of the Privileged Currant Co., of Greece, is in the United States for the purpose of extending the consumption of currants through a campaign of advertising and of employing all possible means of popularizing that fruit in this country. The Privileged Co., which was chartered two years ago by a special act of the Greek Parliament, after various other plans had been tried to prevent the demoralization of one of the chief industries of the country through overproduction and the accompanying excessive competition has a monopoly of the currant business in Greece. It immediately set to work on receiving its authority from the Government to rehabilitate the industry and place it on a profitable basis. In this it has been fairly successful. Mr. Bowron's plan of advertising currants directly to the consumer has been tried in England, with the result that the consumption in that country has been considerably increased.

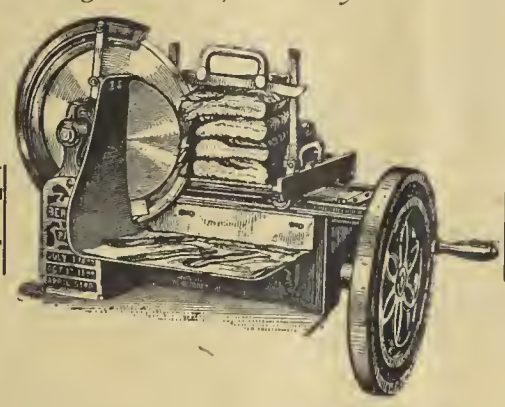
EIGHT THOUSAND

enthusiastic users bear out our claim that the American Slicing Machine is the best money-saver, labor-saver and trade-bringer ever devised.

It will bring you all the sliced meat trade of your locality.

It will make you a better profit on each sale.

It is a *slicing machine*, not a *toy*.



It cuts any kind of boneless meat—ham, bacon, roast beef, dried beef, etc.—in any one of sixteen different thicknesses from 1-48 inch up.

It saves all waste.

It enables you to get 20 per cent. more slices from a given weight of meat than by hand-cutting.

Any boy can do the work of four hand slicers.

Particulars and proof for the asking.

AMERICAN SLICING MACHINE CO., 54 Fifth Ave., Chicago

Do You Know Why the Department Stores Do So Much Business?

It's because they **attract people to their stores.** The most effective method of doing this is by attractively decorated windows, made bright as day by electricity. Grocers take a leaf from the Department Store's book—dress your windows invitingly; put signs in them calling attention to bargains and light the displays so that passers-by can't help seeing them. You will bring enough **new customers into your store** in a **day** to pay the cost for a **month.**

While your store is closed and you are off duty, make your windows win new trade for you—a representative will call and show you how it can be done and what it will cost if you will drop a card or phone.

The Philadelphia Electric Co.

TENTH and CHESTNUT STREETS

MAPLEINE

Are You In?

HERE'S THE KEY

and your profits at the end of the year with increased patronage thru

"MAPLEINE"

is what will lock your customers and new one's to you. They turn your name over time and again, as **Mapleine** daily delights its customers.

ISN'T THAT

what you want? or do you want this trade to go to the merchant who sells it. *You'll* realize before long what you lose if you do not turn your order in to-day.

E. E. HARDING & CO., Agents
200 South Front Street, Philadelphia, Pa.
CHAS. W. JACOBS & ALLISON, 18 Cedar St., NEW YORK CITY
Manufactured only by
CRESCENT MFG. CO., Seattle, Wash., U. S. A.

HE DID NOT KNOW

although using them, the full value and merit of our

FORBES' INDEXED COUPON BOOKS

until he ran out of them. He says:

Please ship me 300 books ***. I never knew how much these books saved me until I ran out of them, and in the future I intend to urge the use of them wherever I can.
H. McNELLY, Washington, Pa.

All sizes. F. O. B. your nearest express office. Prompt shipments. Stop worry, bookkeeping, forgotten charges, etc. Best for cash or credit. Many have used them for more than ten years. You need them and will want them. Ask us for samples.

J. P. FORBES, Forbes Building, Coshocton, Ohio

MILLBOURNE
AND
ONTOP
SPRING WHEAT
FLOUR

Having secured the Millbourne Mills and brands we are pleased to offer to the trade these well-known brands of flour.

The high quality will be maintained and still further improved by the installation of wheat washers and additional purifiers.

Millbourne and Ontop are now on sale by all jobbers.

MILLBOURNE MILLS
63d and Market Sts.

SHANE BROTHERS CO.
Proprietors
672-686 Bourse **Philadelphia**

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

THE GROCERY MARKETS

Tea.

The tea market has taken a sort of brace during the week and nearly all lines are now firm and active. There has been an excellent demand during the week and lowest grades of Young Hysons, Hysons, Formosa Oolongs, Foochow Oolongs, Pingsuey Gunpowders all show about 1 cent advance. The cause is the fact that stocks are so small and the market in the East is higher.

Coffee.

The past week has brought no changes whatever in the Rio and Santos coffee market. The situation remains dull, with a weak undertone, although prices have been fairly steady. Mild grades are steady to firm and in moderate demand. Java and Mocha are firm and unchanged.

Sugar.

There has been no change in the sugar market during the past week. Raws are about steady. Refined sugar is unchanged and in fair demand. The great scarcity of peaches has cut down the August sugar demand very materially. No change in refined sugar is in sight.

Syrup and Molasses.

The market for all grades of syrup and molasses is very quiet and will show no special activity until cooler weather. Glucose is unchanged. Compound syrup is dull at ruling prices. Sugar syrup is wanted for export at the same prices ruling for some time. Molasses is unchanged and dull.

Fish.

Mackerel is wanted. Some new summer Norways are coming forward and selling at comparatively low prices, owing to the fact that the quality is not what it will be later. As the quality improves the price will advance. Another factor in the present low price is the comparatively large receipts. Irish mackerel are unchanged and in moderate request. Shore mackerel are scarce and high. Cod, hake and haddock are exceedingly dull on spot, although some business is doing for future delivery. Prices are unchanged throughout. New prices on sockeye and red Alaska salmon have not yet been named, but will be within a short time. The sockeye prices will be forthcoming first. On both grades the price will probably be somewhat higher than a year ago, owing to general firmness of the salmon market. The pack of red Alaska is expected to be particularly short. There has been no change in sardines during the week, either foreign or domestic, but the Maine packers announced an advance of 10 cents in quarter oils to take place August 24th. This was to give buyers a chance to get in at the old price, which some few are doing. The demand for domestic sardines is good.

Canned Goods.

Spot tomatoes are dull. As to price, the market is about unchanged. Old Jerseys are quoted at 90 cents delivered and old Southern goods 85 to 87½ cents. There have been rumors of actual sales of futures as low as 80 cents and it is known that new 2s have sold as low as 60 cents. The undertone of the market is weak and the crop outlook heavy. If nothing interferes the chance is that tomatoes will decline. Corn is dead in Philadelphia, but in fair

emand outside. The pack prospects for all sections but Maine seem to be poor. Maine packers are much encouraged. Prices are unchanged. Peas are closely cleaned up. New York packers are delivering all sorts of ways and promise from 60 to 75 per cent. of delivery. Wisconsin will also be short, and packers offer only 10 per cent. on some grades. There is a general scarcity of lower grades. Peaches are growing in worse condition, and there are practically no quotations on the canned article at all. Seconds yellows have sold in Baltimore during the week at $1.75, against a normal price of 85 cents to $1. Apples have advanced again, owing to bad crop prospects, and New York State gallons are now quoted strong at $2. No change has occurred throughout the California line, and small Baltimore canned goods show no special change either.

Dried Fruits.

There is very little doing in prunes. Reports of heavy drop still come from the coast, and many holders expect an advance on the strength of it. There is no demand at present, and no advance will occur until the business comes. Prices are therefore unchanged, both on spot and futures. Peaches are unchanged and seem likely to be scarce this season, since considerable sulphur is used in their bleaching and the trade is uneasy about taking them. Since growers, who use the sulphur are also uneasy, they have increased their sales of fresh peaches to canners, rather than to evaporators, thus avoiding the sulphur problem absolutely. Apricots are unimproved and very dull. Currants are in fair demand and unchanged in price. Raisins show no change for the week. The spot stock is still very small.

Provisions.

The market for all grades of smoked meats is unchanged. The consumptive demand is very good, but the supply is equal to the demand, and the market is only steady at prevailing prices. Pure lard is unchanged and stocks are satisfactorily cleaning up. Compound lard is firm and unchanged and is selling within ¼ cent per pound of pure. No change in either grade seems likely within the next week. Barrel pork is unchanged and prices firm. Dried beef and canned meats are in active demand at unchanged prices. Outside of a small speculative movement, prices have been stationary.

Beans and Peas.

Pea beans are unchanged so far as the Michigan variety is concerned, but New York State quotations are about 10 cents higher, due to light supply. The demand is fair. Marrows are 5 to 10 cents lower; demand light. California limas show no change and a light demand. Split peas are active and unchanged in price. Green and Scotch peas are still firm and scarce.

Butter.

The butter market is active, both by way of consumptive and speculative demand. The receipts are normal and the quality good for the season. The present receipts of butter are fully up to a year ago, while the price is 10 to 15 per cent. higher. No change seems likely in the near future, but if any comes it will probably be a slight decline. The make of near-by butter is short, and the bulk of the trade is being supplied from the West.

Eggs.

The egg market has advanced 1 cent per dozen, due to extreme scarcity of new-laid eggs. The market is not yet high enough to bring out fancy eggs from cold storage, and conditions will therefore be firm until further advances come. The weather has grown somewhat cooler during the week and the current receipts are showing less effects of the heat. The present outlook is for a firm market and possibly unchanged prices for the next few days.

Cheese.

The cheese market remains unchanged so far as the city markets are concerned, but the country markets have advanced ⅛ to ¼ cent which will probably be communicated to the secondary markets within a week or so. The consumptive demand for cheese is very good and is absorbing the receipts as fast as they arrive. We will have a speculative demand as soon as September comes, after which there may be a sharp advance. Stocks of cheese in storage are lower than a year ago.

Produce.

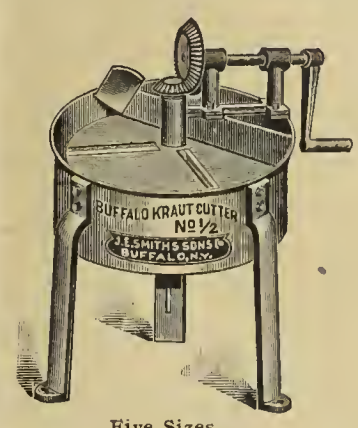
Cabbage, 10 cents per basket, demand poor; savoy, 50 cents per

We Are Willing to Take You Into Partnership

If you will buy your coffee from us we will divide our profits with you. As we know you won't *keep on* buying from us unless we sell you the same coffee at the same price you have been paying, *or less*, you can be certain on both points. Every pound of coffee you get from us gives you Universal Coupons, which we buy from our profits.

WEBER & LOESCH 2149-51 North Fifth Street Philadelphia, Pa.

A New Way to Make Money



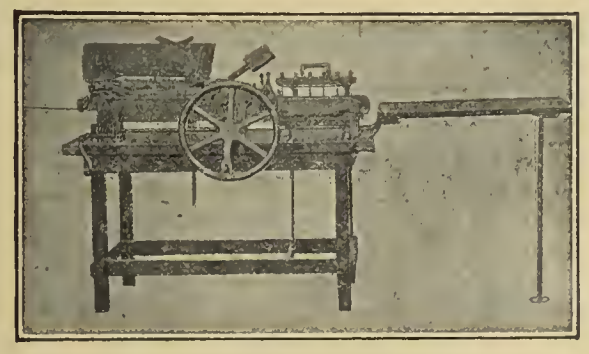
Five Sizes.

If you will buy one of our Kraut Cutters and put down *your own* kraut instead of buying it from *someone else*, you will make more than enough money the *first season* to pay for your machine and every season thereafter the profit will be *yours*.

Thousands in use; every one satisfactory. We also make the best Vegetable and Meat Choppers on the market. Get one for your wife if you want ideal soup. Write for prices.

John E. Smith's Sons Co.
51 Broadway - BUFFALO, N. Y.

The Only Complete Butter Cutting and Printing Machine in the World



MADE IN THREE SIZES

The only machine that Prints, Gauges Weights absolutely fine and takes care of all parts.

No hand-press or other device needed.

Send for Catalogues

AMERICAN BUTTER CUTTING MACHINE CO.
21 JAY STREET, NEW YORK CITY, N. Y.

Hams That Always Sell

There is another sort of ham much less preferred to the absolutely unidentified and unbranded ham, and that is the ham of the packer who gets good raw material to-day and poor to-morrow.

Both of these kill the grocers' trade, because they are so irregular. They please his customers to-day and provoke them to-morrow. No trade can last long under hot and cold applications.

Swift's PREMIUM Hams are always regular. We have the pick of the hogs of the whole country and hence we can keep the quality even the whole year through. Swift's PREMIUM Hams hold and increase trade.

SWIFT & COMPANY, U. S. A.

barrel, demand good; potatoes, 38 to 40 cents per basket, demand fair; cucumbers, 30 to 35 cents per basket, demand fair; squash, 10 cents per basket, demand poor; peas, 75 cents to $1.00 per basket, demand good; string beans, green and wax, 30 to 40 cents per basket, demand fair; beets, 1½ to 2 cents per bunch, demand fair; turnips, 30 to 35 cents per basket, demand fair; peppers, 30 to 35 cents per basket, demand fair; egg plants, 60 to 65 cents per basket, demand good; lima beans, $1.00 to $1.50 per basket, demand good; carrots, 60 to 70 cents per basket, demand good; yellow onions, 80 to 90 cents per basket; red, 70 to 80 cents; white, $4.50 per barrel; pickling onions, 75 cents per basket, demand good; corn, 40 to 70 cents per basket, demand good; tomatoes, 25 to 75 cents per basket, demand good; salad, York State, 60 cents per dozen; Pennsylvania, $1.25 per barrel, demand fair.

Green Fruit.

Bananas, firsts, $1.40 to $1.75 per bunch; 8-hands, $1.00 to $1.25 per bunch; 7-hands, 60 to 90 cents; 6-hands, 35 to 60 cents, demand good for good fruit, most of the receipts poor; lemons, $2.50 to $4.50 per box, demand fair; limes, 80 cents to $1.00 per 100, demand fair to good; pineapples, $4.00 to $6.00 per box, demand fair to good; California oranges, $4.50 to $5.00 per box, demand slow.

Nuts.

Peanuts, green, choice, 5½ cents per pound; fancy, 7 cents; jumbo, large, 8 cents; roasted, choice, $1.25 per bushel; fancy, $1.50; jumbo, large, $1.65, demand fair; Brazil nuts, 8½ cents per pound; filberts, 10½ cents; pecans, 16 cents; walnuts, marbots, 12½ cents; mixed nuts, 11½ cents, demand poor.

MARKET NOTES.

Some peas are in market from New York State. They command $1.50 per bushel, and the quality is good. They seem to be selling as fast as received.

—

Peaches grow scarcer and scarcer. Jersey peaches range from $2 to $2.50 per basket, and Delawares $1.50 to $2.50. A few Georgias in cold storage range from $3.50 to $4. While prices may drop somewhat from the above level, there is a strong chance that they may not drop much.

—

Near-by blackberries and huckleberries are both coming along yet, but the season is winding up. Both range from 10 to 12 cents per quart and are selling well.

—

Near-by tomatoes are still coming heavily, and canners are buying at 25 to 28 cents per basket. The finest second earlies bring 75 cents. The quality of the first early fruit is poor. There is still no change in the prospect of a large crop.

—

Watermelons are coming from North Carolina and Georgia, and range from 15 to 30 cents. The quality is good.

—

Lima beans are coming both from near-by points and North Carolina, and average $1.25. The quality is only fair.

Most Local Associations Now Ready for Pennsylvania State Convention.

More Organizations Elect Delegates. Peddling and Itinerant Merchant Question to Come Up.

Special correspondence of "Grocery World."

Erie, Pa., Aug. 16, 1907.

H. C. Haak, of Scranton, will be a guest at York.

W. H. Freed, of Allentown, will attend the York convention and help Allentown work for the convention of 1908. Washington will be represented at York by E. Richey and B. F. Paul. Secretary H. G. Lincoln and H. McNelly will also be on hand, accompanied by a delegation of a dozen or more of the merchants of Washington.

Tamaqua will be represented at York by W. F. Loew, secretary.

The Retail Merchants' Association of Berks County will be well represented at York by A. S. Deeter, president; Joseph F. Morris, secretary; E. J. Morris, financial secretary; Meyer Merzbacher, vice-president; Adolph Kaufman, treasurer; W. F. Black, Aaron Merzbacher, W. C. K. Fisher, W. J. Clump, G. Frank Bard, H. A. Roland. Several others will attend for one day only.

The Union City Business Men's Exchange has instructed its delegates to the York convention to ask for relief and advice upon the subject of peddlers and non-resident merchants who operate largely to the detriment of local merchants and frequently by misrepresentation to the detriment of customers.

The Kane Retail Grocers' Association will be represented at York by T. B. Evans and A. C. Klemenger.

The Retail Merchants' Association of Lehighton will be represented at York by Wm. P. J. Werly and H. P. Hontz, secretary.

A. M. Howes,
State Secretary.

To Fight Middlemen.

The American Society of Equity, which is designed to do away with all middlemen, is reported as making progress in various parts of the country, according to the "Union Labor Advocate." Farmers and labor union men of Scranton, Pa., recently got together and formed an Equity Producers' and Consumers' Exchange. It is said that the new exchange is meeting with encouraging success. The amount of stock first issued was for $25,000 which has been more than subscribed for. Thus encouraged at the outset, the exchange intends to issue another block of stock for a similar amount. Half of the stock already issued was set aside for the laboring people of Scranton and half for the farmers. In each case there was a demand for more than the allotment. The promoters say that orders for the supply of several thousands quarts of milk to be delivered daily have been already received. The exchange will conduct its business on a cash basis. The object of the society or organization is to sell directly to the consumer such articles as garden and farm produce, eggs, milk, butter and so on.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. Breckenridge.

Gruyere Cheese.

A popular kind of continental cheese often made from skimmed or partially skimmed cows' milk in the Jura regions of both Switzerland and France, and also in several parts of the Vosges Mountains.

The original, and perhaps the best, is the Swiss, and took its name from Gruyère, a bailiwick in the Canton of Fribourg, Switzerland, where it is made from a mixture of goats' and ewes' milk. Ordinary composition: Water, 34.68; casein and albumen, 31.41; fat, 28.93; milk sugar, 1.13; and ash, 3.85.

The curd is pressed in large and comparatively shallow cylindrical molds, and while in the mold is heavily salted during a month or more, also strongly flavored with a dried and powdered herb, Melatitus officinalis.

Gruyère cheese is an intermediate between the hard and soft cheeses, but is quite firm and dry and of a pale yellowish color. It is notably traversed by numerous cavities, air bubbles, or cells and passages, and is one of the kinds most often used in cooking macaroni and certain other continental dishes.

The French Gruyère contains more numerous but smaller holes in it, and its production in the three departments (Jura, Doubs and Aix) on the confines of Switzerland increases yearly, and supplies over three-quarters of the cheese made in France; but in Switzerland it remains stationary although the industry there dates back to 1636 at least.

THE SCIENCE OF ADVERTISING

his Department is devoted to the criticism dvertising matter sent in, to the devising ew advertising ideas for special occasions, n request, and to the suggesting of original ertisements when data is supplied. All munications sent in for this Department ld be addressed to the Editor of Science Advertising. They will be filed in their r and taken up according to strict rotation.

There comes to this department m Trenton, N. J., a decidedly usual grocery advertisement. ie advertiser is L. Lehman & ., of Trenton, N. J., about ose advertising something was d, if I remember rightly, sev- l weeks ago. Here is the ad- rtisement, reproduced in re- ced form. In the original it asured 10 inches double col- n:—

THE KNACK OF BUYING

We're not all buyers.

A woman doesn't buy goods when she simply gives an order to the fellow that calls in the morning.

The new Lehman price on Table Butter, 26c. lb.

That doesn't call for any thought or any figuring. Anybody can do it. There's no interest attached to it. There's no fun in it and there's no money in it.

Finest Cheese, 16c.
XXXX Flour, 65c.

The fact is, if you have the ready money and the knack of buying you can easily save the family 50 dollars a year at Lehman's. There isn't any question about this at all.

Our own Condensed Milk, 9c. Knox Gelatine, 10c.

If you don't do it, it's because you don't try. By getting things charged and by not looking after prices and comparing one thing with another you're out just this amount of money.

Cream of Wheat, 12c. Egg-O-See, 7c.

Both of you talk it over.

If what we write is right, then it's worth trying. If what we write is wrong and you find it so, then the experience would be worth something and in future you would treat our advertising with indifference.

Cox Gelatine, 9c. Pot Roast, 8c.

So "the knack of buying" is to own your goods right. It's to buy for cash above all things, and allow us to be your Grocer. That's the plain English of it. That's the way to put it to get results for both parties.

Picnic Hams, 9¾c. Salt Pork, 12½c.

Mr. Sweeney at the upper store, Mr. Barlow at the lower store,, or Mr. Fox at Chambersburg will be pleased to go into further details with you any day.

Tenderloin Roast, 12c. Fresh Scrapple, 5c.

We would like to call your attention to a new Formosa Oolong Tea that we have just received.

The District of Formosa in China is where the flowery Garden Tea comes from, and this of ours is a real **Formosa.**

The "trading stamp" price on this Tea is 60c. or 70c., but as we sell only goods and base our prices upon a fair profit and being large spot cash Tea Dealers, we have put this

FLOWERY FORMOSA OOLONG ON SALE AT 35c POUND

Glad to sell you a ¼ lb. for proof's sake.

Fresh Pollock 10	**LEHMAN'S**	Wheat Bread .....2c.
Fresh Hake 10	**Department Food**	Entire Wheat Bread.5c.
Fresh Flounders.....10	**STORES**	Graham Bread.....5c.
Fresh Weak Fish....10		Rye Bread.....8c.
All "Quality Fish."		Rye Bread.....5c.

This is a very cleverly written advertisement, but there seems to be one thing lacking in it, or one inconsistency, I can't tell which. If Lehman & Co. send out for orders and charge goods, then it is not good business to talk up their cash business as against their credit methods. If, on the contrary, they do not sell on credit, but do a cash business solely, they ought to say so, for nobody who doesn't already know can tell from this advertisement. They may be able to infer from certain expressions used, but they should not be left to infer. Without this, the Lehman argument is incomplete. In substance it ought to be this: "The woman who simply gives orders is not really buying at all, especially if she has her goods charged. The way to really buy, and buy right, is to come to this store, see what you're buying and pay cash for it. We do not charge goods and it's a good thing for you that we don't, for it brings

SHOW THESE ONCE!

Anker's Bouillon Capsules

If you've never sold these Bouillon Capsules, you have no idea of the trade waiting for them. Make delicious and nutritious bouillon, beef tea or soup. Packed 10 in a box; ready for instant use with hot water.

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

LOOK FOR THE
GLOBE
On Hams, Bacon, Lard and Sausage; if you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

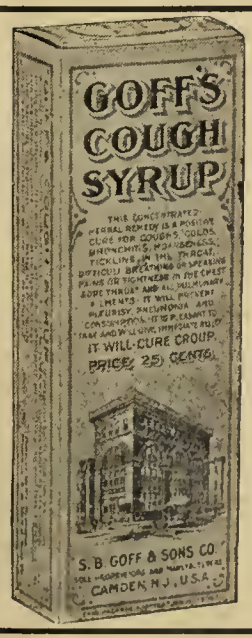
JACOB C SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.

Tourist Almoco Golden Drip

These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.

Levering Coffee Co.
Baltimore, Md.

Established 1842



EXCLUSIVE AGENCY
to the right grocer in towns where
Goff's Cough Syrup
is not sold.
Write for special proposition.

S. B. Goff & Sons Co.
CAMDEN
NEW JERSEY
ESTABLISHED 1872

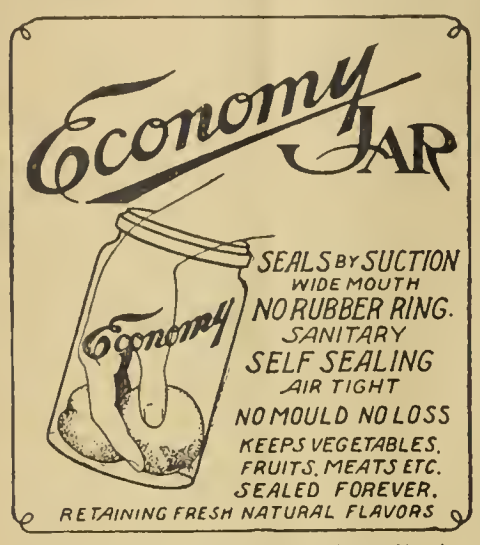
1845
Doesn't This Date Tell You Something?

This is the date **Knight's Cooking Extracts** first decorated grocers' shelves. Time, skill and experience combined have added to the perfection of these goods each year. If an old lady or a child is sent for a cooking extract without being told to get a certain brand, they'll ask for **Knight's** by instinct. This name naturally identifies itself with flavoring extracts in their minds. It's a household word and stands for the highest standard of excellence.

KNIGHT'S
Cooking Extract Co
No. 211 ARCH STREET
PHILADELPHIA, PA.

How Much Is Actually Saved

When the housewife putting down her season's fruit in the cheaper old-style jars is later compelled to throw away a good percentage of it SPOILED. Preserving troubles END when the housewife buys her first



ECONOMY JARS

A clean, honest household necessity retailing at a very reasonable figure WHEN THEIR MANY POINTS OF SUPERIORITY ARE CONSIDERED.

Our plan of CO-OPERATION WITH THE DEALER in their sale insures that you will have call for them.

The Common Sense Advantages of the Jar Itself:

Sanitary Self Sealing
Wide Mouthed—for Cleansing
No Separate Rubber Rings Required
Caps Impervious to Fruit Acids as the Glass Itself

Insures its continued use when once tried.

ECONOMY JARS FOR SALE BY THE FOLLOWING JOBBERS:

In Philadelphia
ALEXANDER KERR, BRO. & CO.
516 North Delaware Ave.
In Boston—All Jobbing Houses
NELSON GORMAN, Agent
Consuming public in New York City can be supplied by John Wanamaker

STOCK THEM so you will not lose a sale when call is made for them.
DISPLAY THEM prominently and continuously during the canning season so that their apparent advantages can be noted by the housewife.
Then SEND US YOUR NAME so that we can help you sell them.

KERR GLASS MANUFACTURING CO.
PORTLAND, ORE., AND PHILADELPHIA, PA.
SEND US YOUR ORDERS

EXTON "THE BEST KNOWN AND KNOWN AS THE BEST" EXTON

TRADE "EXTON" MARK

"THE BEST KNOWN AND KNOWN AS THE BEST"

60 Years

We started to make this little round cracker in 1847—and we are **still** making it.

Every grocer in the country knows the "Exton" oyster cracker—so does nearly every customer of every grocer. They know also that there isn't an oyster cracker made that will take its place.

That's why we're still making it in 1906.

"THE BEST KNOWN AND KNOWN AS THE BEST"

A. EXTON & CO., Trenton, N. J.

EXTON "THE BEST KNOWN AND KNOWN AS THE BEST" EXTON

you to the store instead of buying on promises, and gives you for less money goods you know all about."

* * *

This statement gives what I understand to be the whole story. Any one reading the advertisement I reproduce might easily be led to suppose that the Lehman stores had two departments— a cash and a credit department.

* * *

Aside from this the advertisement is very cleverly put together, and if the entire campaign is as good I have no doubt it will bring very satisfactory results.

Government Will Find Out How Little Sulphur Can Be Used in Dried Fruit.

R. A. Gould, chief chemist of the Department of Agriculture on the Pacific coast, is conducting an examination into the use of sulphur in drying fruit. It is the purpose of the department to watch the fruit through the packing houses and into the market. Mr. Gould will have three crews in the field, one at Yuba City, another at Fresno, and the third at Suisun. Two trained chemists will be in charge of the experiments in each of these locations, and will make tests in the field to determine the smallest amount of sulphur which will preserve the dried fruit until it reaches the consumer. These crews are from the laboratory in San Francisco and are operating on a commercial scale on from half a ton to ten tons of fruit. The fruit thus treated will go into the market alongside that of the growers treated in the same apparatus. It will be purchased by the department and analyzed in one of the Eastern laboratories.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

V.

THE VEGETABLES.

We're going to make Saturday a record breaker on the vegetable stand. Everything points that way.

You'll get a list Friday and every one of you must take hold and sell from that list. The vegetable men on the outside stand believe the record day is Saturday. So do we. Tomatoes will be cheap. Potatoes will be cheap. Corn will be down. Get the prices "off by heart." The show will be a picture and the picture will be completed at 6 in the morning.

CHILDREN CUSTOMERS.

Give them your best attention and they'll come again.

"That's an awful nice man that waits on me, Mamma."

Mamma likes that. If you cannot possibly make out their little mutterings write a few words to that effect and put the note in an envelope.

The cashier will drop the change in a pay envelope.

That's one of the "little things" that counts.

Treat them with deference. Their money is small, but the little tongue can be made a good advertising medium.

AVOID DISPUTES.

If a can of salmon is returned cut open and it looks good to you and "rotten" to her keep your opinion to yourself. Pass it over to the floorwalker.

Above all things avoid arguing. Her mind is made up and that settles it. Trying to have your own way under such circumstances makes matters a hundred times worse.

Ten to one she's honest about it and ten to one she'll be thanked for bringing it back.

That's one way of holding "good trade."

NEW YORK

New York is the greatest food distributing point in the world. It is the most unique, comprehensive and interesting world's fair ever held. Here is represented all arts and industries, classified, yet diversified, challenging attention. For a display of jewel rarities in the art world visit the marble palace of Tiffany & Co., on Fifth avenue. If interested in fine retail grocery stores you will find them here, as well as other wonderful business establishments. The great hotels, Waldorf, Astor, St. Regis, Belmont, Imperial and others equally as attractive, are all well worth a visit. For up-to-date furniture visit the store of Flint & Co., and if in search of an antique clock or bedstead, or a rare old desk is wanted for your library, you will find these in the old shops scattered along Fourth avenue. Vantine's on Broadway is also an interesting establishment, and what is true of the above statement is but expressive of what may be found in any other line.

THE WORLD

"New York is to the United States what London is to the British Empire."

The Hon. James Bryce, Ambassador from England, said only a short time ago, "No one can visit New York without being struck by the progress which has been made. There is not in the whole world any gate through which so much commerce passes in and out. There is no port through which so many articles enter from every part of the world."

SEVEN BILLION DOLLARS

New York is the power house of America. Its assessed valuation is nearly seven billion dollars; to be exact, $6,305,794,185. It has more than 300 miles of water frontage. Contains more Irish than Dublin and more Italians than Rome, and more Germans than any two cities in Germany combined outside of Berlin. To enter into the details that make up New York's commercial greatness is not here practicable. Suffice it to say that in the variety of foreign products and the extent of domestic manufactures, New York leads all other American cities.

Write for copy of our spice booklet.

300 MILES OF WATER FRONT

The most enjoyable time to visit the metropolis is during the month of September. The climate is then invigorating and business life at its height. An evening at Manhattan Beach from now on is delightful. The music, as well as the pyrotechnic display and sights, most entertaining. A trip encircling the island of Manhattan brings to view 300 or more miles of water front and makes this ideal sail of three hours most interesting. Our display of Premier food products is also a sight worth seeing, as well as our King street manufacturing plant, which interests people.

FRANCIS H. LEGGETT & COMPANY

"It pays to buy in New York" is an old saying, but true, because no food display at a special food exhibit ever approached in variety, extent or novelty that which is constantly made in scores of wholesale and retail stores throughout Greater New York (population over 4,000,000). The reasons for New York's great predominance are numerous. It is the focal point of commerce, manufacturing and distributing. Here steamship lines converge to a greater degree than in any other port on the face of the globe. Here come steamships from Liverpool, Hamburg, the ports of the North Sea, the Baltic, the Mediterranean, from Calcutta, Bombay, Australia, South America and the great ports of the Pacific, and here likewise come the products of the vast factories in all parts of the country and from millions of square miles of American farms to seek shipment to the ports whence come the varied foreign products that the American people buy and use. It is concentration of this kind that makes a commercial centre. More than 75 per cent. of all the United States imports from foreign countries passes through the port of New York, and practically all the articles thus brought here are sold as merchandise by the business houses of the metropolis. This is one reason why you can buy teas, coffees, spices, olives, sardines, and a thousand other articles, not only groceries, but everything else, to better advantage here than in any other market. We have **seven specials in Olives at special prices. Send for special list.**

☞A Few Imported Specialties to offer, viz.:—

	Per lb.
Prime Nutmegs, 125s, 60-pound cases	.15
Prime Nutmegs, 110s, 60-pound cases	.17½
Prime Nutmegs, 75/80s, 60-pound cases	.25
500 bags Zanzibar Chillies, 70-pounds each	.7½
1,000 cases China Cassia, 60 pounds each	.10½
100 cases thin quill Saigon Cassia, 50-pound case	.65 to .67
Sifted Black Pepper, 120 pounds to sack	.11½
Lot 310 Pepper, 120 pounds each to sack	.10
A. B. C. Ginger, 100 pounds to sack	.10
Black Pepper, ground, barrels of 225 pounds	.12½
Stuart's Brand Herring	
In tomato sauce, packed in Aberdeen. Finest quality, very tasty and tender. Six dozen in case, per case	$1.65
French Sardines	
A limited quantity in this lot. Dingley, ¼s, in olive oil, per case	12.50
Scaramelli Macaroni	
Mezzani, Spaghetti, Aigoletti, Bomblottis Rayes, all styles. The best imported, per pound	.09
Rae's Sublime Lucca Olive Oil	
In basket-covered bottles, full 8 ounces, 30 bottles in case, per case	6.50

Imported Castile soap, 12 cakes in carton, 12 cartons in case. Small size, $5.00 per gross. Large size, $9.00 per gross. In lots of one gross and over, less 5 per cent.

Spice booklet. Write for copy.

For 10,000 quotations on food products write for copy of "Premier Enquirer." Most unique up-to-date grocery paper published.

N. B.—It affords us much pleasure to announce that if any of our readers contemplate passing through our city on their way to the seaside or mountains we hope they will call at our salesroom, West Broadway, Franklin and Varick streets. Stop off at Franklin street station of Sixth avenue elevated railroad, which lands you right at our door. We are always glad to see those whose confidence we enjoy and with whom we do business, as well as those who are engaged in any of our branches of trade. Just walk in and ask for an officer of the company. A cordial welcome awaits you.

☞IT WILL PAY—It will pay you to come to New York. When you do come call and see

FRANCIS H. LEGGETT & COMPANY

Importing and Manufacturing Grocers

West Broadway, Franklin and Varick Streets

FRANCIS H. LEGGETT, President
JOHN C. JUHRING, Vice-President
THEODORE F. WHITMARSH, Vice-President and Treasurer
ROBERT E. NUESE, Secretary.

Manufactory: 132 to 138 King Street
Telephone: 2230 Franklin
Private Branch Exchange to All Departments
Cable Address: Leggett, New York
Bordeaux Office: 18 Rue Victoire Americaine
Cartage Department: 2-3 Congress Street

Spoiling Good Home Merchants.

A rather funny coincidence happened the other day.

You know it's always been an idea of mine that a great lot of small merchants, instead of taking their sons and daughters into their own business, think they're fit for something better, and mistakenly send them to business college to be turned out second-grade stenographers or bookkeepers.

I was in a wholesale house, talking with the manager of sales, a friend of mine.

He was looking over some letters that had just been run off on the typewriter and handed to him to sign.

"Drat that girl!" he said in great irritation as he picked up a pen and made a lot of corrections in a letter—a little short letter, too. "By George, these stenographers pay no more attention to the sense of a letter than they do to the weather on the moon! Just so a word looks like something they'll write it in that way, no matter whether it makes sense or not. Miss ———."

The girl came—she had vicious red hair—and took the letter away and corrected it. I remembered her name because it was unusual.

"Why do you keep a girl that you have to roast this way?" I asked.

"Keep her!" he said, "*keep her!* What good would it do to fire her when we couldn't get any better! We got her right out of a business college and thought she'd surely know a little!"

A week after that I visited the retail store of a grocer I know up in Alleghany, Pa. He went on to me about how hard it was to get good help.

"What's the matter with your children?" I asked. I knew he had several.

"Well, the only one old enough to help any is ———," he said. "She could have been cashier, and I would have been willing to pay her good wages, but no, she must go to Philadelphia to a business college. I thought she might have stayed here, but her mother thought I was standing in her light, so I let her go. She got through and got a good job right away. She's stenographer in ——— & ——— (the very jobbing house where I had seen the red-headed girl who the sales manager said was no good.)

"By gad!" I said, "I believe I've seen her there. Has she got auburn hair?" (Ain't I the slick diplomat?)

"That's her, all right," said the grocer.

In this case the father had a right to insist that his girl stay home and take an interest in his business. The chance is she'd have made a good cashier, because she would have naturally had an interest in her own father's business. She had no interest in her city job and partly for that reason was no good in it.

The chance is that a good cashier was plumb spoiled to make a rotten stenographer.

Just for the false glamour of working in the city!

I have a friend who runs a Philadelphia business college—quite a student of human nature, and as his place is pretty successful he has lots of chances to see it. He told me something only a few months ago that made me all the more firm in the opinion that a grocer ought to use his children himself if he can, rather than ambitiously send them off to business college to make half-cut office people.

Don't forget that if a boy or a girl has any business capacity at all it'll come out a lot quicker if you put 'em in a business in which they have a real interest, like their father's.

But about the business college man. He got to talking with me one day about the business college business.

"I'm really taking money for nothing," he said. "A lot of these students will never make anything out of this course. They're not cut out for it—it isn't their line. For instance, I booked a new student to-day. He's a great big thick-fingered German boy—father keeps a delicatessen store in ———. He wanted to study stenography and that's what he's started in to do. He'll never make a decent shorthand writer if he works a hundred years. Neither his hands nor his brain are quick enough. He'd much better have stayed home and gone into his father's store, for that sort of thing is what he's best fitted for. I've got a lot more of the same kind. They come down here from the country towns, children of the business men up there, all of 'em dazzled by the idea of a job in the city. They manage to push through the course and graduate—though some of 'em don't even do that—but when they go out to take a real job they fall down fearfully. I can't help it—I've done all I can."

I think there's *such* a lot in that.

Very often it's the mistaken ambition of the father or mother. Their business is good enough for them, but not good enough for their boy or girl. Not on your life—they must go to business college and get a fine job in the city where they can rise in the world!

Well, the city's the place to rise all right, if you have anything to climb with. But very often the climbers haven't—they could have climbed much more easily into importance in their father's stores.

THE STROLLER.

Cantaloupes are coming from New Jersey, Delaware, Maryland and North Carolina. The Delaware, Maryland and North Carolina stock ranges from $2 to $2.50, and shows fair quality. The Jersey fruit, despite very indifferent quality, commands $1 to $2 per basket.

Johnson's Eversharp

THE ONLY PERFECT SLICING MACHINE

It slices soft, moist, fresh cured smoked beef in full size thin sandwich slices. The slices as broad as your bread, thin as paper, smooth and glossy, moist and delicious.

Made by a Retail Grocer for His Own Store

Its use increased his dried beef sales by leaps and bounds, from six to eight to three hundred and forty pounds weekly, while the price advanced from 28 to 30 to 32 to his present pleasing profit-proving price, 36 cents per pound.

Johnson's Eversharp Did This for Him

'Twill do the same for you. Send for a sample of sandwich sliced beef. Sliced as no other machine possibly can slice it.

Establish a Monopoly of the Entire Dried Beef Business

Of your neighborhood by securing exclusive use of this patented machine. Act quickly before your wide-awake competitor pre-empts this little gold mine.

A. W. JOHNSON, New Brunswick, N. J.

Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
Legal Editor GROCERY WORLD,
927 Arch Street.

Question: * * *, Pa.—I inclose a license issued by this borough, on the back of which is printed the ordinance authorizing the same. This ordinance was passed at the request of some produce dealers to exclude outside hucksters, but, as you will observe, the borough Council passed a sweeping ordinance including all grocers who solicit orders through the town. As the wording of this ordinance is similar to the Altoona ordinance referred to in the last issue of the "Grocery World," I would like to inquire whether this ordinance is not also illegal?

Answer.—The ordinance referred to is as follows:—

Be it ordained by the Burgess and Town Council of the Borough of Phœnixville:

I. That it shall be unlawful for any person to sell or offer for sale at retail upon the streets of the borough, or from house to house, for the sale of any goods, wares or merchandise of any kind, or of any meat, fish, groceries, provisions or foods of any kind, except milk, without first obtaining a license or permit for such purpose from the Burgess.

II. The Burgess is hereby authorized to issue a license or permit for the purposes aforesaid to any applicant of good character, upon the payment of fifteen dollars ($15.00), which said license or permit shall remain in force for the term of one year, or one dollar per day for each person so engaged if paid daily.

III. The said license or permit shall contain the name, address and occupation of the licensee and shall not be transferable.

IV. This ordinance shall not apply to a person selling the produce of his own farm.

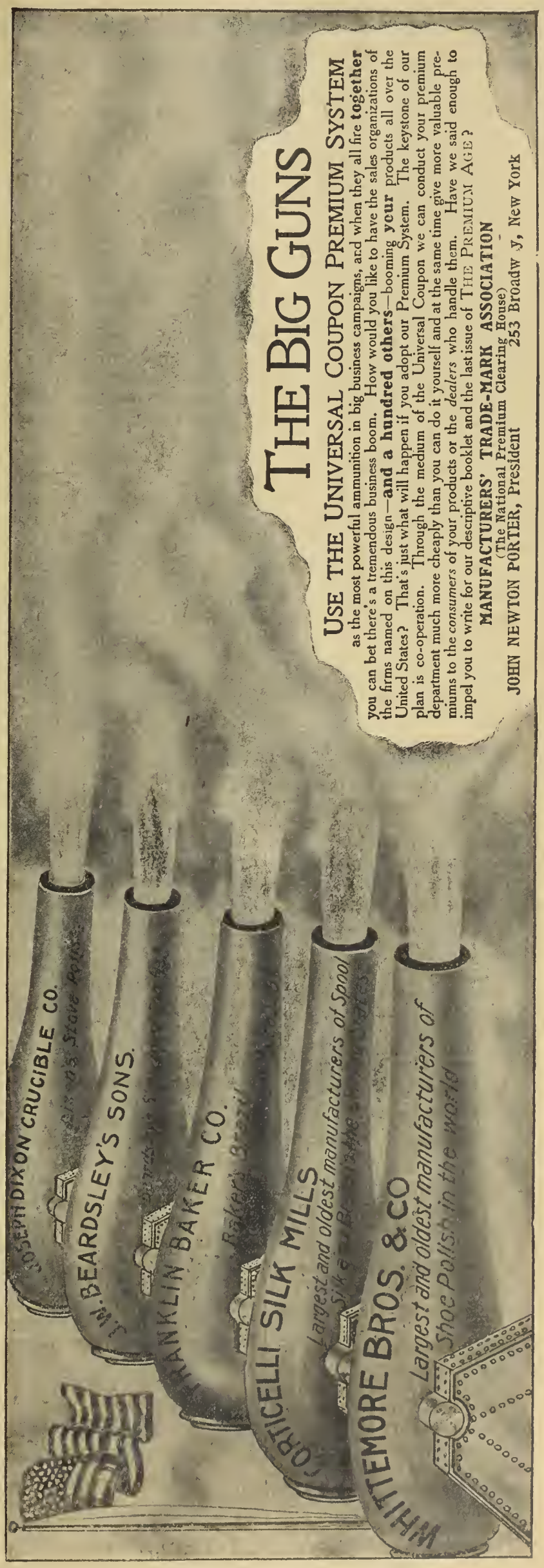
V. Any person or persons violating the provisions of this ordinance shall, upon conviction before the Burgess, forfeit and pay a fine of not less than ten dollars ($10.00) nor more than thirty dollars ($30.00) and the costs of suit, for each offense; and in default of payment of such fine and costs shall be imprisoned in the borough lockup for a period not exceeding forty-eight hours.

VI. All ordinances or parts of ordinances inconsistent herewith are hereby repealed.

The only way the Altoona peddling ordinance was declared unconstitutional was when it attempted to interfere with interstate commerce. Where peddling is sought to be done by some person within the State of Pennsylvania, who does not bring goods from outside the State, the Altoona ordinance and the ordinance this correspondent sends are both constitutional. But both are unconstitutional if sought to be enforced against peddlers of goods which come into the State in original packages. That, as explained, is because goods of that character are a part of interstate commerce, and no local ordinance has any power to interfere with that.

What the Sulphur Ruling Means to California Fruit Men.

A. L. Hobbs, of Fresno, who has been conducting a series of experiments on the subject of sulphuring green fruits of California, has at last arrived at something like a definite result. F. E. Twining, the chemist, employed to make the analysis, has found that not more than a pound and a quarter of sulphur to a ton of green fruit can be used if the amount of sulphurous acid resulting is to be within the prescribed limit. The amount of sulphuring used in previous years has been about five to ten pounds to the ton. Dr. Sherman, of the Minnewawa, made a test with peaches in the bleaching, of which one-half a pound of sulphur had been used to 400 pounds of fruit. The percentage of sulphurous acid was 86-1,000. Another experiment made with fruit furnished by F. Peterson showed 60-1,000 per cent. of sulphurous acid in peaches which had had three pounds of sulphur to 2,600 pounds of fruit, and had been under the sulphuring process for three hours. Nectarines from the same grower, treated in precisely the same manner, showed 41-1,000 percentage. Extensive experiments with samples of the fruit being sulphured for the market by various growers in the county, after the usual method, have revealed the fact that the average amount of sulphurous acid contained in peaches, selected promiscuously, is about 114-1,000 per cent., and in some cases averaging as low as 110-1,000 per cent. These results look very discouraging in the opinion of those conducting the tests, and Mr. Hobbs even says it will prove a practical impossibility to sulphur the peach crop within the 35-1,000 limit.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Ervin's Coffee Book.

Oneonta, N. Y., Aug. 12, 1907.
Editor "Grocery World."

Dear Sir:—What about Ervin's book on blending coffees? What is the price, etc.? Or, if you prefer, send us the book and we will examine it and if satisfactory we will remit for same.

Yours truly,
THE ONEONTA GROCERY CO.

"Ervin's Coffee Book" is only a pamphlet, but a very good one. The author makes no charge for it, however. Address C. W. Ervin, care Comly, Flanigen & Co., River Front stores, Philadelphia.

* * *

To Care for Cream Cheese.

Baltimore, Md., Aug. 14, 1907.
Editor "Grocery World."

Dear Sir:—In your columns I cannot find any information regarding the care of certain perishable foods. If you can learn how to take care of cream cheese I will thank you very much for the information. I do not sell much, yet have call for some and many times it molds so fast that I lose more than my profit on a cheese.

Yours truly,
M. E. CASE.

Melt paraffine and apply a very thin coating, which excludes the air, and keep in a temperature of about 32 degrees.

* * *

Nordlinger on Coffee.

New York, August 16, 1907.
Editor "Grocery World."

Dear Sir:—Our last report was dated on the 15th ultimo. Since then the price for No. 7 coffee advanced in Santos 550 reis per 10 kilos (equal to about 20 per cent.) At this advance the planter obtains a paying price for his product.

We have of late repeatedly referred to the effect the low milreis price may have on the movement of the crop. As a matter of fact, the receipts were small while the price was low, and due to the enhanced values ruling of late we expect the movement to ports soon to assume normal proportions compared to the size of the crop. The receipts may reach this month double the quantity that was received last month.

With the increase in the receipts, we naturally look for freer offerings from Brazil, and in consequence some lowering of values.

With reference to the current crop, estimates do not differ quite as much as a month or two ago. Those previously estimating it at 10,000,000 bags have raised their ideas to 11,000,000 bags, and one of our correspondents who was speaking of 16,000,000, has reduced his estimate to 15,000,000. If we strike the medium of 13,000,000 bags, including the quantity carried over, we may not go far wrong. But the size of the current crop will soon have lost its effect on market values, and the prospects for the coming crop will take its place as the dominating feature.

The prospects for the next crop will be based primarily on the climatic conditions during the next four weeks, on the extent and character of the September flowering, and on the weather conditions during and after the flowering period. A conservative course would seem advisable during that time, and until the critical period has been passed, always bearing in mind that spot supplies are under strong control, and it stands to reason that anything of a strongly detrimental nature to the future prospects would be availed of by the holders of the actual stuff to force prices materially higher.

Mild coffees are coming in sparingly both in Europe and the United States. Nevertheless, we believe the receipts during the next four months will compare favorably with those of last year when they were exceptionally small, despite the fact that the Java crop is virtually a failure. Reports received by us from several Central American States are to the effect that the prospects for their next crop are poor. A falling off of at least one-third from last year's production is expected. Some speak of a reduction of one-half. This augurs well for an improvement in the price during the rest of the year. The stock here of desirable qualities is extremely light, consisting of a few parcels of Bogotas and Mexicans, which will be absorbed quickly, when the usual fall demand sets in.

Fresh supplies are on the way from Columbia, San Salvador and Venezuela, but only in moderate quantities.

Yours truly,
HENRY NORDLINGER & CO.

* * *

Employers, Attention!

Ronceverte, W. Va.,
Aug. 5, 1907.
Editor "Grocery World."

Dear Sir:—As you are in touch through your journal, the "Grocery World," with the trade in general, I would ask you to please advise me of any openings you may know of or learn of for a traveling man. Some specialties I would prefer rather than a general line. I have had a good deal of experience in the grocery line. Thanking you for your kind attention.

Yours truly, F.

* * *

Practical Advice Wanted.

Hamilton, Ont., Aug. 8, 1907.
Editor "Grocery World."

Dear Sir:—Do you know of some firm in New York that gives practical illustrations and descriptions of all the latest methods of introducing and selling goods? You join and pay so much and they send you a description, complete, of the newest ways to advertise and sell goods, and they give a practical demonstration in New York. A friend of mine that was with me in New York just a month ago was telling me. I would like to get their address.

Yours truly,
J. D. MILLS.

The "Grocery World" never heard of any such plan or service as this. Has any subscriber?

* * *

Two Reports of the Baltimore Canned Goods Market.

No. 1.

Baltimore, Md., Aug. 16, 1907.
Editor "Grocery World."

Dear Sir:—Continued favorable weather for the growing crop gives further encouragement to the canners of tomatoes. The receipts in this market for canning purposes have increased largely in the last few days, and the quality of the tomatoes, of course, improves as the near-by crop ripens up. The demand for the new pack for prompt shipment comes from nearly all sections, and the canners are getting their order books pretty well filled with orders for August shipment. They had sold futures quite extensively in the winter and spring months for shipment during September and October, and they now feel comfortable in their position, having a fair percentage of their average factory output still unsold to meet such conditions as may arise before the canning season ends. This market will be the chief source of supply during August, and for that reason we anticipate a very active business in tomatoes.

The entire line of canned vegetables was again strong and fairly active all week. The leaders were string beans, seconds peas, standard peas, corn, sweet potatoes and spinnach. There does not seem to be a weak spot in the entire list of vegetables.

Further disappointment has been unexpectedly experienced in the peach market. Instead of increased receipts of the fruit there was a falling off, and the canners had to pay higher prices for it. The reverse of that was expected. Any two of the large canners could easily handle all the peaches that have arrived in Baltimore on any day this season, so far. None of our packers will, just now, accept orders for straight carload lots of any one grade of peaches at fixed prices, and, on the other hand, very few jobbers seem willing to buy that quantity at the prevailing high cost. About as fast as any peaches of any grade are offered for sale, willing buyers stand ready to take them, and it is more a question of getting the goods than of getting a price on them. Small purchases repeated when necessary seems to be the best policy. Standard strawberries advanced 10c. dozen, and blackberries and blueberries are stronger. Spot pears are getting scarce. Apples are firmer, and so are pineapples. Cove oysters are nearly sold out.

Yours truly,
THOS. J. MEEHAN & CO.

—

No. 2.

Baltimore, Md., Aug. 16, 1907.
Editor "Grocery World."

Dear Sir:—Quite a few tomatoes are coming into Baltimore from Jersey, and some pretty good goods are being packed.

We are having a good demand for spot tomatoes. Orders are not large but they are coming in rather freely, and the market this week has been quite active.

The situation on tomato future is unchanged. The crop conditions are reported excellent though of course at this stage of the game it is useless to make any predictions about the size of the pack.

The situation here on peaches is in very unsatisfactory shape. There are no peaches coming in worth talking about, and as a consequence packers will not make any prices. A few small sales were made this week as high as $1.75 per dozen for second yellows, and $2.00 per dozen for standard yellows. These prices, however, are not being quoted, and we are not in a position to make any prices on peaches, either for spot or future delivery.

Peas—We are having an excellent demand, and seconds and standards are very nearly cleaned up. We have sold out a number of packers this week of all the second Junes they had at 80 cents per dozen, and the best brands are no longer obtainable at this price.

The situation on berries is in very strong shape. There has been some advance in the price of strawberries and gooseberries. Stocks of these goods are light especially strawberries.

Pie grated pineapple is pretty nearly cleaned up. Other grades

pineapple are in strong shape. o. 2 fancy sliced and grated is arce.

Yours truly,
THOS. G. CRANWELL & CO.

Pennsylvania News Items.

ems Gathered From Correspondents, Etc., as to What is Going on Around Us.

Agents of the National Interate Commerce Commission and epartment of Justice are in ittsburg, Pa., investigating the uit recently entered there against ie Pittsburg Produce Associaon by W. H. Arbour, a local ealer, who specified in his comaint that the association was illegal combination in restraint trade, and cited fifteen direct olations of the Sherman Act of ongress of July 2, 1890, entitled An act to protect trade and ommerce against unlawful cominations and monopolies." As ie produce merchants under fire andle products from many tates, and are alleged to regulate rices on such products, the comlainant has called the attention the Interstate Commerce Comission to the charges. While one of the Government agents ill discuss the case, an attorney ose to the prosecution alleges iat the Government has secured mple evidence upon which to roceed.

On the ground that they are ie victims of a conspiracy in retraint of trade, Freeland, Pa., utchers are making an appeal to ie Attorney-General of the tate. The two beef houses repesented, Swift, at Hazleton, and rmour, at Freeland, have formed combination, it is alleged, and om evidence submitted to the ttorney retained in the case proof f conspiracy is furnished. It is ie purpose to also direct attenion of the Federal authorities to he matter.

overnment Too Sharp for Food Manufacturers.

The United States Government s not going to give enterprising manufacturers any chance from ow on to say that their goods ave been found pure by the Department of Agriculture; not ven in fact to say that they have een passed by the Government. A peculiarly shrewd form letter as been framed in order to avoid this. When a sample has been taken from a dealer and found to be legal, the dealer receives the following communication:—

U. S. Dept. of Agriculture,
Office of the Secretary,
Washington, D. C.

Dear Sir:—You are hereby notified that a specimen labeled "——— brand of coffee, high grade, strictly pure, ——— & Co., N. Y., purchased from ———, of ———, as coffee on ———, 1907, by an authorized inspector of this Department, and designated by him coffee, has been inspected and analyzed, and that no further action regarding this sample will be taken in connection with the enforcement of the Food and Drugs Act of June 30, 1906.

Respectfully,
JAMES WILSON,
Secretary.

AMONG THE TRADE.

Guarding the public against bad meats, the inspectors of the Bureau of Health during the past week condemned 3,613 pounds of meat. The inspectors visited 655 stores, 52 abattoirs, 55 wholesale meat houses, 15 storage houses and 15 markets. In the places visited 25 stores and 8 abattoirs were declared to be in an unsanitary condition. In every case the proprietors when notified complied with the conditions imposed by the department.

Your Profit, and That's All.

Every grocer sells chocolate and cocoa—his customers must have it. No matter whose he sells, he makes his profit and no more. He has no good reason for recommending one brand instead of another, so he hands out what his customers ask for.

The Knickerbocker Chocolate Co., of New York, are giving grocers a real reason for trying to push the sale of Barker's Hasty Lunch Chocolate, Blue Ribbon and Bedford Cocoas. For making a point to give these particular goods to their trade when no special brand is asked for and for recommending them when some other brand *is* asked for.

They are the only chocolate manufacturers who are using their advertising appropriation to buy valuable merchandise to give to grocers to reward them for their efforts.

The quality of Barker's Hasty Lunch Chocolate, Bedford and Blue Ribbon Cocoas cannot be excelled; they are certain to please everybody who is induced to buy them, and, still more important, every case of these goods carries Universal Coupons for the grocer. These coupons are exchangeable for almost any article of merchandise a grocer may want. They are the same as cash.

When it is possible for a grocer to sell not only as fine chocolate and cocoa as there is on the market and not only make his profit and please his trade, but get a roll-top desk, a new set of harness, standard scales, or even a new delivery wagon or a piano, isn't he short-sighted if he doesn't do his best to push the sale of these particular goods?

Why be satisfied with the profit alone if you can get a premium besides?

Year after year for fourteen years we have been shipping the same people Forbes' Indexed Coupon Books. Get the habit. See adv.

Let's Do Straight Business

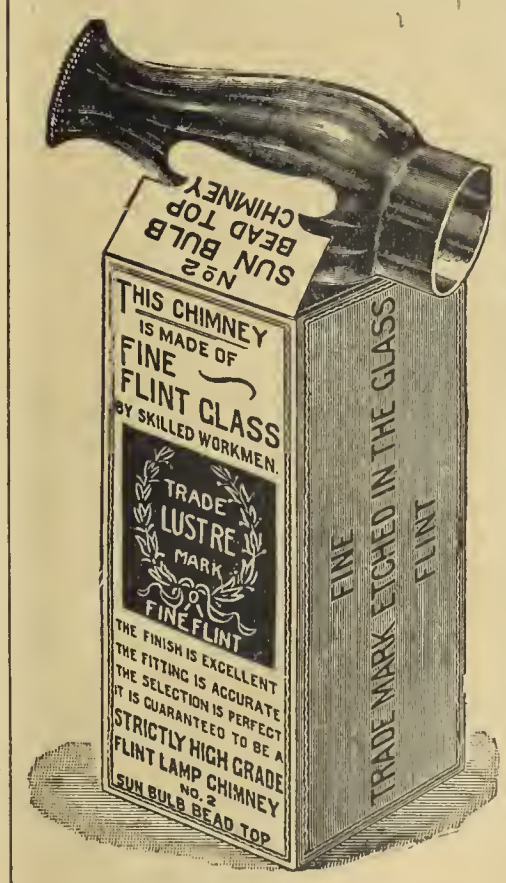
We contend that all canned goods packers should sell on a 100 per cent. delivery contract; that is deliver all they sell and not 50 per cent., 75 per cent. or 20 per cent.

That is the only sane and sensible way to do business. It is the only way that can give either the jobber or the retailer a square deal.

We lead off with **Blue Bell** and **Clover Farm** canned goods, which are sold to the jobber on straight 100 per cent. contracts. The jobber gets all he buys, you, his customer, get all you buy. Oh, the satisfaction we all have in doing business that way!

If you are in favor of reforming one of the loosest business methods extant and at the same time of protecting yourself from loss every time a pack is short, specify **Blue Bell** and **Clover Farm**—the finest Maryland canned goods of their grade packed.

Strasbaugh, Silver & Co.
ABERDEEN, MARYLAND



LUSTRE BRAND is a strictly pure flint glass selected lamp chimney, composed of the finest material money can buy, and will not break from heat.

For sale by all leading jobbers

R. E. TONGUE & BROS.
Allegheny Ave. and Amber St.
PHILADELPHIA

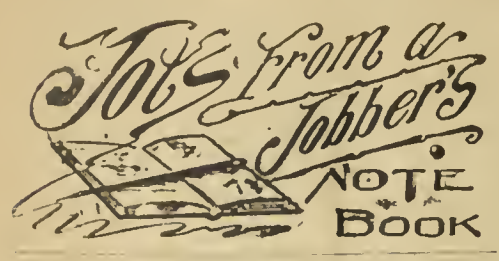
"I'll Take Ginger Ale"

It's odd how many people prefer ginger ale to all other drinks, and who never drink anything else from one year to the next.

This has made an enormous trade for ginger ale in comparison with other soft drinks.

When you sell ginger ale sell the brand which every expert admits is the best—**Clicquot Club.** Not an imported ale, but guaranteed the equal of the finest imported at every point. Made in Massachusetts, in the cleanest factory in America, and by experts from the finest and purest materials.

Clicquot Club Co.
Millis, Mass.
Philadelphia Agent, R. S. Williams.
123 S. FRONT STREET



One reason for the fact that practically all grades of canned salmon will this season rule higher than last reveals the curious conditions surrounding the employment of labor in the salmon packing district. One of the largest packers of Sockeye salmon, which is the grade between Columbia River and red Alaska, has two factories located, as most salmon canneries are, somewhat far from any centre of population. In order to assure himself of the labor necessary to operate these canneries, the packer must contract for it far in advance of his actual need, at a time when he has no idea whether he will require a single man. If with all this labor on his hands the run of fish should prove a failure it means and repeatedly has meant an enormous loss, for the laborers must be paid anyway, else not a man will sign the contract or work at the plant next year. This particular packer's losses have been so heavy through this condition that he claims to have sunk, through both plants, as much as $70,000! This year he will run neither plant, one having been leased and the other closed entirely. The Sockeye salmon packers claim to be able to foretell with some accuracy what the production will be, from the fact that past experience has shown that every fourth year is a large one. Naturally, however, this standard often goes astray.

THE JOBBER.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued February 5, 1907:—

843,100. Candy-working machine. F. H. Richards, Hartford, Conn.

843,194. Bin. M. W. Coolbaugh, Springfield, Mo.

843,300. Chocolate coating machine. H. C. Remmers, Philadelphia, Pa.

843,330. Anchor for cakes of soap. J. G. Drought, Chicago, Ill.

843,333. Baker's peel. Walter Fickett, Portland, Me.

843,435. Twine holder. J. D. Boudreaux, Patterson, La.

843,443. Dripless spout for teapots, etc. William Cox, London, Eng.

843,468. Mixing and kneading machine. Carl Lauriek, Berlin, Germany.

843,530. Method of improving coffee. A. E. B. Gram, Copenhagen, Denmark.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For canned lobster. H. C. Baxter & Bro., Brunswick, Me. The word "Lilac." Also the word "Iris."

For soap. Mexican Amole Soap Co., Peoria, Ill. The word "Amole."

For condensed milk. Wisconsin Condensed Milk Co., Burlington, Wis., and New York, N. Y. The words "Snow Brand Condensed Milk." Also the words "Sun Brand Condensed Milk" in combination with the representation of the sun.

For olive oil. Meridional Cheese and Oil Co., New York, N. Y. A panel, upon which are the words "Olio d' Oliva Sopraffino Sorrento Extra Luca Pontecorvo Importazione Diretta Sede Principale Sorrento Italia," arranged on scrolls, the representation of an olive branch, a man's head, a woman's head and a scale.

For candy. Wallace & Co., New York, N. Y. The word "Wallace."

For cocoa, chocolate and chocolate candy. Ambrosia Chocolate Co., Milwaukee, Wis. The word "Ambrosia."

For canned sardines. No. Lubec Mfg. and Canning Co., North Lubec, Me. The word "Eagle" and the representation of a double eagle.

For soaps. Lever Brothers Co., Cambridge, Mass. The word "Lever's."

For evaporated cream. Wisconsin Condensed Milk Co., Burlington, Wis., and New York, N. Y. The words "Lion Brand" and the representation of a shield, supported by two lions and surmounted by a crown, and bearing upon its face three fleur-de-lis.

For prepared animal fats for baking and cooking. Braun & Fitts, Inc., Chicago, Ill. The word "Bise-ola."

For flavoring syrups. A. M. Bradley, Marion, Ind. The word "Praeparata."

For baking powder. Black Hawk Coffee and Spice Co., Waterloo, Iowa. The words "Blackhawk Baking Powder" and the representation of an Indian head in a circle.

For spices. Black Hawk Coffee and Spice Co., Waterloo, Iowa. The words "Black Hawk Mills" and the representation of an Indian head within an irregular octagon.

For coffee. T. Lloyd Owens, Savannah, Ga. The word "Elkhorn."

For bread. Frank Fuller, New York, N. Y. The words "Proto Puffs."

For preserved fish. Rosenstein Bros., Inc., New York, N. Y. The word "Areadia."

For sardines, sardine paste, sprats, mackerel, tuny fish, herring, neunaugen, shrimps, bucklinge, sardelles, caviar, anchovies, salmon, silds. Reiss & Brady, New York, N. Y. The word "Cresca."

For canned vegetables, fruits and berries. Downing-Taylor Co., Springfield, Mass. The words "Forest Park."

This Is the Machine You Need.

You all sell butter and you should get all the money out of it that is possible. By the use of the American Butter Cutting machine you take care of all part as it is the only machine that cuts, prin and guages weights absolutely fine. Yo place your butter on the machine and will do the rest absolutely, and the is no need for hand press or other d vice. It will pay you to send for cat logues containing full description an price. American Butter Cutting Ma chine Co., 21 Jay street, New York Cit

New York.

Francis H. Leggett & Co., with the characteristic push, announce in this i sue that it pays to buy in New Yor and that if one is in search of jewels pictures, furniture, boots and shoe hardware, groceries or what not, Ne York is the place to get what you wan not only is it the greatest trading cent on earth, but also the most delightf summer resort in America. The Legge announcement is unique. It's attractiv It's instructive. It's entertaining, an does credit to the great house of Franc H. Leggett & Co.

See announcement on page ??.

Snider's is the ideal catsup—pure, u colored, appetizing. Not too spicy, n too sweet—"just right." Made fro fresh, ripe tomatoes and perfectly se soned. Richest and most appetizing ca sup obtainable.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Clever Soap Window for Summer.

BY CHARLES M. STEELE,
Assistant Advertising Manager National Cash Register Co.

A window with a figure representing a child has an element of human interest that will attract almost every one who passes your store. The display shown in the picture can be easily and inexpensively made.

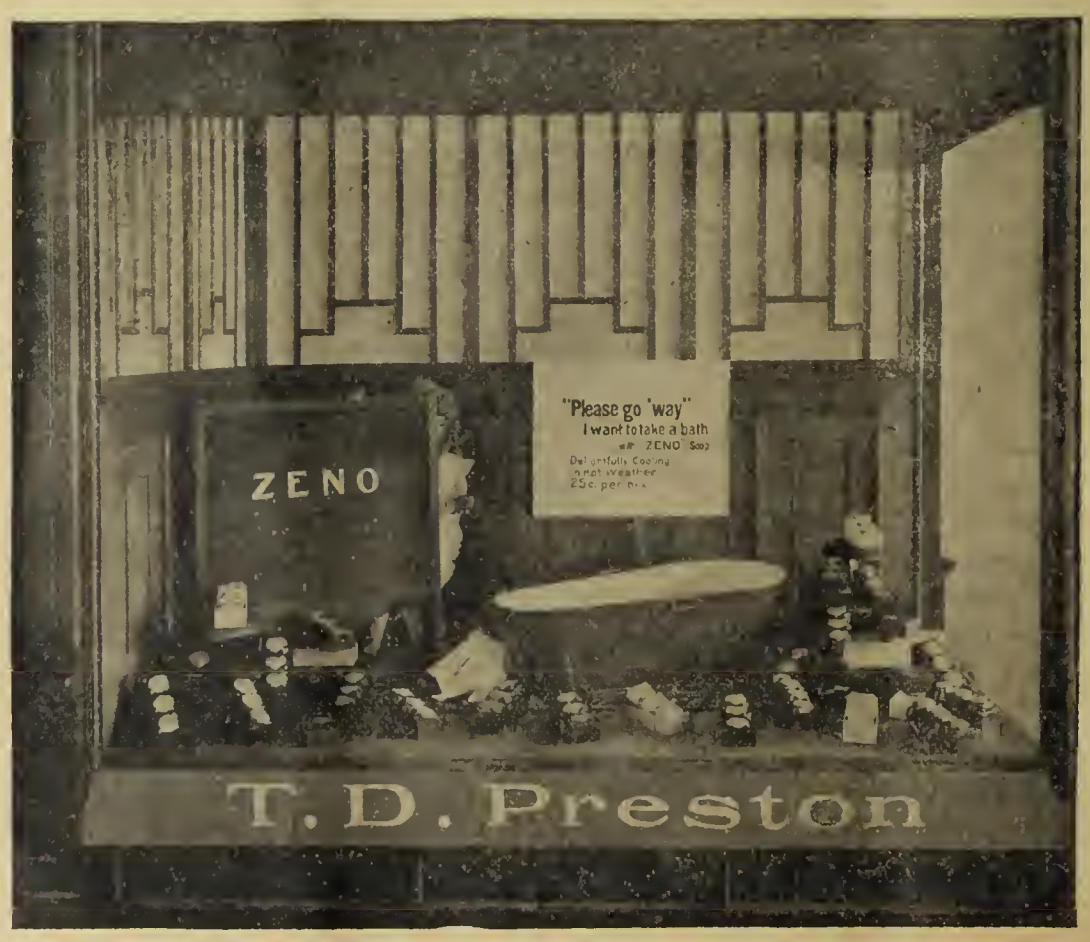
Secure a small bath tub, fill it two-thirds full of water. Place a screen, as shown in the picture, fasten a doll to make it appear that a child is peeping around th screen in readiness for her bat

On the floor of the windo stretch a rug. Drop a Turkis towel carelessly and place son cakes of soap, hit or miss, abou the window, being careful not t crowd.

The sign shown in the windo would be appropriate for h weather.

Probably you can borrow th bath tub and screen from loc merchants.

The only expense, then, woul be that of the card.



WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted for subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—Good-paying grocery store and meat market in Watervliet, N. Y. An excellent chance for a man who understands meats, as the meat business alone pays well. Clean stock, but not heavy. Full investigation solicited. Reason for selling, retiring from business. Address D., 40, care "Grocery World," Philadelphia. 8

FOR SALE—A nicely equipped cashier's desk and office, 5 x 4 feet in size, made of yellow pine, with glass panels, brass rails, edging, cash drawers, etc., complete. Substantial and ornamental in structure. Will sell cheap. Address C. W. Reed, Spring and Calhoun streets, Trenton, N. J. 10

FOR SALE—Hill refrigerator in good order, 7 feet high, 5 feet wide and 4½ feet deep. Will sell at a bargain. F. C. Van Horn, 52 Passaic street, Trenton, N. J. 10

BUSINESS OPPORTUNITIES.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

EVERY ONE A GOOD CHANCE.

No. 236.—In best residential district of Norristown, Pa., one of the busiest towns in Eastern Pennsylvania. Store established for twenty years. Does $22,000 to $25,000 yearly on stock of $2,000. Uses one team, but horse not for sale. Nets 20 per cent. Owner going into other business and will sell at inventory. Take about $2,500. Can be greatly increased.

No. 243.—In good residence part of North Philadelphia. Store 16 x 42 feet. Does $14,000 yearly. Stock, $1,200. Good house connected for sale or for rent to good man. Uses one team. Actual net profits range from 8 to 10 per cent. Owner retiring from business and will sell stock at inventory, fixtures, including team, for about $750.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price inventory.

No. 258.—On North Tenth street, Philadelphia. Store 18 x 45. Does $350 per week, two-thirds cash. Stock about $1,000. Net profits 15 per cent. Uses one team. Good dwelling connected. Owner is in other business and cannot give time. Store established for thirty years and is making money. Good chance to handle meats. Price inventory.

No. 263.—In near Philadelphia suburb. Groceries and provisions. Store 40 x 40 feet. Yearly business, $25,000, half cash. Stock carried, $1,500. Net profits 15 per cent. Good dwelling connected. Uses two teams. Business established and prosperous. Good reason for selling. Price, inventory.

No. 266.—In Montgomery County, Pa., just outside Philadelphia. Only store in suburb. Store 30 x 60, with two back rooms, stable and large yard. Does $22,000 yearly, half cash. Stock $4,500. Uses three teams. Post-office in store, paid last year $332. Actual net profits, outside post-office, 8 per cent. Lack of capital cause of selling. Or will take good partner. Price inventory. Fixtures can be rented with store.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 269.—In Chestnut Hill, Philadelphia. Store 15 x 30 feet. Weekly business, $350, two-thirds cash. Stock about $800. Uses one team. Dwelling connected for rent, if wanted. This business nets 15 per cent. clear. Death of partner compels sale. Price inventory.

No. 273.—In West Philadelphia. Groceries and provisions. Does $400 weekly, half cash. Stock carried $1,500. Profits 20 per cent. Uses one team. Dwelling connected. Low expenses make this an unusually profitable business. Family reasons cause of selling. Price inventory.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town.

No. 280.—In Northeast Philadelphia. Does $325 weekly, all cash. Stock only $250. No team used. Actual net profits 10 per cent. Owner is about to go to England and will sell at inventory. Take about $500—for the money we have nothing like it.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 283.—In North Philadelphia. Size 36 x 45 feet (double store). Does $450 weekly, two-thirds cash. Stock runs about $1,000. Uses one team. Actual net profits 15 per cent. Good nine-room dwelling. Death in family necessitates selling. Price inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 288.—In West Philadelphia. Store 15 x 27 feet. Does $400 to $425 weekly, all cash. Clears $40 cash every week. Uses one team. Good house connected for sale or rent. Owner has a saloon license and must sell store. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 296.—In best northern residential Philadelphia suburb. General provision store. Opened April 1, 1907, and did $175 the first week. Last week in June, 1907, did $376. Stock about $1,000. Business thoroughly profitable, paying clear above everything $70 per week. Owner has other business and cannot attend. Splendid chance for increasing. Price inventory.

No. 298.—In busiest part of West Philadelphia. Store 25 x 60 feet, and does $550 weekly, three-quarters cash, balance weekly customers. Stock about $1,300. Uses one team. Nets clean 10 per cent. Fixed charges moderate. Owner is inexperienced and prefers other business. Will sell at inventory.

No. 300—In busiest part of Columbia avenue, Philadelphia. Store 22 x 40 feet. Does $30,000, half cash, balance weekly and monthly. Stock $1,200. Uses one team, hiring the horse when needed. Cleared last year 10 per cent. on groceries and 30 per cent. on truck. Owner is retiring from business and will sell at inventory. Ice-box built in and will be rented with store.

No. 303.—In Frankford, Philadelphia. Size 20 x 20 feet (double store). Does $400 weekly, two-thirds cash. Stock $1,000. Good dwelling connected. Uses one team. Clean net profits 20 per cent. This store has been established forty years, and is a splendid proposition. Family reasons, which will be explained.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THE BIGGEST GROCERY STORE BARGAIN OF THE YEAR.

We offer one of the best grocery stores in suburbs, seven miles from Philadelphia, only one other store. Does $40,000 yearly. Stock $1,500. Uses three teams. Net profits, clean 10 per cent. Dwelling connected. Owners both seriously ill and must sell immediately. Fixtures and teams are fairly worth $1,800, but will sell for $1,000. Stock inventory. A clean, handsome, active store. Fullest investigation.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

MONEY-MAKING SUBURBAN STORE.

We offer store in clean Philadelphia suburb. Groceries, meats and provisions. Only one other store in place. Size 30 x 60 feet. Does $40,000 per year, half cash. Stock about $1,500. Uses three teams. Everything sold at good profits and clean net profits are 10 per cent. Owner going into other business and will sell at inventory.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

SALESMAN WANTED—Scotch herring firm, opening branch in New York, requires first-class salesman for Aberdeen canned fish, Scotch and Holland cured herring, Irish and Norway mackerel and some knowledge of German herring trade; only those who have been in the trade need apply. Address Herring, care "Grocery World," Philadelphia. tf

WANTED—Experienced man in general store. Married man preferred. Apply A. P. Steckel & Co., Slatington, Pa. 8

WANTED—Two or three good clerks for general store; good chance for advancement; state age, experience and salary expected, and give at least two references from former employers. Address H. R. S., care "Grocery World," Philadelphia. 9

WANTED—Salesman to handle the best jar ever put on the market. Salesmen for manufacturers' agents preferred. Address Kerr Glass Mfg. Co., Portland, Oregon. tf

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

AGENTS WANTED

To Solicit Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as a side line.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C

"Make a Front"

Good advice though a little slangy

Our printed posters are cheaper than painting them yourself, only 2c. apiece, extra price included, and make the front of your store up-to-date and very greatly increase your trade. Samples for postal.

GROCERS' PRINTING CO.
66 N. Fourth St. Philadelphia

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

Quaker City Preserve Co.
Philadelphia, Pa.

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods*.

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.

A BAD HITTER

His Bunches and Bruises can be removed quickly without stopping work with

ABSORBINE

This remedy cures Lameness, kills Pain, removes any Soft Bunch without blistering or removing the hair, and pleasant to use. $2.00 per bottle, delivered, or at dealers. Absorbine, Jr., for mankind, $1.00 bottle. Allays inflammation rapidly. Cures strains.

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

A profit of $22.50 on

a gross

That is what you can make by handling

German Fir

the cough cure that is guaranteed. A 25c. bottle free upon request. Write for our advertising offer.

Dilliard Remedy Company
EAST BANGOR, PA.

Good Morning
How's Your Bank Account?

A larger Fall business than ever awaits the grocer who follows up-to-date methods to secure it. One such plan, sure but most inexpensive, will be explained to you if you write for it, using your letter head or enclosing a business card. No charge for complete details. Address

W. H. RIGHTER
150 Nassau St. NEW YORK

this is "Club Cocktail" Pineapple time

||

Club Cocktail Pineapple is one of the most vigorous sellers Martin Wagner Co. has ever put on the market. Surely you want a case.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Have the Best Goods and You'll Get the Best Trade

We have made a specialty for many years of supplying the finest Foreign and Domestic Fruit, etc., coming into this market, the sort of goods it's hard to get elsewhere; the sort of goods that bring particular people to your store and keep them coming. If you can call we will show you what we mean; if you can't call, write, and we will give you particulars.

R. DAETWYLER & CO.
New Market and Callowhill Sts., Philadelphia

FOREIGN AND DOMESTIC FRUITS

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, August 19th. Terms, net 10 days.

First orders must be accompanied by references.

JAMAICA BANANAS.

Jumbo bunches, 10 hands, extra fancy	$2.00 per bunch
Selected, 10 hands,	1.85 per bunch
Selected, 9 hands, packed 2 in crate	1.70 per bunch
Selected, 9 hands, packed in barrels	1.65 per bunch
Selected, 8 hands, packed 1 in crate	1.25 per bunch
Selected, 8 hands, packed 2 in crate	1.20 per bunch
Selected, 8 hands, packed 3 in crate	1.15 per bunch
Selected, 7 hands, packed 1 in crate	.90 per bunch
Selected, 7 hands, packed 2 in crate	.85 per bunch
Selected, 7 hands, packed 3 in crate	.80 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.40 per bunch
Selected, 8 hands	1.10 per bunch
Selected, 7 hands	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

CALIFORNIA LATE VALENCIA ORANGES.

Fancy, 80 size, per box	3.50
Fancy, 96 size, per box	3.75
Fancy, 112 size, per box	4.00
Fancy, 126 size, per box	4.50
Fancy, 150 size, per box	5.50
Fancy, 176-200-216	6.00
Fancy, 250-288	5.50
Extra Choice, 80 size, per box	3.25
Extra Choice, 96 size, per box	3.50
Extra Choice, 112 size, per box	3.75
Extra Choice, 126 size, per box	4.75
Extra Choice, 150 size, per box	5.00
Extra Choice, 176-200-216, per box	5.00
Extra Choice, 250-288, per box	5.00

Both oranges and lemons continue scarce and high. Our quotations, however, are for the very best brands, which are bound to please you.

FANCY CALIFORNIA AND MESSINA LEMONS.

Fancy California, 240 size, per box	
Fancy California, 270 size, per box	
Fancy California, 300-360 size, per box	
Fancy Messina, 300 size, per box	5.00
Fancy Messina, 360 size, per box	5.00 to 5.50
Choice Messina, 300 size, per box	4.50
Choice Messina, 360 size, per box	4.50

COCOANUTS.

Cocoanuts, Best Quality Jamaica	
Cocoanuts (easy shelling), 80 to sack	
Cocoanuts, Barracon (easy shelling), 1	

ONIONS.

REGULAR BUSHEL CRATES.

Strictly Fancy White, per hamper	2.00
Strictly Fancy Yellow, per hamper	1.85
Bermuda, Prime, per crate	
Fancy Valencia Onions, per crate	1.15

VEGETABLES.

We carry a full line of vegetables in our truck department, but as the market fluctuates daily on this line of goods, orders will be filled at lowest ruling market prices on day of shipment.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

ny subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

cked in paper-lined fancy bags or paper-lined sugar barrels.

	Per lb.
" Java	.26
" Java	.24
" Java	.24
-Java and Mocha Blend	.24
-Java and Mocha Blend	.22
" Mocha	.24
" Mocha	.22
" Mocha	.20
guayra (Washed Caracas)	.18
" Maracaibo	.18
" Maracaibo	.17
" Santos	.18
" Santos	.16
" Santos	.14
aberry Santos	.14
" Rio	.13
. 1 Rio	.12
2 Rio	.10
pton Special Mocha and Java, 1 lb. cans	.27
pton Perfection, 1 lb. cans	.20
ttleship, 1 lb. packages, any quantity	.15
g Cabin, 1 lb. packages, 100 to case	.14
buckle's, 100 lbs. to case	
ng Bee, 100 lbs. to case ....per case	15.00

TEA.

	Per lb.
. 25 Gunpowder	.24
. 28 Gunpowder	.35
st Gunpowder	.45
. 25 English Breakfast	.20
. 28 English Breakfast	.33
st English Breakfast	.40
. 25 Moyune Gunpowder	.33
. 28 Moyune Gunpowder	.38
st Moyune Gunpowder	.50
. 25 Imperial	.33
. 28 Imperial	.35
st Imperial	.50
. 25 Oolong	.28
. 28 Oolong	.35
st Oolong	.45
ung Hyson	.35
pan	.35
no ½ and ¼ lb. packages	.50
ver Moon	.27
ver Bell, 1 lb. packages	.25
lada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
ked Beans—	
Pin Mouey, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Vagner's, 1 lb., tall, 4 doz	.48
Vagner's, 3 lb., plain, 2 doz	.95
Vagner's, 3 lb., sauce, 2 doz	1.00
Excursion, 3 lb., sauce, 2 doz	.85
Saratoga, 2 lb., 2 doz	.50
rn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.90
Standard Shoepeg, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	.75
Belmont Cream, 2 lb., 2 doz	85
Winorr Brand Kernelled Corn, 2 doz	1.45
as—	
Rowe & Co., extra sifted, 2 doz.	
Belle Brand, 2 doz	.90
Little Fellow, 2 lb., 2 doz	1.40
Rob Roy, 2 lb., 2 doz	1.00
Pin Money, petits pois, 2 doz	1.50
Pin Money, staudard early June, 2 doz.	1.20
French, extra fins, 100 in case, per case,	18.50
n Mouey Combination—	
lb., 2 doz	.90
dney Beans—	
lb., 2 doz	.75
ma Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1.00
Little Darling, 2 doz	1.30
mpkins—	
lb., 2 doz	.85
Gallons	
ing Beans—	
lb., 2 doz	.75
n Money Vegetables—	
lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.10
lb. Pulp, for soup	.45
ccotash—	
lb., 2 doz.	.95
matoes—	
Pin Money, whole, 3s, 2 doz	1.00
Standard, 3s, 2 doz	.97½
Gallon, ½ doz.	3.75
Fair Quality, 3s.	.95
s, 2 doz	.85

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	
Jockey, 1 lb., tall, 4 doz	1.35
Victor, 1 lb., tall, 4 doz	1.00
Argo, 1 lb., tall, 4 doz	1.50
Sockeye, ½ lb., flat, 4 doz	1.25
Crab Meat—	
½ lb., 4 doz	1.00
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	
Beaver, ½ lb., flat, 8 doz	2 40
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	1.15
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.10
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil. 100	3.50
¼ lb., oil, with key, 100	3.75
Glen Cove, ¼ oil, 100	4 00
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.50
Lederuey Brand, 100 cans	3.75
¾ Mustard Sardines—	
¾ Crown Mustard, 50 cans	4.00
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 50 cans	3.50
Imported Sardines—	
½ Oil, Martell Brand, 100 caus	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
Gilbert, 100 cans	9.00
Le Glitzic, 100 cans	
Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	9 25

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.00
Blackberries, 2 lb., 2 doz	.85
Blueberries, 2 lb., 2 doz	1.15
Cherries, 2 lb., 2 doz	1.40
Gooseberries, 2 lb., 2 doz	1.05
Pie Peaches, 3 lb., 2 doz	1 15
Pears, 3 lb., 2 doz	1.30
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 50
Grated Pie Pincapples, James, 3 lb., 2 doz.	.95
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Rialto, 3 lb., 2 doz	2.25
California Apricots, 2 doz	
California Cherries, 2 doz	
California Peaches. 2½ lb., 2 doz	
Wheeler Peaches, 3 lb., 2 doz	2.00
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	
Evaporated, 1 lb. packages, 4 doz	.11
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.15
Best, 25 lbs	
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.10
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	.06
Stuffed, 1 lb ....per doz.	
New Prunes—	
40- 50, 25 lbs	.09
50- 60, 25 lbs	.08¼
60- 70, 25 lbs	08
70- 80, 25 lbs	.07¼
80- 90, 25 lbs	.06¾
90-100, 25 lbs	.06¼
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs.	
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs ....per box	2.10
Seedless Muscatels, 50 lbs	
Seeded, 36 1 lb. packages	13¼
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¾
No. 2 Head, bbls. or 100 lb. sacks	.05¾
No. 3 broken, bbls. or 100 lb. sacks	.04¼
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, 224 lbs	.95
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.65
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.53
Fine Dairy, 3s, 100 to bbl	2 39
Fine Dairy, 4s, 70 to bbl	2 28
Fine Dairy, 5s, 60 to bbl	2.27
Fine Dairy, 10s, 28 to bbl	2.08
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.90

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	1.80
Lady Washington Beans, about 200 lbs. to bag	1.90
Green Peas, dried, about 165 lbs. to sack	
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¾
Imported Lima Beans, about 90 lbs. to sack	.06¾
Split Peas, 210 lbs ....per bbl.	7.50
Less quantity	.04
Lentils, about 100 lbs. to sack	.09½

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O.	.43
Kingsland, N. O.	.32
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.29
Gold Medal	.30
King Syrup	.30
No. 12 Syrup	.18
No. 6 Amber Syrup	.27
California Amber Drips, 2 lb. cans, 2 doz.	1.75
California Amber Drips, 2½ lb. cans	2.00
California Amber Drips, 3 lb. cans, 2 doz.	2.30
California Amber Drips, ½ gal. cans, 1 doz.	1.95

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.85
Fine Granulated, 100 lb. sacks	4.85
Confectioners' A	4.80
No. 1, A	4.75
Light Yellow	4 35
Fine Granulated, 2 lb. bags	5.15
Fine Grauulated, 5 lb. bags	5.05

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	3 85
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.20
Red Cross, 4 doz	4.20
Star, 4 doz	4.20
Dime Brand, 4 doz	3.55
Lion, 4 doz	4.20
Banner, 4 doz	
Hires' Silver, 4 doz	4.15

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4 00
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.35
Our Pet, baby size, 6 doz	2.75
Peerless, small size, 4 doz	2 00
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl White Floating	100	4.00
Ark	100	1.88
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4 20
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.65
*P. & G. Oleine	60	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.50
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2 08
Liou	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box.
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.40@.45
Choice, barrels	.38
Good, barrels	.26@.30
Fancy, quart jars, per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Primo	.40
Good	.28@.35
Ordinary	.22
Blended, fancy	.84
Blended, choice	.80
Blended, good	.28
2-lb tins, 3 dozen, per case,	2.80
Quarts, 2 dozen, per case,	2.80
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.28@.30
Tins, 2-lb., 2 dozen, per case,	1.95
Tins, 2½-lb., 2 dozen, per case,	2.25
Tins, 3-lb., 2 dozen, per case,	2.50
Tins, 5-lb., 1 dozen, per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 100@110	
Georges count 110@115	23.00
Medium Irish 2s, count 325@375	15.00
Norway, count 400@450	
Norway, count 300@350	18.50
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.13
Halibut, fancy chunks, Iceland, 20 lbs	
Bloaters, Cromarty, 100s	

TEAS.

Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
mperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.12@.18
Superior to fine	.22@.30
xtra fine to finest	.35@.40
ioicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	.16@.20
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.20@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	.08@.10
ong—	
mon to fair	.13@.15
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
ouchong—	
Common to fair	.14@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

'ava—Mandheling—Fancy brown	.84
Old Government—Best	.27
Old Government—Choice	.25
Old Government—Prime	.23
Old Government—Good	.21
Imitation	.20
African	.20
Mocha—	
Genuine Arabian	.23
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia bnds	.30
Cinnamon, Mats	.10½
Cinnamon, Twaio	.17
Cinnamon, Ceylon	.21@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.80
Cloves, Zanzibar	.19@.20
Cloves, Amboyna	.22
Cloves, Penang	.30@.35
Ginger, African	.08
Ginger, Jamaica, bleached	18½@ 20
Ginger Jamaica, unbleacned	.17@.19
Ginger, Calcutta	.08
Nutmegs, 75– 80s	.25@ 35
Nutmegs, 105–110s	.18@.20
Nutmegs, 130–140s	.15@.18
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.39½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Extra white 2½s, unpeeled Calif.	
Standard white 2½s, Calif.	
Tips, green, 1s	
Tips, white, California, 1s	
Beans, Baked—	
Standard, plain 1s	.42½
Standard, plain or sance, 2s	.50@ .60
Standard, plain or sance, 3s	.70@ .85
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.50@1.60
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.60
Extra standard 2s	1.15@1.25
Standard	.90@1.10
Soaked	.60@ .80
Beans, Stringless—	
Fancy 2s	1.90@2.50
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cnt	
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1.00@1 10
Fancy New York 2s	.90@1.00
Standard New York 2s	.75
Maryland 2s, Maine Style	.65@ .70
Other standard grades 2s	.60
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.40@1.75
Sifted 2s	1.30@1.35

—3—

Telephone 2s	
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.15@1.20
Soaked 2s	.50@ .65
Succotash—	
Extra fancy Maine 2s	1.25
Fancy Maine 2s	1.00@1.10
Extra standard 2s	.75@ .90
Pumpkin—	
Fancy, 3s	.85@1.15
Fancy, gallons	2.75
Squash—	
Fancy 3s	1.15
Tomatoes—	
5½-in. cans, fancy New Jersey	1.50
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.95@1.00
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	3.65
Quarts, glass jars	2.75
Beets—	
Fancy Strawberry 3s	1.50@1.75
Cut 3s	1.00@1.10
Sweet Potatoes 3s	.90@1.00
Sauer Krant 3s	.80@1.10
Spinach—	
Standard Maryland 3s	1.45@1.50
Fancy New Jersey 3s	1.50@1.75
Gallons	4.50

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.40
Extra 2½s	2 50
Extra standard 2½s	2.10
Standard 2½s	
Gallons	
Cherries—	
Extra White 3s	4.00
Extra White 2½s	3.20
Extra standard White 2½s	
Standard White 2½s	2.40
Standard gallons	9.00
Bartlett Pears—	
Extra 3s	3.25
Extra 2½s	2.65
Extra standard 2½s	2.10
Fancy 3s	2.30@2.40
Standard 2½s	2.10@2.20
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	1.60
Standard 2½s	1.40
Gallons	4.50@5.50
Peaches, L. C.—	
Extra 3s	3.25
Extra standard 2½s	2.65
Peaches, Crawford—	
Fancy 3s.	3.10
Extra standard 2½s	1.95

EASTERN.

Pears—	
Choice New York 2s	1.50
Choice New York State 2½s	2.60
Standard 2s	1.25
Pineapples—	
Sliced or grated 2s	2.00@2.20
Sliced or grated 1s	1.00@1.10
Pie, grated, gallons	2.50
Singapore 1½s	1.15@1.25
Plums, egg, 3s.	
Plums, gage, 3s	
Apples—	
Gallons	2.50
Strawberries—	
2s, fancy	2.50
2s, extra	
Raspberries—	
Red, fancy, 2s	1.80
Standard 2s	1.10

FISH.

Lobster—	
Flat 1s	
Flat ½s	
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.00
Medium Red	1.10
Red 1s	1.10@1.15
Columbia River Chinook Salmon—	
Flat ½s	1.20@1.25
Tall 1s	1.75
Flat 1s	2.00
Oval 1s (steaks)	2.75
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.14
Smyrna Suit., fancy, 6 cr., 30 lbs	
Smyrna Suit., choice, 4 cr., 30 lbs	
Cleaued Sultanas—	
Smyrna fancy, 1-lb. cartons	
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	.12½

—4—

Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	
California, 4 cr., 50 lbs	
California, 3 cr., 50 lbs	
California, 2 cr., 50 lbs	
Figs—	
Baskets, 1 lb. and 2 lb.	.15 @.18
Layers, 2¾-in., 10 lbs	.09
2½-in., 12 lbs	
2¼-in., 12 lbs	
2-in., 12 lbs	
Currants—	
Fancy, 1-lb. cartons	.10
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.09
Natural, choice	.08
Citron—	
According to quality	.17 @.20
Lemon Peel—	
According to quality	.11 @.12
Orange Peel—	
According to quality	.11½@.12
Fard Dates—	
60 lbs., bulk	.06 @.07
1-lb. pkgs., 30-lb. case	.09
Persian Dates—	
60 lbs	.03½@.05
Prnnes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.10
40x50, choice	.09
50x60, choice	.07
60x70, choice	.07
70x80, choice	.06
Choice. 50-lb. box—	
60x70, .06¾; 80x 90	
70x80. .06¼; 90x100	.05
Prunes in cartons—	
Fancy 40x 50	.11
50x 60	.10
60x 70	.09
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	
40x50	
Apples—	
Fancy, 50 lbs.	.11
Fancy, 1-lb cartons	
Prime, 50 lbs.	.10
Choice, 1-lb. cartons	.11
Peaches—	
Fancy, peeled, 25 lbs.	.27
Unpeeled, fancy, 25 lbs.	.14
Extra Choice Muir	
Apricots—	
Royal, extra fancy, 25 lbs	.26
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.23
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	@.56
Valencia, 28 lbs	.36 @.43
Flot, shelled	
In shells—	
California P. S., 80 lbs	.25
French Princess	
Tarragona, 120 lbs	.16
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.10
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.16 @.19
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	.13
Grenoble, 220 lbs	
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.17
Extra choice, boxes, 25 lbs	.13
Choice, bags, 125 lbs	.12

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@18.00
French quarters, boneless	
French quarters, with bones	14.50@18.00
High quarters, boneless	24.50
Halves, boneless	15.00@38.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ½s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@18.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.	.08@ .09

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

ny subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.	Column.
ggs	27
apioca and Sago	30

DECLINES.	Column.
Canned Tomatoes	8
Flour—Gold Medal, Ceresota and Pillsburys	28
Skinback Hams	43

ADDITIONS.	Column.
J. L. Neff & Co., Olive Oil	40

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
larm Cash Drawer	33
lum	47
mmunition	4
xle Grease	5
ags, Paper	41
g and Twine Holders	33
aking Powder	5
arley	29
askets	62
ath Brick	59
eans	29
acking, Shoe	6
uing	6
orax	47
rooms	61
rushes	63
ackwheat Flour	28
ung Borers	33
utchers' Sundries	44
utter Dishes	62
utter	7
utter Color	47
amphor	47
andles	15
andles	7
anned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Puddine	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	60
Tacks	59
Tapioca	30
Tar	48
Teas	1
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

onfectioners' Lozenge	5.25
" Powdered	5.25
" Crown A	5.45
" Crystal A	5.10
" Coarse Granulated	5.35
agle Tablets	6.38½
rystal Dominoes	7.35
ut Loaf	5.80
atent Cubes	5.35
owdered	5.20
xtra Fine Granulated	5.20
oarse Granulated	5.20
ranulated	5.10
ine Granulated	5.10
" In 50-lb. bags packed 2 in 100-lb. bag	5.15
" In 25-lb. bags packed 4 in 100-lb. bag	5.15
" In 10-lb. bags packed 10 in 100-lb. bag	5.25
" In 5-lb. bags packed in bbls	5.30
" In 5-lb. bags packed in 100-lb. bags	5.30
" In 2-lb. bags packed in bbls	5 40
" In 2-lb. bags packed in 100-lb. bags	5.40
" In 2-lb. cartons in cases	5.30
" In 2-lb. paper packages in cases	5.30
onfectioners' A	4.90
—Keystone A	4.85
—American A	4.80
—Centennial A	4.75
—California A	4.70
—Franklin B	4.65
—Keystone B	4 60
—American B	4.55
—Centennial B	4.50
—California B	4 45
—Franklin Extra C	4.40
—Keystone Extra C	4 35
—American Extra C	4.30
—Centennial Extra C	4.25
—California Extra C	4.25
—Franklin C	4.25
—Keystone C	4 25

TEA.

	Per lb.
APANS—Basket-fired	18 @ 35
APANS—Pan-fired—Common to Fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
ORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
OOCHOW—Common, cargo	13 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
UNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	13 @ 20
Choice to extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	17 @ 38
CEYLON—Common to Fine	17 @ 40
ENGLISH BREAKFAST—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

		In ½ & lb.	In ¼ lb.
Ceylon and India, No.	1	.45	.47
" " "	2	.40	.42
" " "	3	.35	.37
Black and Green, "	1	.45	
" " "	2	.40	
English Breakfast, "	1	.45	
" " "	2	.40	
Formosa Oolong, "	1	.45	
" " "	2	.40	

Counter box, 30 ten cent tins, only packed in No. 1 quality, $2.00

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, " "	.60
Ex. Gold, " "	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), "	.50
Formosa and Oolong, "	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades per doz.	.90

Carlcol Blend, Martindale & Co.:— Per lb.

5-lb. Silver Sacks	.22
1-lb. "	.22½
½-lb. "	23
¼-lb. "	23½
⅛-lb. "	25

Spring Garden Tea—

100 lb. barrels per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

McCormick & Co's, Banquet Brand— Per doz.

No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

—3—

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz., per doz.	.85
" " " quarts, 1 " "	1.40
" " " " 3 " "	1.40
" " " ½ gals. 1 " per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
" quarts, 1 " "	.90
" " 3 " "	.90
" ½ gals. 1 " per bbl.	1.80
Violet, pints, 2 doz. per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross "	8.40
Peerless, ¼ gross "	4.40

BAKING POWDER. Per Doz

Davis' O. K., ¼-lb., 4 doz. per doz.	.45
" ½-lb., 3 " "	.90
" 1-lb., 2 " "	1.65
" 5-lb., ½ " "	7.20
Cleveland's, 10-c. size, 4 doz. per doz.	.84
" ¼-lb., 4 " "	1.23
" ½-lb., 2 " "	2.28
" 1-lb., 1 "	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	45
" ½- " 2 doz. cases	.90
" 1- " 1 "	1.65
" 5- " 6 cans in case per lb.	2
Sea Gull, 6 oz., glass, 4 doz.	45
Parrot and Monkey, 4 doz.	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass, 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl. per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz. per doz.	.45
10c.-can, 4 doz. in box "	.90
½-lb. cans, 2 doz. in case "	1.25
1-lb. cans, 1 doz. in case "	2.50
Royal, 10c. size, 4 doz.	.86
" ¼ lb., 4 doz.	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1 lb. cans, per doz.	2.25
" " " ½ lb. " " "	1.25
Sea Foam Baking Powder—	
¼ lb., 4 doz. in case	.95
½ lb., 2 doz. in case	1.75
1 lb., 1 doz. in case	3.40
5 lb., ½ doz. in case	16.50

—4—

Boston Brand, 5 lb. size, ½ doz. case... per doz.	12.00
" 1 " 1 " ... "	2.50
" ½ " 2 " ... "	.55
" ¼ " 3 " ... "	.75
Purity Brand 5 " ½ " ... "	6.00
" 1 " 1 " ... "	1.50
" " 3 " ... "	.80
" ¼ " 3 " ... "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz. per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M. per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.10
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz.	1.15
Bixby's Royal Polish, 1 doz.	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz.	.82½
Browns, Army and Navy, 1 doz.	.82½
Boyer's French Dressing	.65
" Oil Polish	75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co.—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09¼@.10
" Prime	@.08½
" Choice	@.08
Santos, Choice	@.09
" Fancy	.09¼@.09½
Maracalbo, Strictly Fancy	.11¼@.11½
" Choice	@.11
Washed Caracas, Fancy	.12½@.13
Java, Extra Fancy Old Government	@.19
" Extra Fancy	@.18½
" Fancy	@.18
Mocha, ⅛ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.12
" Prime	@.11½
" Choice	@.09½
Santos, Extra Fancy	.13½
Santos, Choice	@.12½
" Fancy	@.13
Laguayra, Fancy	@.14
Maracalbo, Choice	@.14
" Fancy	@.14½
" Extra Fancy	@.15
Java, Extra Fancy Old Government	@.24½
" Fancy	@.23½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.18½
Eureka	.15½
Leader	.18
Jap	.13
Special, No. 6	.12½
Special Drive	.12

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 35/100
Lion	13⅛	13¼
B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins,		.26
Saindo, lbs		.20
" 50-lb. tins		.19
" barrels		.18
Viv, lbs		.16
" 50-lb. tins		.15
" barrels		.14

Ground or pulverized without extra charge.

—6—

	Per lb
Lipton's Package Coffee—	
Special	.26
Perfection	.20
Packed in 30 and 60 pound cases.	
German-American Coffee Co.—	
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18
Tumbala, 60 or 100 1-lb. cartons	.16
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, M. & J. Blend, 40 or 60 1 lb. tins	.27½
Tourist, M. & J. Blend, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.15
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box ... per box	3.90
12 tins in box ... per carton	.95
2 lb. tins ... per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans ... per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends ... per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin ... per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross ... per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04⅜
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Gun Caps, E. B ... per M	.60
Gun Caps, musket ... per M	.65
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB. bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz.	5.20
Sawyer's, No. 1, 6 doz.	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz.	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz.	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.27
" First, "	.26
" Second, "	.25
" Third, "	.24
" Imitation, 30–60 lbs	.23
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.28
Ladies, 30–60 lbs., bakers' use	.22
Print Butter:—	
Star or S. D. brands, 1 lb., 20–50-lb. bxs.	.31
B. B., E. D. brands, 20–50-lb. boxes	30
J. J., C. V., Gilt Edge, Gold Medal, 20–50-lb. boxes	.29
Sheaf ("400") Elgin, 20–50-lb. boxes	.28
Sheaf	.25-.27
B. S. Gilt Edge, cartons	.31
Gurnse, pounds or half pounds	.29
Belle Spring	.27

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.11½
" 16's, "	.12½
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	09¾
Bright Light, " " ... per box	2 35
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	
Martha Washington, long 12s ... per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints ... per gross	4.35
Mason's, quarts ... per gross	4.60
Mason's, half-gallons ... per gross	6.50

—8—

Jelly Tumblers—	
Barrels, 22 doz ... per doz.	.1
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.7
Mason's Caps and Rubbers, ½ gro., "	2.0
Jar Rubbers—	
Lip, wide ... per gross	.8
Acme, wide, 1 doz. cartons ... per lb.	.4
" medium, 1 doz. cartons ... "	.4
Reliable, white rubber, wide	.2
" " medium	.2
Black, medium ... per lb.	.2
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Autumn brand, Sweet Marjoram ... per doz.	.3
" Sage ... "	.2
" Thyme ... "	.2
" Savory ... "	.2
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory ... per case	1.0
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—	
⅛-lb. cartons, 1 doz ... per doz.	.4
¼-lb. " " ... "	.7
½-lb. " " ... "	1.2
¼-lb. screw cap bottles, 2 doz ... per doz.	.9
¼-lb. square cans, 2 doz ... "	

CANNED GOODS.

	Per D
Tomatoes—	
Frying, Good Luck Brand	1.
DuBois' Frying	1.
Jersey King, No. 3, Standard Jersey	1.0
Rio Grande, fancy, Jersey	1.0
Silver Lake, fancy, Jersey	1.2
Lima Beans—	
Tinsley's, extra small	1.2
Turkey, fancy, Jersey	1 1
Silver Lake	1.1
Boyer's, Fancy	
Oxford, Maine packed	.8
Lanfair, 2s	.6
String Beans—	
Red Jacket, small	1.5
Cloister, fancy N. Y	1.4

It Makes TRADE and It Makes MONEY

These are the two most important things to the grocer. To sell goods that make trade at a profit that makes money for them. **Spring Garden Tea** at 60 cents per pound will please nearly everybody who tries it, and you can make 160 per cent. profit at these prices:—

In 100-lb. Barrels		18	cents per lb. net
In 5-lb. Silver Bags	Packed in cases containing 100 Pounds	19	cents per lb. net
In 1-lb. Silver Bags		19½	cents per lb. net
In ½-lb. Silver Bags		20	cents per lb. net
In ¼-lb. Silver Bags		21	cents per lb. net

Thomas Martindale & Co., Philadelphia, Pa.

"THE BOTTOM AS GOOD AS THE TOP"

Our **Apelpi Evaporated Apples** are a prime grade of New York fruit, selected from the best flavored and matured apples.

The square cartons are lined with waxed paper and their contents are guaranteed to be as fine as anything in the market.

Every piece of fruit is hand picked and must be perfect before it goes into our machines.

The result is a product for which the demand is not only enormous, but constantly growing.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON Distributers — **28 So. Front Street** Philadelphia, Pa.

If the Butter Don't Suit Give Back the Money

As wholesale distributers of **Gurnse Butter** we give you this public authority to refund the money in case any one of your customers who buys **Gurnse Butter** doesn't like it. Have you the slightest doubt you can sell **Gurnse Butter** with a refunding guarantee like this?

Gurnse Butter is a clean, pure, wholesome creamery butter, without garlic or any other strong flavor—the sort of an all-the-year-round brand that makes a splendid leader.

P. F. BROWN & CO.
No. 39 S. Front Street, Philadelphia, Pa.

—9—

yer's, 2s	
& B., 3s	
& B., No. 2	
e Wax Beans—	
orn	.67½
ampion	.62½
mpass, No. 10, 1 doz	3.00
d Beans—	
& M., No. 3	1.35
& M., No 3, tomato sauce	1.55
mpbell's, No. 2, plain	.87½
mpbell's, No. 2, sauce	.87½
ford, No. 3	.90
rragansett, No. 2, tomato sauce	.97½
rragansett, No. 3, tomato sauce	1.37½
n Camp's, No. 1, sauce, 4 doz	.87½
n Camp's, No. 2, sauce, 2 doz	1.32½
ore & Brady, No. 3, plain	.77½
ore & Brady, No. 3, sauce	.82½
ore & Brady, No. 1, picnic size, plain	.35
ore & Brady, No. 1, picnic size, sauce	.37½
tory, No. 1, tomato sauce, 4 doz	.45
rtin Wagner Co., No. 3, plain	.92½
rtin Wagner Co., No. 3, tomato sauce	1.00
rtin Wagner Co., Midnight Lunch, No. , 4 doz	.47½
immel's, No. 1, sauce	.50
immel's, No. 2, sauce	.87½
immel's, No. 2, plain	.82½
nker Hill, No. 3, plain	.75
nker Hill, No. 3, tomato sauce	.77½
lder's Pork and Beans, in tomato sauce—	
-lb. cans, 2 doz. per doz.,	1.80
-lb. cans, 3 doz. "	1.40
-lb. cans, 4 doz. "	.90
-gal. cans, ½ doz. "	5.00
nyside Pork and Beans, plain or in sauce—	
-lb. cans, 2 doz. per doz.	.95
-lb. cans, 3 doz. "	.70
-lb. cans, 4 doz. "	.45
-gal. cans, ½ doz. "	3.00
Kidney Beans—	
n of Arc, No. 2	.82½
rtin Wagner's, No. 2, 2 doz	.72½
n Camp's, No. 2, 2 doz. per doz.	.82½
tory brand, No. 1, 4 doz. per doz.	.45
—	
rnlet	1.50
erican Beauty, extra fancy, Shoe Peg	.85
am of Susquehanna	.95
er's, G. W., whole grain	85
val Blue, fancy, York State, crushed	.77½
e Peg, Susquehanna	.80
e Peg, Osborn's	.72½
rk, crushed	.67½

—10—

Peas—	
French, Extra Fins, 100 cans, per case	16.25
French, Tres. Fins, 100 cans, per case	14.75
French, Fins, 100 cans	13.75
French, Moyens, 100 cans	13.50
Belle Rose, Fancy N. Y. State Sifted, Little Champions	1.50
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1 25
Parrot Junes	1.05
Jumbo June	1.15
B. F. F. Junes	1.00
Honey Bee, Early June	
Little Nell's, Baltimore	.65
Beets—	
Red Jacket, No. 3, small	1.45
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
McMurray's Mountain	.80
Spinach—	
Champion, No. 3	1.45
Farren's, No. 10	4.25
Sweet Potatoes—	
Plantation, No. 3	.92½
Delaware, 3-lb., 2 doz	.95
Pumpkin—	
Catawba brand, extra fancy, N. Y. State, No. 3	.85
M. & W., Dog Head, No. 3	.80
Andrews & Co., No. 2	.47½
Asparagus—	
Del Monte, mammoth, No. 2½	4.25
Oak, large, No. 2½	4.50
Swan, No. 2½s, medium, California	4.15
El Rio, medium, No. 2½	3.25
Sovereign, large, round, 2 doz	2.60

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra standard	2.25
Standard	1.75
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Cherries—	
Extra quality, 2½s	3.40
Extra standard, 2½	3.30
Standard, 2½	

—11—

Peaches—	
Extra standard, lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 1 lb., 4 doz	1.65
Prize Medal, lemon clings, No. 10, 1 doz	7.75
Express, yellows, 2½s	2.10
Plums—	
Extra standard egg	
Extra standard green gage	
Standard egg	
Standard gage	

DOMESTIC CANNED FRUIT.

Apples—	
Derby, No. 10, 1 doz	2.85
Pride of Shenandoah, No. 3, 2 doz	.95
Spring Garden, fancy, 3s, 2 doz	.90
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	
Blueberries—	
Main, No. 2	
Main, No. 10	
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	
Peaches—	
Calumet, yellow, light syrup	
Terrapin, No. 3	1.05
Pears—	
Matchless, extra fancy, No. 2	1.40
Raspberries—	
Mikado, red, fancy, N. Y. State, preserved, No. 2	1.25
Rhubarb—	
Silver Lake, No. 3	
Strawberries—	
Silver Lake, No. 2	
M. & W., No. 1	
Terrapin, standard, No. 2	
Pine-apple—	
M. & B., India River, E. & C., No. 2	1.65
Wagner's, E. & C., No. 2	1.45
Singapore, chunks, No. 1½, 4 doz	1.20
Singapore, cubes, No. 1½, 4 doz	1.20
Wagner's, No. 1, cocktail, 2 doz	.95
James, No. 3, pie, grated	.75

—12—

The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.

Tan Chop Hin, ¾-lb. chunks per doz.	.80
" 1 " " "	.87½
" 1¼ " " "	1.17½
" 1¼ " sliced "	1.35
" 1¼ " grated "	1.35
" 2¼ " whole "	1.85
Packed in their own juice:—	
1¼-lb. chunks, extra heavy syrup...per doz.	1.45
1¼ " sliced "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz.
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	.95
Star, No. 1, 4 doz	.97½
Lobster—	
B. & M., No. ½, flat, 4 doz	2 17½
B. & M., No. 1, tall, 2 doz	4.05
Star brand, No. ¼, flat, 4 doz	1.30
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.15
Shrimps—	
Barataria Canning Co., new, No. 1, 2 doz	
Lopez & Dukate (Barataria), new, pickled, No. 1, 2 doz	1.15
Mackerel—	
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.60
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.07½
Boyer's, No. 2, 2 doz	2.00
M. & B., No. 1, 2 doz	1.05
Stewart's, No. 2, 2 doz	2.00
Stewart's, No. 1, 2 doz	1.00
Victory, No. 1 doz	1.02½
Kippered Herring—	
Maconache's, 2 doz., plain	1.50
Salmon—	
Cook's, Holly, Colorado River, No. 1, tall	1.75
Cook's, Holly, Colorado River, No. ½, flat	1.15
Hapgood's, No. 1, tall, 4 doz	1.85
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.10
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Rising, light, fancy, red, No. 1. tall	1.17½
Humes, Karluk, No. 1, tall, 4 doz	1.22½

Ritter's Guaranty

In compliance with the rules and regulations for the enforcement of the Food and Drugs Act published by the Commission appointed for this purpose, we have filed a guaranty covering all our products with the Agricultural Department in Washington under the serial number 1017.

In the future all our products will be labeled in accordance with Regulation Nine as follows: *Guaranteed under the Food and Drugs Act, June 30, 1906, No. 1017.*

This guaranty is sufficient and covers every sale we make and no individual guaranties are necessary.

It has always been our aim to manufacture pure and wholesome food, to comply with existing laws and to protect all who buy our products, and we shall carry out this principle in the future.

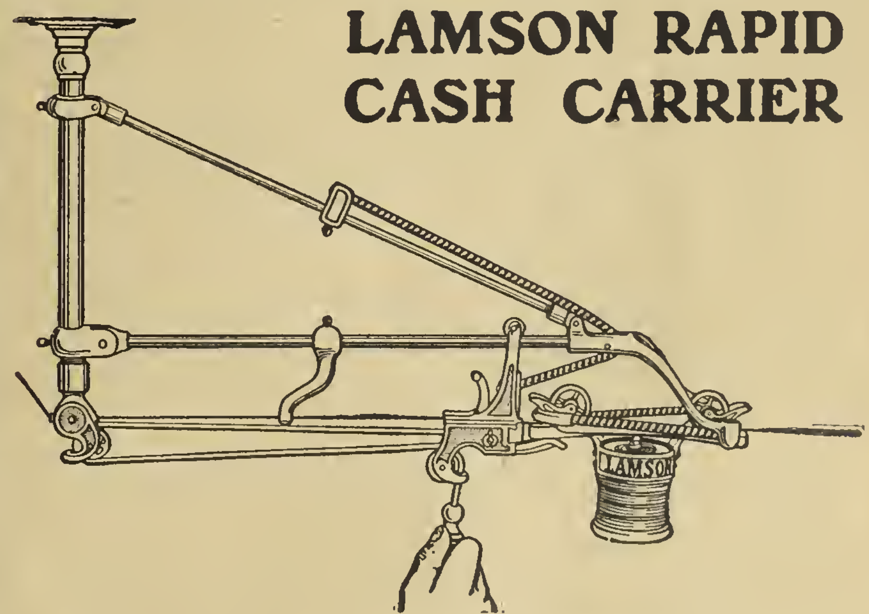
We hope to deserve your continued confidence and patronage.

Philip J. Ritter Conserve Co.

PHILADELPHIA, PA.

Fruit Butters, Preserved Fruits, Fruit Syrups, Cranberry Sauce, Catsup, Honey, Mince Meat, Chili Sauce, Mustard, Jellies, Salad Oil, Baked Beans, Jams, Crushed Fruits, Soups, Canned Fruits, Canned Vegetables

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.30
Leader, fancy, red, No. 1, tall	1.22½
Defender, medium, red, Alaska, No. 1, tall	1.17½

Plain.

La Champagne, ½'s, key	25 00
" ¼'s, key	17.00
Lucullus, ¼'s	13 00
C. Morel, ¼'s	10.00

SARDINES—Boneless.

Le Marchand, ⅛'s	
La Champagne, ¼'s, key	
Cadean, ¼'s, key	25.00
Imported—	
French,	
⅛s, Martels	9.40
½s, Martels	13.50
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8.25
Mustard—	
¼s, Irma, 100 cans	3.42½
¼s, Eureka, key, 100 cans	3.27½
¼s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3 00
¾s, Underwood's, 50 cans	
¾s, Irma, 50 cans	3.25
¾s, Harbor, 50 cans	3.35
¾s, Booth's, extra, in cartons, 50 cans	2.70
¾s, Continental, key, 48 cans	2.60
¾s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.67½
¼s, Continental, key, 100 cans	3.37½
¼s, Le Baron, 100 cans	3.12½
¼s, Imperial, 100 cans	
Gold Label, ¼s, oil, 100 cans	6.25
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30

CANNED MEATS.

Corned Beef.

	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.20
" " with key, No. 2, 1 doz	2.25
Fairbank's, with key, No. 1, 2 doz	1.15
" with key, No. 2, 1 doz	2.15
" with key, No. 6, 1 doz	7.65
" with key, No. 14, ½ doz	16.50
Libby's, with key, No. 1, 2 doz	1.20
" with key, No. 2, 1 doz	2.20

Chipped Dried Beef.

No. 1, 2 doz	1.85
No. ½, 2 doz	1.05
Glass, No. ½, 2 doz	1.25
Glass, No. 1, 2 doz	2.25
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.72½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.55

—14—

Acme Sliced Smoked Beef.

	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz.	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.12½
Fairbank's, No. 2, 1 doz	2.15
Armour's, No. 1, 2 doz	1.22½
Armour's, No. 2, 1 doz	2.25
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.05
Kingan's, No. 2, 1 doz	2.05

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armeur's Veribest, No. ¼, 4 doz	.48
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.40
Libby's, No. ½, 4 doz	.70

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.82½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2 25
Tongue	1.25	2 25
Chicken	1.95	3.00
Turkey	1 95	3.00

Soups.

			per doz.
Snider's Tomato Soup—			
3 lb. cans, 2 doz			2.35
2 lb. cans, 2 doz			1.35
1 lb. cans, 4 doz			.90
Gallons, cans, ½ doz			5.00
Schimmel's, assorted, 1 lb., 4 doz			.85
Campbell's:—			
No. 1 cans, 4 doz. to case, straight or assorted, all kinds except Tomato	per doz.		.87½
No. 1 cans, 4 doz. to case, assortment No. 1 containing 8 cans Tomato	"	"	.87½
No. 1 cans, 4 doz. to case, Tomato	"	"	.95
No. 8 cans, 24 to case, all kinds except Tomato	"	"	2.50
No. 8 cans, 24 to case, Tomato	"	"	2.65
Gallon cans, 6 to case, all kinds except Tomato	"	"	7.75
Gallon cans, 6 to case, Tomato	"	"	8.25

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boulion	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Eicroften Mixtures	"	.08¾
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09¾
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.09¾
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.10
I X L Assorted Chocolate	"	.11½
King B Assorted Chocolate	"	.12½
No. 1 Fine Assorted Chocolate	"	.15½
Nonpariel Drops	"	.10½
Chocolate Covered Caramels	"	.11
Dairy Chocolate Chips	25-lb. pails	.15½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.16½
Cream Cocoanut Balls	28-lb. pails	.09½
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.07½
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Losengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.11½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, half-pints, 2 doz	1.10
" " pints, "	2.00
Waldorf, medium, 12 oz., screw top, 2 doz.	.87½
Snider's Catsup:—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—	Per Case.
Small, 25 bottles in case	2.75
Medium, 25 bottles in case	4.25
Large, 12 bottles in case	3.25

WHERE *the* GLASS JAR COMES IN

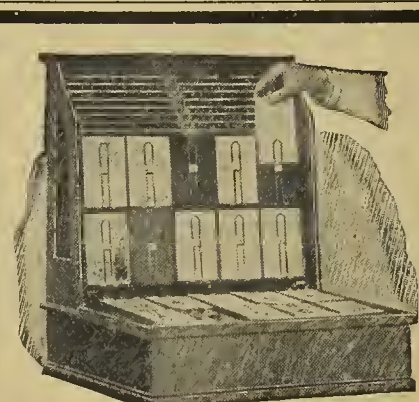
The glass jar in which **Croft's Swiss Milk Cocoa**—and that only—is packed offers the entering wedge to a sale, because it is unusual.

No woman ever saw cocoa packed in glass before; the sight is novel; she asks about it, and if you help a little, she buys.

Bought once, **Croft's Swiss Milk Cocoa** will always be bought again, for it has a flavor which has never been successfully imitated. Our exclusive making process removes the bad, develops the good, and the result is the smoothest, most delicious drinking cocoa on the market.

Croft & Allen Co.

PHILADELPHIA, PENNA.



McCaskey
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The name McCASKEY is synonymous of SYSTEM.

The McCASKEY ACCOUNT REGISTER SYSTEM is acknowledged to be the most complete and UP-TO-DATE method ever devised for handling the accounts of retail merchants.

The McCASKEY is endorsed and recommended by certified public accountants and auditors.

The McCASKEY is being used in commercial colleges for teaching students the LATEST, SHORT-CUT methods of handling accounts in an easy and simple manner.

It gives you complete information regarding every detail of your business—prevents errors and pleases your customers.

The ONLY COMPLETE ONE-WRITING SYSTEM.

A 64-page catalog free. Drop us a postal.

THE McCASKEY REGISTER CO., 30 Rush St., Alliance, Ohio

Manufacturers of the Famous Multiplex Duplicate and Triplicate Carbon Pads; also, End Carbon, Side Carbon and Folded Pads.

New York Office: 140 West Forty-second St., G. M. Orton., Mgr.

New Jersey Office, 15 Clinton St., Newark.

C. T. Baxter, Dist. Mgr. for Maryland, Delaware and Eastern Penna. Office at 406 Central Trust Bldg., Cor. Market and 4th Streets, Philadelphia, Pa.

J. D. Lasley, Dist. Mgr. for Virginia, North and South Carolina and District of Columbia. Office at Room 15, Central Nat'l Bank Bldg., 7th Street and Pennsylvania Avenue, Washington, D. C.

AGENCIES IN ALL PRINCIPAL CITIES

—17—

ɔbell's Beefsteak Tomato Ketchnp:—	
pints, 24 bottles to case	1.10
its, 24 bottles to case	2.00
ɔbell's Tomato Ketchup:—	
it bottles, 24 to case, per doz	1.40
pint bottles, 24 to case, per doz	.90
ɔbell's Chili Sauce:—	
its, 2 doz. to case	1.40
pints, 2 doz. to case	.90
it. Condiments, 2 doz. to case, per doz	.90

CHOCOLATE AND COCOA.

	Per lb.
er Baker & Co's:—	
mium, 12 to 25 lbs	.30
acas, sweet, 6 lbs	.32
man, sweet, 6 to 12 lbs	.22
to, sweet, 6 lbs	.32
oa, ¼-lb. cans, 12 lbs. in box	.37
oa, ½-lb. tins, 12 lbs	.37
l. Baker s:—	
it Cocoa, ½-lb. size...per lb.	.36
" ⅛-lb. " "	.38
mium Chocolate, ½s, 12 lbs	.30
" ¼s. 12 lbs	.31
it Sweet Chocolate, ¼s	.21
it Sweet Chocolate, 1-5s	.21
nilla Sweet Chocolate, ⅙s	.29
ey's—	
nilla Sweet, ⅙s, 6 lb...per box	1.55
iss Milk, ⅙s, 6 lb "	1.45
a, Epp's, ½-lb. tins, 7 lbs	.42
Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" 6-lb. boxes, ½-lb. tins, per tin,	.37½
" 6-lb. boxes, ¼-lb. tins, per tin,	.19
Huyler's, ½s, 6 lb	.43
" ¼s, 6 lb	.45

lorp's Royal Dutch Cocoa, 12-lb. cases—		Per can.	Per doz.
b. round cans		.18½	2.21
b.	"	.29	3.48
b.	"	.57	6.84
-oz.	" 50 cans in case	.07	
			Per lb.
).	"	2.75	.55

lorp's Chocolates, 6-lb. boxes, 24 boxes n case—	
lk Chocolate, 6 to lb	.45
een, 4 to lb	.42
eet Vanilla, 4 to lb	.28
" 8 to lb	.28
in Cooking Chocolate, ½-lb. cakes	.32
er's Cocoa Powder—	
lb. tins, 2 doz. in box...per doz.	1.88
lb. tins, 2 doz. in box "	3.50
lb. tins, 1 doz. in box "	6.50
lb. tins, 1 doz. in case...per lb.	.52
lb. bags, 1 doz. in case "	.50

—18—

Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes...per lb.	.37
" ½-lb. tins, 6-lb. boxes...per lb.	.36
Wilbur's Chocolate—	
Premium, ⅙s, 12-lb...per lb.	.30
Sweet Clover, ⅙s, 6-lb...per lb.	.25

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ⅕s	.36
Cocoa, labeled, ⅛s	.38
Premium Chocolate, ⅙s	.28
Premium Chocolate, ¼s	.30
Ideal Chocolate and Cocoa Co.:—	
Ideal Cocoa, ½-lb. size...per lb.	.40
" " ⅛-lb. " "	.41
" Baking Chocolate, ½-lb size "	.27
" " " ¼-lb. " "	.29
" Milk Chocolate, 6-lb. box...per box	1.65
" Vanilla, Sweet, 6-lb. " "	1.65
Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.33
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.33
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.33
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.33
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.28
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages	.28
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.28
Vanilla Sweet Chocolate, 50 5-cent packages in box...per box	1.65
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.41
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.41
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.40

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.39
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.39
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.39
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.38
Diamond Chocolate, sweet, ¼-lb. pkgs.	
6-lb. boxes, 12 boxes in case...per lb.	.24
12 " " 6 " " "	.24
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.30
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	32
½-lb. tins, 6-lb. bxs., 12 bxs. case "	30
Milk Chocolate, 50 5-cent packages in box, per box	1.65
Peter's Milk Chocolate:—	
No. 61—½ lb. size, croquettes...per lb.	.48
No. 62—¼ lb. " " "	.48
No. 63—½ lb. " flat packets "	.48
No. 64—¼ lb. " " " "	.48
No. 93—⅛ lb. " " " "	.48
No. 66—⅛ lb. " " " "	.50
No. 67—1/16 lb. " " " "	.50
No. 68—1/20 lb. " " " "	.50
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ⅛s, 2 doz. in box	1.85
" " ¼s, 6 lb. "	.37
" " ½s, 6 lb. "	.35
" " 1s, 12 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" " " 120 2-c. cakes	1.50
" Caracas, ¼-lb. cakes, 6 lb. in box	.30
" Superior Sweet, 6 lb. "	.22
" Premium, ¼s, 12 lb. "	
" " ½s, 12 lb. "	
Hawley & Hoop's Breakfast Cocoa—	
A No. 1, ½-lb. tins, 12 in box	.34½
" ¼-lb. " 24 "	.35½
Cocoa Shells, cleaned, bags...per lb.	.01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes...per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box...per box.	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ⅛-lb. " 6-lb. "	.31½
" ⅛-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ⅛s, 6-lb. boxes	.26½
" ⅛s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes...per box,	1.35
" 3-c., 72 " "	1.40

—20—

Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27
Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	3.85
Defiance, 4 doz	3.85
Dime, 4 doz	3.55
Winner, 4 doz	4.15
Baby, 1 doz., glass	1.90
Red Cross	4.15
Peninsular	4.10
Dr. Hand's, 2 doz	3.10
Leader	3.80
Banner, 4 doz	4.05
Star, 4 doz	4.15

EVAPORATED MILK.

Peerless, family size, 4 doz	3 40
Peerless, 5c. size, 4 doz	1.92½
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	
Silver Cow, 5c. size...6 doz.	3.20
Pet, 10-c. size, 4 doz...per case	3.40
Pet, 5-c. size, 6 doz...per case	2.75

HIRES CONDENSED MILK AND CREAM

	Per case.
Hires Condensed Milk	**5.60**
Queen	**4.00**
Blue Ribbon	**3.80**
Premium	**3.80**
Silver	**4.15**

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	**4.00**
Five cases or more	**3.95**
Twenty-five cases or more	**3.90**
Fifty cases or more	**3.85**

Compare This Picture With Your Store

We can make your place look like this and we can afford to do it for less money than anybody else.

MILLER & ENGLAND

7012-14-16-18 Woodland Avenue

PHILADELPHIA, PA.

CASH REGISTERS

SECOND-HAND

You cannot afford to be without a Cash Register when you can purchase one for so little money.

Come in and let us show you our line. It costs you nothing to investigate.

CASH OR MONTHLY PAYMENTS

American Second-Hand Cash Register Exchange

901 Filbert St., Philadelphia, Pa.

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ½s	.26
" ¼s	.28
" ½s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10½
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Bijou Cookie	.07½	.08
Brown Edge Water		.09
Butter Toast	.07½	.08
Clover Mixed		.08
Cocoanut Ripple		.10
Cry Babies		.09
Fig Bars		.10
Fruit Cookies	.07½	08
Fruit Gem	.08	.08
Ginger Snaps, XX	.06	.06½
Ginger Vedettes	.07	.07½

—22—

Graham Wafers		.10
Grandma Cookies	.07½	.08
Honey Jumbles, XX		.10
" " Iced		.10
Honey Kernel		.10
Iced Ginger Tablet		.08
Iced Penn Treaty		.07½
Iced Vedette Wafer	.07½	.08
Macaroon Cookie		.10
Man-in-the-Moon		.08
Matchless	.08	.08
Milk Lunch	.07	.07½
Oriental Cookie	.07½	.08
Quaker City Mixed	.07½	.08
Quiver Mixed	.07	.07½
Orange Cookies	.07½	.08
Peerless		.08
Soda Biscuit, XX	.06	.06½
" " No. 1	.07	.07½
Spiced Wafers	.07½	.08
Sunshine Cookie	.07½	.08
Suprema	.08	.08
Wavelets		.09

Package Goods—	Per doz.
Bonnie Water	.95
Butter Toast	.50
Cracker Meal	.84
Cresco Cookies	.95
Fairy Oyster	.50
Gingerettes	.95
Gold Medal Soda (10-cent size)	.95
" " (5-cent size)	.50
Graham Wafers	.95
Milk Lunch	.95
Ivinettes	.95
Butter Thins	.95

Freight paid on 100 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN
WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish.p. dz.	1.15

—23—

Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish.p. dz.	1.75
Wein Senf, in bbls....per gal.	
" 1 gallon stone jars ....per jar	.75
" 5 gallon kegs....per keg	2.50
Prepared Mustard, in bbls....per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
....loaf,	.26½
Sap Sago, 3 to a lb.....cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
" in tin....per lb.	.26
" 1-lb tins....per case	3.25
Camembert, in wood boxes....per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz	1.45
Parmesan, grated, ready for use, large bottles, per doz	
Parmesan, grated, ready for use, small bottles, per doz	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1....loaf .19 cut	.20
" " Square loaves, No. 2, about 25 lbs. each....per lb.	.19
Limburger Cheese, No. 1....box, .14; ½ box. 15; less	.15
Muenster Cheese....per lb.	.18
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.19½
Pineapple (Picnic size), 6 in box....per box	
" (Gem size), 6 in box "	3.00
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case....per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size.per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.30
" d'Isigny, " 6 in box... "	1.30
Wm. Tell brand, 12 in box "	1.10
Neufchatel (Cow brand), 25 in box....per box	.95
Star Cream, or Phila., 12 " .... "	2.00
Miniature Cream, or Phila.12 " .... "	1.00
Hand Cheese, 8 doz "	1.25
" 4 " "	.65
" 4 " Thuringer "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.
Schutzen Cheese, 12 in box "	
American Mountain Cheese (Alpen Kase), 50 1-lb. packages....per lb.	

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight)....per lb.	
Wiener Wurstel, 16 in tin....per doz.	4.
" 8 " "	2.
Carlshad Speck (Imported Bacon) .... "	
Imported Cervelat Sausage (Rolff's)....per lb.	
Imported Frankfurters....per doz.	3.
Goose Breast, imported, marked weight, per lb.	
Pate de fois Gras, small size....per doz.	3.
American Holsteiner..by bbl. 11½ less, per lb.	
" Landjager, short....per lb.	
" " long "	
" Mortadella, Dry....per lb.	
" Knackwurst, 25 in box, per box, $4.75....per doz.	2.
" Cervelat (E), 50 and 100-lb. boxes, .21½; less	
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less	
" Cervelat, Crescent, 50 and 100-lb. boxes, .16; less	
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .22½; less	
" Salami (E), 50 and 100-lb. boxes, .21; less	
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .19; less	
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less	
" Tongue Sausage....per lb.	
" Smoked Braunschweiger Liver Sausage....per lb.	
" Lachs Ham "	
" Petit Delicatess Frankfurters, plain, per doz	
" Petit Delicatess Frankfurters, with Sauer Kraut....per doz.	
" Lebanon Beef Bologna....per lb.	.15-
" Paprika Speck "	
Mettwurst, half-ronnd "	
Liver Sausage (Special), truffle, goose or sardellen....per lb.	
Smoked Thuringer Blutwurst "	
" Pfefferwurst "	

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz	4.
" (Derby Brand), quart glass jars per doz	5.
" (Derby Brand), 10-oz. jars, per doz	2
Calves' Head, in round tins....per doz.	1.
Pickled Meats, in glass "	1.
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

This Has It

Foreigners have a knack of preparing food specialties with a flavor that we on this side can't seem to get. Take **Bismarck Heringe**, a canned fish specialty that we import, and whose packing we control. It is cured in pure vinegar and pure spices, and nothing else, and has an enticing flavor that brings back the consumer time and time again.

There is nothing like it in this country, and if you want something exclusive, you ought to put it in.

F. H. PHILLIPS & CO.
Nos. 444-446 Greenwich Street
NEW YORK

Philadelphia Representatives,
F. H. FROMM & CO., 10 South Water Street

The GREAT Ramly

Is the one spelled R-A-M-L-Y, the finest Turkish cigarette ever made to sell for 10 cents. So good, other cigarettes are made to look like it, so they will sell on the Ramly's reputation.

If you want to give your customers an ideal smoke, sell them the Ramly. You won't have to tell them about it the second time—they'll *ask* for it.

Mentor Cigarette Company
404 Atlantic Avenue
Phila. Rep., ARTHUR HAGAN & Co.
151 North Third Street
BOSTON, MASS.

The Household Drink
Get a can from your Grocer
HOOTON'S COCOA

Remember—Hooton's Cocoa, Newark, N.J.

Order a box of your jobber, or if your jobber does not carry it in stock send direct to

Hooton Cocoa & Chocolate Co
351 North Fifth Street
NEWARK, N. J.

—25—

el Salad, in glass.........per doz.	1.00
" in pint jars, glass.......... "	
" in quart jars, glass .... "	
mb tongues, in glass.......... "	1.60

OLLAND AND SCOTLAND HERRINGS.

	Kegs or Pails.
olland Herring, mixed, "Y. M." ½bbl. 5.50	60–75
" milkers, " ½ bbl. 6.50	75–85
" mixed, Standard, bbl. ½ bbl..........	
olland Herring, milkers, Standard, bbl. ½ bbl..........	
otland Herring. mixed, large fulls, bbl. ½ bbl 8.00.........	
" milkers, large fulls, bbl ½ bbl. 8.00..........	
arinirte Herring, Imported, about 40 in pail.	1.25
ll Herring, Imported, about 25 in pail.........	1.00
iced Herring, Imported, about 40 in pail.	1.00
orway Stockfish, dry..........per lb.	15
atjes Herring..........per pail	

BISMARCK HERRING.

nt size, round tins, with key..........per tin	.20
art " " " .... "	.35
Qt. " " " .... "	.55
Qt. " " " .... "	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

oll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
at-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
nglish Sprats, 36 bunches per box..........	
ruger's Roll- and Brat-Haring, oval tins, per doz..........	2.50

RUSSIAN SARDINES.

nported Fish (Wallkoff Brand) ....per keg	.75
" 5-lb. pails..........per pail	.55
" 10-lb. pails.......... "	1.05
nt Spiced Sardines, per 10-lb. pail.... "	.75
" " 5-gal. keg..........per keg	2.75
ussian Sardines, in glass jars..........per doz.	2.25

NORWAY ANCHOVIES.

riginal Package..........per ½ bbl.	5.50
epacked in 5-lb. pail..........per pail	.60
" in 10-lb. pail .... "	1.10
" in 5-gal. kegs..........per keg	2.75
" in ½-lb. flat tins..........per doz.	.95
" in ½-lb. tall tins.......... "	1.50
" in 1-lb. tall tins.......... "	2.00
ancy Kegs—1 1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg..........	.20

SALT SARDELLEN.

riginal Package, 1902..........per anker	16.00
epacked—kegs, about 8 lbs..........per keg	2.75
" pint jars..........per doz.	6.00
" large tumblers.......... "	2.25
" small tumblers.......... "	1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz	16.00	½ kilo Cans, per dz.	16.00
½ " "	8.50	¼ " "	8.50
¼ " "	4.25	⅛ " "	4.25
⅛ " "	2 25	1/16 " "	2 25

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—about 2000..........per cask	
50 " bbl.— " 1200..........per bbl.	9.00
15 " keg— " 500.......... per 100	
10 " keg— " 300.......... "	.85
5 " keg— " 150.......... "	
10 lb. pail— " 50.......... "	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask..........per cask	
48 gal. bbl. ....per bbl.	6.50
10 " keg..........per keg,	3.20
5 " " .... "	1.15
10 lb. pail.......... per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)..........per lb.	.18
Spitzkugeln.......... "	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg...per bundle	.30
Basler Lebkuchen, No. 1, 6 " ... "	.50
" " No. 2, 6 " ... "	.75
" " No. 3, 6 " ... "	1.00
Amandines, 9-lb. tins..........per tin	5.25
" small tins .... "	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag..........	
Green Kern ....per lb.	.09½
Potato Flour.......... "	.07
German Dried Pears.......... "	.14
Dried Mushrooms.......... "	.60–.80
Juniper Berries.......... "	.08
St. John's Bread.......... "	.05
Bay Leaves.......... "	.06–.08

COTTOLENE.

30 2-lb. tins..........per case	6.85
15 4-lb. " .... "	6.85
6 10-lb. " .... "	6.85

Freight prepaid on two-case lots.

—27—

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates...	.24
Western..........	.23

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.13½
New York, Full Cream, new, 1st's, 40-lb. bxs.	.13
Picnic, Full Cream, new, fancy, 20-lb. bxs......	.14

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.........	.27
Anchovies, in oil, ⅔ bottles	4.50
" " ¼ "	3.25
Anchovy Paste, fancy, per doz..........	4.75
" plain, per doz..........	3.75
Bouillon, Burnham, pints, 2 doz. in case......	3.75
" " ½ pints, 2 doz. in case....	2.00
Capers, Nonpareil, ½ gallon kegs..........	1.50
" " Quart, glass.......per doz.	7.00
" " bottled, ⅔ size... .per doz.	2.35
" " " ½ " ..... "	1.90
" " " ¼ " ..... "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.50
" med. " " 12 " "	5.00
" small " " 24 " "	4.50
Cherries in Maraschino, in glass, 1-doz. case...	8.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" " 3 lb., 2 dz. case "	2.20
Currie Powder, pints, per doz..........	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ⅛'s	2.85
" ¼'s..........	5.50
" ½'s..........	10.50
" 1's..........	20.00
French Peas, Extra Fins, per case..........	17.00
" Fins, per case	15.00
" Moyen's, per case..........	13.00
Kippered Herring, 6 doz. in case........per doz.	1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case...	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb...	.19
" " Dinner Biscuits, per lb...	.29
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz..........	1.25
" " ½ pints, per doz..........	.60
Salt, in 4-doz. stone jars..........	1.75
Morris' Extract of Beef, 4 oz., per doz.........	6.50
" " " 2 oz., "	3.55
Armour's Beef Extract, 2 oz., "	4.45
" " " 4 oz., "	8.20
Anker's Extract of Beef, 120 vials..........	4.00
" " " 4 oz..........per doz.	4.00
" " " 8 oz.......... "	7.25
" " " 16 oz.......... "	13.50
Theodore Marquet Mushrooms:—	
First Choice..........	
Choice, 100 tins per case..........	
Extra, " "	
Hotel, " "	22.00

—28—

Truffles, 1/16..........per tin,	.30
" ⅛.......... "	.55
" ¼.......... "	1.15
" ½.......... "	2 25
Shrimps, Pickled, small size..........	1.00
Dunbar's Shrimps, 2 doz., per doz..........	2.25
" Figs in Cordial, 1 doz., per doz.......	5.00
Bishop's Figs in Cordial, 1 doz., per doz........	6 50
Crystallized Ginger, 1-lb. tins, per doz..........	4.00
" " ½-lb. " "	2.25
Rose's Lime Juice, per doz..........	3.60
Victor Rose Water, per doz..........	2.25
" Peach Water, per doz..........	2.25
Pitted Olives, per doz..........	5.25

FLOUR.

	Per Bbl
Gold Medal..........	5.75
Ceresota..........	5 75
Pillsbury's..........	5 75
Taylor's Fancy..........	5.00
Pride of the West..........	4.70
Sunbeam..........	4.60
Quaker City..........	5.50

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages..........	
Franklin Pancake, 30 2s..........	3.55
Uncle Jerry's Pancake, 40 packages	
Hecker's Buckwheat, 16 3s..........	
" " 64 1½s..........	
" Flapjack Flour, 24 2s..........	
Log Cabin Pan Cake Flour, 36 2s..........	3.25
Ralston's Purina Pancake Flour, 36 2s..........	3.00

HONEY.

Domestic, barrels..........per gal.	.69
Selser's, lunch bottles, 2 doz..........per doz.	.95
Selser's, medium bottles, 2 doz..........per doz.	1.35
Schimmel's, 12-oz. bottles, 2 doz. in case......	1.35
" 6-oz. " " "	.90

THE THREE LABOR SAVERS

Porcella, Radax and Tilo

Porcella is the greatest thing ever made for cleaning porcelain tubs. It is the only thing of the kind ever endorsed by the plumbing trade.

Radax is used for the same purposes as borax, but it has **six times the strength.** It will actually take ink out of a board floor.

Tilo is a preparation for cleaning tile. It makes it just like new. No matter what it may be stained with, Tilo will remove it.

We are giving a generous quantity of Universal Coupons with all three products to dealers to reward them for pushing these goods. An additional reward will be pleased customers.

THE PORCELLA COMPANY

C. L. SEXTON, 241 S. Front St.
Phila. Representative

PITTSBURG, PA.

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

—29—

FARINACEOUS GOODS.

Corn Meal—	Per Bag
Lea's, white, 100 lbs	1.75
" yellow, granulated, 100 lbs	1.75
" " table, 100 lbs	1.70
Western yellow, 100 lbs	1.45
Quaker, 36 packages	2.65
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.10
Beans—	
California Lima, new ... per lb.	.06
Marrows, Fancy N. Y. State, grain bags ... hush.	2.12½
Marrows, New, Extra Choice, N. Y. State, grain bags ... hush.	2.10
Medium, Fancy N. Y. State, grain bags, bu.	1.85
Pea, fancy, N. Y. State, grain bags, bushel	1.87½
Pea, fancy, Michigan, grain bags ... bushel	1.80
Red Kidneys ... "	2.45
Peas—	
Green ... per hushel	
Scotch ... "	2.25
Split, yellow ... "	2.00
" green ... "	2.65
Lentils—	
110-lb. hags ... per lb.	.08¾
Less quantity ... "	.09¼
Shaker Corn—	
Fancy, barrels ... per lb.	
Less quantity ... "	
Hominy—	
Lea's Breakfast, 10 pkgs ... case	1.45
Lea's Pearl, 100 lbs ... per bag	1.90
Schumacher's Breakfast, 10 pkgs. to case	1.25
Barley—	
OO	.05½
No. 3, 100-lb. bags	3.15
Noodles, Climax, 24 10c. pkgs., case	1.05
" " 48 5c. pkgs., case	1.15
" " asstd., 24 5c., 12 10c. case	1.10
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Oatmeal, B, per hbl	6.10
" " kegs 100 lbs., per keg	3.20
Oaten Goods, in cases—	Per case
Avena, 36 packages	2.90
Banner Oats, 20 packages	3.85
Friends' Oats, 36 packages	3.00
Mother's, 36 packages	3.15
Pawnee, 36 packages	2.65
Quaker, 18 10c. size	1.50
H-O, 24 2's	3.00
Rolled Oats—	
Avena, per hhl., 180 lbs	5.60
Avena, per keg, 90 lbs	2.95
Standard, 180-lb. bbls	
" 90-lb. bags	2.60

—30—

Sago—	
Fine, bags about 160 lbs	.06⅛
50-lh. lots	.06½
Admiral, Pearl, 24's	.08½
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 24 1-lb. pkgs	.07¾
" Minute, ¼-gross, per box	2.85
" Flake, abont 125 lbs ... per lb.	.06
" " less quantity ... "	.06½
" Pearl, 150 lbs ... "	.08
" " less qnantity ... "	.08½
Ralston Hominy Grits, 36 2-lb. pkgs ... case	2.70
Purina Cream Graham ... per bbl.	5.00
Ralston Barley Food, 24 2's ... per case,	3.15
Purina Health Flour, 20 5's, Cartons "	3.60
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour	5.00
Packed in 12's, 24's and 48's.	
No. 1, assorted case containing 15 2-lb. packages Wheatlet and 10 5-lb. packages Franklin Flour	4.00

MALTA-VITA, 36 packages ... 2.85

Egg-O-See, 36 packages	2.85
Egg-O-See Corn Flakes, 36 packages	2.85
Cook's Malto Rice, 36 2-lb. packages	4.25
Force Food, 36 packages	4.25
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.75
Flaked Rice, Cook's, 24 packages	2.75
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.40
Pettijohn's Food, 24 packages	2.35
Quaker Puffed Rice, 36 packages	2.80
Quaker Wheat Berries, 36 packages	2.85
Vigor, 36 packages	2.65
Ralston Kornkins, 18 25-lh. sacks ... per bale	3.75
" Health Crisps, 36 10c. packages	2.80
Ralston's Breakfast Food, 36 2-lb. pkgs. pr. case	4.50
Ralston Health Food, 24 1s ... per case	
Triscuit, 30 packages	2.50
Toasted Corn Flakes, 36 packages	2.50
Zest, 36 packages, 10 cent size	2.25
Zest, 36 packages, 15 cent size	2.69
Zest, 20 packages, 25 cent size	3.40

—31—

HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs	4.75
Cases, 3 doz. pkgs.	2.90

HOLLAND RUSK CRUMBS

For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling ... per doz	1.05
" Acidulated ... "	1.05
Cox's, large ... "	1.57½
" small ... "	.95
Plymonth Rock, Pink or White ... "	1.20
Nelson's ... per doz.	1.35
" small ... "	.95
Bromangelon, assorted 3 doz ... "	.87½
Fruit Pudding 2 doz., asst. flavors ... "	.80
Jell-O, assorted flavors, 2 doz ... "	.87½
Jell-O Ice Cream Powder, 2 doz ... "	.97½
Chamer's ... "	.90
Peter Cooper	.90
Trypbosa ... per doz.	.92½
Imperial Wine Jelly ... per doz.	.95
" " ... per gross	11.00
Gelatine, McKinley's ... per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs ... per case	2.70
Kusto, 60 5-cent packs ... per case	2.00
Pudding, assorted, 2 doz ... per case	1.60
D-Zerta Jelly, assorted, 2 doz ... per doz.	.90

—32—

MACARONI.

	Per lb
Larosa Alphabets, square, 25 lbs	.05½
" Elbows, " "	.05½
" Marcaroni, long, "	.05½
" " square "	.06½
Larosa Spagbetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05½
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spagbetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.91
Spice Drops, in baskets, 20 lbs	1.64
" in boxes, 12 lbs	1.00
Small Lebkucben (Honey Cakes), 10 5-cent packages in bundle ... per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. disconnt.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. disconnt.	
600-lh. Platform Scale	18.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2 ... per doz.	9.00
" " " 3 ... "	6.50
" " " 4 ... "	4.50

Buy Your Cheese and Delicatessen Here

You should buy your cheese, your delicatessen and your fancy groceries from me because I not only have made a specialty of these goods but because I carry full lines of all of them and can in most cases sell you cheaper than you can buy elsewhere.

All my goods are strictly high grade and from the best manufacturers in the world.

Let me quote you prices.

CARL WILDE, 357 N. Second Street, Philadelphia

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA

AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY

Guaranteed Meat Products

From now on the wise grocer will sell only meat products that are absolutely guaranteed to conform with all the rigid laws—pure food and inspection—to which the packer is now subject.

Our **Vienna Sausages, Bolognas** and **Smoked Tongues** are among this extremely limited class.

Delicious and superfine products!

M. ZIMMERMAN COMPANY

Main Office: 318-24 East Houston St., N. Y.

Branch Offices: 717 N. Second St., Phila., Pa., and 125-27 Fulton St., Boston, Mass.

Boost Your Own Business

BUY your Coffee, Tea, Baking Powder, Spices, etc., in BULK. We will supply you with the finest cartons ever made at a moderate cost, and label them to your liking—pack your goods in them and every pound you sell you will be boosting YOUR business instead of somebody else's. Shall we send you a sample carton?

PAPER CANISTER MFG. CO.

221-23 North 23d Street. Philadelphia, Pa.

—33—

acco Cutters	1.50
m Money Drawers	2.50
and Twine Holder	1.00
rel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
f Cutters	6.00
g Borers, Enterprise No. 2, 1⅛ to 2 in	1.60
Openers, "Never Slip" ...per doz.	.90
pper's Can Opener ...per gross	13.80
ese Cutters	8.00
fee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
lt Augers, 2 prong	2.50
asuring Faucets	2.00

iladelphia Scoop Co's Sugar Scoops:—

ndestructible, No. 4	per doz.	9.00
" 5	"	12.00
" 6	"	15.00
x. Galvanized Steel Blades, No. 3	per doz.	4.20
" " 4	"	5.40
" " 5	"	7.20
Quality, No. 3	"	2.60
" 4	"	3.00
" 5	"	3.40

rer's Eclipse Counters:—

o.	Length.	No. of Drawers.	Each.
⅓,	3 feet 8 inches,	9	15.00
⅓,	4 feet 10 inches,	12	20.00
⅓,	6 feet,	15	25.00
⅓,	7 feet 3 inches,	18	28.00
⅓,	8 feet 6 inches,	21	31.00
⅓,	9 feet 8 inches,	24	35.00
⅓,	10 feet 10 inches,	27	40.00
⅓,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
e will bill at 10 per cent. discount from
e prices, f. o. b., Ilion, N Y.

es, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**

Dime cartons, 2 doz. in case	per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case	"	.90
Large cartons or tins. 2 doz. in case	"	2.00
Dime Tumblers, 2 doz. in case	"	.90

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...					
Ex. Norway, No. 3...	25 00	13.10	6.65	1.50	1.25
Ex. Norway, No. 4...					
Ex. Bloaters, xxx	36.00	18.50	9.40	2.05	1.69
Ex. Shore, No. 1	24.00	12.50	0.40	1.45	1.21
Shore, No. 1	22.00	21.50	5.90	1.35	1.13
Large, No. 1	20.00	10.50	5 40	1.25	1.05
Large Irish, No. 2	19.00	10.00	5 15	1.20	1.01
Extra Irish, No. 2	18.00	9.50	4 90	1.15	.97
Medium Irish, No. 2..	17.00	9.00	4 65	1.10	.93
Small Irish, No. 3	16.00	8.50	4.40	1.05	.89
Irish, No. 3					
Large, No. 3	16.00	8.50	4 40	1.05	.89
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.25			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	6.00	3.60			
Shore, Round, Med...					
Ocean Whitefish	6.00	3.60			
Salmon, Halifax					
Shad, No. 1, Mess	15.00	8.00	4.15	1 00	.85
Shad, No. 2, Mess	12.00	6.50	3.40	.85	.73
Haddock, Pickled	6.00	3.60			

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.07½
Our Choice, Haddock, 40 lbs	
Gilt Edge, Hake, 40 lbs	.06½

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	08

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

—35—

LOOSE CODFISH.

Extra Large Georges Cod	.08
Large Bank	.08
Medium Bank	.07
Pollock	
Hake	

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring	per box	.15
Small Extra Scaled Herring	per box	.15
Boneless Herring, fancy 10 lb. boxes,	per lb.	.13
Smoked Salmon, whole fish	per lb.	.27
New Cromarty Bloaters, 50s	per box	
" " 100s	"	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Extra fancy, 25 lbs.	.09¾
Fancy N. Y. State, 48 1 lb.	.09½
Fancy N. Y. State, 50-lb. boxes	
Apricots—	
Fancy Moorparks, 25 lbs.	
Choice Royals, 25 lbs.	.18
Choice Royals, 50 lbs.	.17½
Cherries—	
California, Royal Ann, unpitted, 25 lbs.	
Currants—	
Gold Medal, recleaned, 36 1s	.08⅝
Gold Medal, loose, 25 lbs.	.08⅜
Private Growth, extra, cleaned, 36 lbs.	.08¾
" cleaned, 30 lbs. bulk	.08½
Nectarines—	
White, 25 lbs. ...per lb.	
Peaches—	
Fancy yellows, 25 lbs.	.14
Extra choice Muir's, 50 lbs.	
Fancy Muirs, 25 lbs.	
Pears—	
Fancy California, Bartlett, 25 lb.	

—36—

PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs				
30– 40, 25 "	.10½	.10		
40– 50, 25 "	.09	.08¾		
40– 50, 50 "				
50– 60, 25 "	.07¾	.07½		
50– 60, 50 "				
60– 70, 25 "	.07	.06¾		
60– 70, 50 "				
70– 80, 25 "				
70– 80, 50 "	.06			
80– 90, 50 "	.05½	.05¼		
90–100, 25 "	.05			
90–100, 50 "	.04¾			
100–120, 50 "	.04	.03⅞		

Raisins—	
Muscatels, 4 crown, 50 lb.	
" 3 " 50 lb.	
" 2 " 50 lb.	
Cal. Thompson Seedless, 50 lbs.	
Cal. Cleaned Sultanas, 50 lbs.	.10
Cal. Sultanas, 50 lbs.	.09½
Seedless Muscatels, 50 lbs.	
Raisins, Seeded—	
Admiral, fancy, 40 1s	.12½
Ensign, fancy, 36 1s	.12¼
Not-a-Seed, Ideal, 36 1s	.11¾
Citron, 10 lbs.	.17½
" 25 lbs.	
Lemon Peel, 10 lbs.	.12
" 25 lbs.	
Orange Peel, 10 lb.	.12
" 25 lb.	

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case ...per case	2.30
Case No. 5, 1 doz. 25-cent size " "	2.05
Case No. 6, 2 doz. 15-cent size " "	2.47½
2 doz. 15-cent size, 1 lb. ...per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case ...per doz.	2.15
24-12 oz. package, packed 2 oz. in case " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs.	2.40

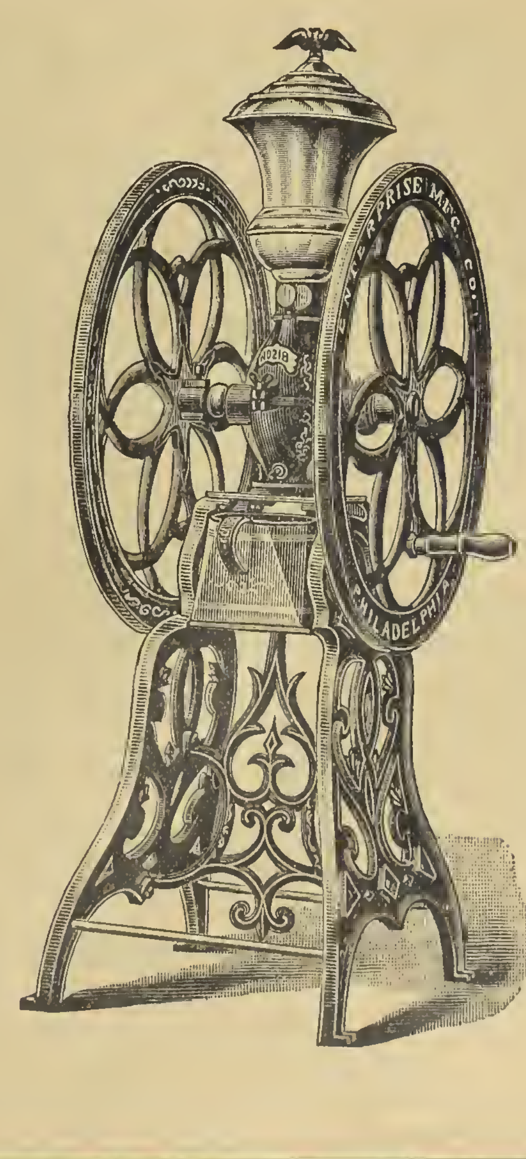
HORSERADISH.

Tumblers, 10-c. size, 2 doz. ...per doz.
Tumblers, 5-c. size, 4 doz. "
Tumblers, 10-c., Lord's Prayer, 2 doz. "

MARKED "ENTERPRISE"

Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.



—37—

INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.84	4.60	5.30
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		4½ doz.	3.38

	No. 1.	No. 2.
Jumbo Chimneys, plain, per doz.	.75	.85
" " dec., 107, "	.90	1.00

	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—

1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00

Lanterns—

No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz.	.52½
Chloride, sifting, 25 lb. boxes, 1 lb	per lb.	.05¼
" " 25 lb. boxes, ½ lb	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.60
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.95
" 4 doz	"	3.85
Popular, 4 doz	"	1.45

MATCHES.

			Per gro.
Swift & Courtney's,	200's, 1-gross case		1.75-1.90
"	400's, 1	"	3.50-3.70
"	500's, 1	"	3.75-4.00
Blue Hen,	200's, 1	"	1.50-1.60
"	500's, 1	"	4.00-4.25

—38—

	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.92½
" 500's	3.95
Vulcan Safety, 65s, No. 1	.55
" 65s, No. 2	.50
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50-3.75
Searchlight, 500's	4.25-4.50
Press, 200's	1.80-1.90
" 500's	4.50-4.75
America, 200's	1.30-1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue head, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5 00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3 00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1 00
Blue Ribbon, 165s, 1 gross to case	1.05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—

Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08

Wm. J. Troth:—

Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls.	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kans, 6 to crate	per doz.	9.80
" 5-lb. " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25

—39—

National, 30-lb. Kits, bbls., ½ bbls	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾

Atmore & Son, Extra Family—Seedless:—

No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15

Family—Seedless.

No. 5, wooden pails	per box 6 pails	3.75
No. 10, wooden pails	per box 6 pails	6.40
No. 18, 37 and 68, wooden pails		.09¼

Celebrated—Seedless.

Barrels, Halves, Quarters and kits	per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs	"	.09
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00

Keystone—

Barrels, Halves, Quarters and kits	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs	"	.08
Wooden Kits, No. 28 and 35		.03

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150 test	"	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—

	Per Doz.
Theodore Marquet, Mammoth, 64 oz	15.50
" Extra, 64 oz	13.50
" Mammoth, quarts	7.25
" Extra, quarts	6.75
" Extra, pints	4 50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz.	2.40
Farcies	3.75
Queen, 6 oz.	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

—40—

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.
" " pts., 2 doz	2.
" " ½-pts., 2 doz.	1.
Rae's, Lucca, litre bottles, 1 doz	11.
" 25-oz. bottles, 1 doz.	8.
" Finest Sublime, qts., 1 doz	6.
" " pts., 2 doz	7.
" " ½-pts., 2 doz	4.
" " 8-oz. flasks, 2½ doz.	7.
" " 12-oz. flasks, 2½ doz	9.
" Sublime, 8-oz. flasks, 2½ doz	6.
" " 12-oz. " 2½ doz	8.
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.
" " 1 qt., 40 to case, "	2.
" Sublime, 1-qt. tins, 40 to case	2.
" " ½-gal. tins, 20 to case	2.
" " 1-gal. tins, 10 to case	2.
" " 5-gal. tins, 1 or 2 to case	2.

J. L. Neff & Co., Agents—

La Toscano Olive Oil, packed and sealed abroad

24 4½ oz. bottles	4.
24 8 oz. bottles	7.
12 18 oz. bottles.	6.
2 5 gal. cans, case	20
10 1 gal. cans, case	21.
20 ½ gal. cans, case	22.
40 ¼ gal. cans, case	23.
80 ⅛ gal. cans, case	25

Bulk at $20 for 10 gallons.

Jas. Hill & Sons Co.

Quarts, Cal. style, 1 doz. in case....per case,	8.
Pints, " 2 " " "	9.
½ Pints. " 2 " " "	4.

Oliver's Olive Oil—

1 dozen quarts	6.
2 dozen pints	6.
2 dozen half-pints	4.
6 1-gallon tins....per gal.	2.

Special prices for quantities, on application.

AMERICAN OIL.

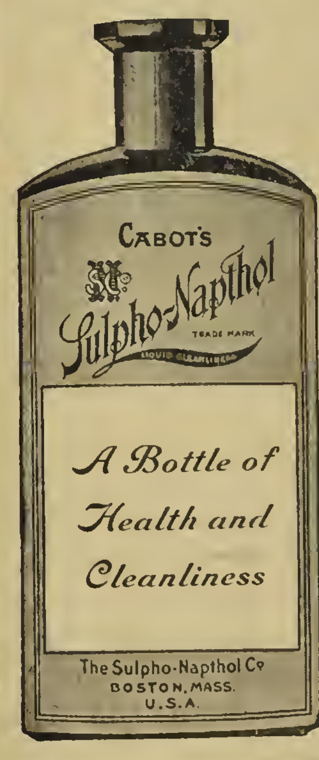
Lubon's No. 8, 2 doz.	per doz.	
Lubon's, No. 16, 2 doz.	per doz.	
Lubon's No. 32, 1 doz	per doz.	1.
Table Oil, No. 61, bottles, 2 doz., per doz		1

Which is YOUR Store? Avoid Trouble by Selling Only

ATMORE'S MINCE MEAT

Satisfies ALL Pure Food Laws

ATMORE & SON Philadelphia



No More Bugs
No More Dirt

SULPHO-NAPTHOL is a cleanser and purifier which does its work so well, it is never out of a home where it has once been tried.

Sprinkled in closets, sinks, cellars it not only drives away vermin, but it purifies the atmosphere, prevents disease and makes everything sanitary.

There is another reason why dealers should push its sale every case brings them Universal Coupons, the most valuable premium vouchers ever issued.

The Sulpho-Napthol Company

BOSTON, MASSACHUSETTS

—41—

PAPER.
WRAPPING.

raw, Milo, 7 lb., 15 x 20................per ream .24
anila, 15 x 20, full .... " .36
" 24 x 36, full, 20 lbs............... " .70
" 18 x 24, full, 10 lbs............... ' .37½
" Special, 15 x 20, 6 lbs.......... " .18½
anilla, Bakers', 15 x 20, 10 reams in bundle ....per ream .11
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide........per lb. .03
oll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide................. " .03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide........................ " 03⅛
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide........... " .03½
hite Tea Paper, 12 x 16, reg.....per package .14
" " 15 x 20, reg..... " .19
ax Butter Paper......................per package .11
archment Butter Paper 9 x 12... " .40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
......	.48	.29		.31	.35	.45
......	.53	35		.37	.43	.55
......	.71	.45	.78	.49	.55	.73
......	.89	.53	.97	.61	.71	.93
......	1.09	.65	1.25	.75	.89	1.15
......	1.25	.77	1.39	.87	1.05	1.33
......	1.45	91		1.07	1.21	1.55
......	1.73	1 03	1 95	1.23	1.41	1.81
......	2.09	1.19	2.29	1.49	1.68	2.19
......	2.27	1 37	2.55	1 65	1.83	2.41
......	2.69	......	3.11	......	......	2.89
......	3.37	......	3.97	......	......	3.75
......	3 87	......	4.41	......	......	4.01
......	4 39	......	4.79	......	......	4.55
......	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.
¼-lb. Plain Flour Sacks....................per M 4.00
-lb. " " .... " 5.75
-lb. " " .... " 11 25

PICKLED MEATS AND FISH.

amb's Tongue, glass jars, pints........per doz. 4.75
" " qnarts ..... " 5.75
" 10-oz. jars.............. " 2.50
" 10-lb. pails...............per pail 2.50
ipe, 10-lb. pails.............................per pail .90
" 5-gal. kegs..............................per keg 2.00
g's Feet, 10-lb. pails.........................per pail 1.00
" 5-gal. kegs.........................per keg 2.25
ckled Beef Salad, in glass...............per doz. 1.10
" Tripe, " .... " 1.10
" Ox Heart, " .... " 1.10
" Pig's Feet, " .... " 1.10

—42—

Russian Sardines ....per keg .75
" 5-lb. pails ....per pail .50
" 10-lb. " .... " 1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs....................... .18½
Loose, barrels, 30 lbs.................................. .18

PEANUT BUTTER.

MacLaren's— Per doz.
Small, 2 doz.. .90
Medium, 2 doz.. 1.45
Large, 1 doz... 2.75
Peanutene, No. 2 jars, 2 doz........................ 1.85
Peanutene, No. 4 jars, 3 doz........................ .92½

PICKLES.

Barrels, 45 gal., 1200s.................................. 9.50
10-gallon kegs, pine, 600s, full count.............. 2.75
10-gallon kegs, 300s 2.50
Sweet Pickles, 500s to 600s, 5 gal......per keg, 2.65
Sweet Pickles, 700s, 5 gal....... .... " 3.00
Sweet Pickles, 1,000s, 5 gal.............. " 3.65
Sweet Pickles, 2,000s, 5 gal.............. " 4.50
Chow-Chow, No. 1, 5 gal. kegs 1 95
Chow Chow, No. 2, 5 gallons 1.75
Chow and Mixed Pickles, 2 gal., per pail 1.00
Williams Bros.— Per Doz.
English Spiced Pickles, 8 oz., octagon (any assortment except onions........................ .85
English Spiced Onions, 8 oz., octagon .... .90
English Spiced Pickles, 10 oz., octagon...... .90
English Spiced Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart............... 3.00
Sweet Gherkins or Sweet Mixed, 32 oz., octagon 3.10
Highland Brand Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart... 2.35
Sweet Gherkins or Sweet Mixed, 32 oz., octagon 2.35
Crosse & Blackwell's:—

	Octagonal Style.			
	Qts. Casks. 4 doz.	Pts. Casks. 5 doz.	Pts. Casks. 4 doz.	½-Pts. Casks. 6 doz.
Chow-Chow ... Gherkins .... Mixed Pickles Cauliflowers ... Piccalilli	5.75	3.25	3.50	2.10
	Smaller Quantities.			
Walnuts .... Onions	5.90	3.35	3.60	2.25

Chow-Chow, quarts, stone.......................... 5.50
Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.80

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

—43—

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:— Per gal.
Pure Apple Vinegar, Extra old, bbls.......... .16
" " " 40 grain, bbls.......... .15
Pure Cider, 40 grain .... .12
Pure Cider, 45 grain .... .15
Corson's Gold Seal Cider Vinegar, Pure Apple .14
White Wine, 90 degrees.............................. .20
Crown Brand Pure Cider Vinegar, qts., p. doz. .90
White Vinegar, Distilled, 40 grain................. .08
" " 45 " .... .09
" " Extra Strength...... .15
Crosse & Blackwell's.........................per doz. 2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs........................... .14¼
" 14–16 lbs.. .13½
" 10-12 lbs.. .13½
Picnics, 6–8 lbs.. .09¾
N. Y. Shoulders, 10–12 lbs.......................... .10
Dried Beef, sets (city smoked)...................... .13
" Tenders and Knucks.................. .15
" Flats .... .11
" Air Dried, sets.............................. .18
" " Tenders and Knucks.. .20
Jersey Pork, Butt...........................per bbl. 18.50
" Family .... " 20.50
Breakfast Bacon, rib in................................ .14½
" boneless .... .15½
S. P. Bellies, 14-15 lbs................................ .11½
Bologna, 25-lb. boxes.................................. .07
Boiled Boneless Ham.................................... .22
Beef Tongues, smoked, 5–6 lbs..........per doz. 10.00
Cooked Compressed Ham, 25-lb. boxes.......... .10½
Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ⅛-cent extra
John Bower & Co.—
Superior Honey-cured Hams, skinback....... .16
" " " large .... .15
" " " medium........ .15
" " " small .... .15
" " Breakfast Bacon ...... .15
" " " boneless .17
Beef, air-dried, regular sets........................ .18
" " insides and knuckles.......... .20
Ham Bologna.. .10
Beef " 10
Boiled Hams.. 25
Beef Tongues.................... per doz. 11.00–12.00
Swift & Co.—
Premium brand Hams, 10 lb........................ .15½
Premium brand Hams, 12 lb .... .14¾
Premium brand Hams, 14 lb........................ .14

—44—

Premium brand Hams, 16 lb........................ .14
Premium brand Hams, 18 lb........................ .15
Premium brand skinned Hams, 18–20 lb...... .15¼
Premium brand boiled Hams, skinned, fatless .25
Premium brand Bacon.................................. .20
Premium brand Dried Beef, insides .... .20
Premium brand Beef Tongues, short cut...... .17
Winchester brand skinned Hams, all aver.... .14¼
Winchester brand Picnics............................ .09¾

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs.	9¾	9⅛
Plain Tubs, 50 and 60 lb. cans	9¾	9¼
10-lb. Tin Pails, 60 lbs	10¾	9⅞
5 " "	10⅞	10
3 " "	11	10⅛

John Bower & Co.—
Pure Kettle Rendered, tierces..................... .11¼
" " tubs .... .11½
" " 3, 5 and 10-lb. cans, .12½
Swift & Co.—
Premium brand, tierces.............................. .11
Silver Leaf brand, tierces... .... .10
Jewel, compound, tierces .... .09⅛
Cotosuet tierces... .09⅛

DRESSED MEATS.

City Dressed Beef— Per lb
Choice, native......................................10 –.10½
Common to fair, native..........................07 –.08
Western Dressed Beef—
Choice, native cattle..............................10 –.10½
Common to fair " .... .07 –.09
City Dressed Veal—
Prime .... –.12
Good to choice...................................... –.11
Dressed Hogs—
Pigs .... –.09½
Hogs, heavy... –.09½
" 180 lbs.. –.09½
" 160 lbs.. –.09½
" 140 lbs.. –.09½
Dressed Sheep and Lambs—
Lamb, Western, good.............................. .12
Lamb, Western, culls.............................. .09
Sheep, choice .... .09½
" medium .... .08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues.................................. .90 1.00
Cow Tongues.. .75–1.00
Calf Heads, scalded .... .50–.75
Sweetbreads, veal.........................per pair .60–.90
" beef.........................per doz. 1.00
Calf Livers ....per lb. .20–.25

Grocer's Refrigerator

Every Grocer intends to own a

McCRAY REFRIGERATOR

some time. That time should be NOW. Another year without a McCRAY REFRIGERATOR means you are allowing a useless waste of ice and loss of goods to go on, thus cutting down your profits.

Did you ever consider how many customers you may be losing by selling them butter that they think "Don't taste just right?"

A McCRAY REFRIGERATOR keeps butter and milk sweet and pure. They are perfect refrigerators and will, in a short time, repay their cost through saving of butter and other provisions, and of ice. They are sold entirely on their merits.

McCRAY REFRIGERATORS ARE GUARANTEED

We also build coolers for Meat Markets, Hotels, Restaurants, etc.—in fact for any purpose.

We can here give you but a faint idea of the McCRAY REFRIGERATORS. Let us send you our catalog No. 64, showing our large line of grocers' boxes from which you can make a selection.

WRITE FOR OUR CATALOGS: No 64 for Grocers, No. 57 for Meat Markets, No. 46 for Hotels, Restaurants, Public Institutions, etc., No. 81 for Residences.

McCRAY REFRIGERATOR CO., 602 Mill St., Kendallville, Ind.

PHILADELPHIA OFFICE, 206 South Eleventh Street

(ALSO BRANCHES IN MANY OTHER LARGE CITIES)

JOHN BOWER & CO.

GENERAL PROVISION DEALERS

ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia

CURERS OF HONEY-CURE BRAND

Beef, Beef Tongues, Breakfast Bacon, etc. **HAMS** Pure Kettle-rendered LARD a Specialty

BOILED HAMS AND BEEF TONGUES

SUPERIOR AND FAIRMOUNT MINCE MEAT

U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

—45—

Beef Kidneys	per doz.	1.00
Beef Livers		.05
Ox Tails	per doz.	.50-.65
Hearts, beef	per lb.	.03-.05
Rolls, beef		.10
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.11
" " western		.11

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

Turkeys—	Per lb.
Western, Y. H.	.14 -.15
" Y. T.	.14 -.15
Old hens and toms	.14 -.15
Common to Good	.10 -.12
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.24 -.26
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.24 -.26
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.24 -.26
Western, 4 to 4½ lbs. to pair, fancy	.20 - 22
" 3 to 3½ lbs. to pair, fancy	.18 -.20
" fair to good	.16 -.18
Fowls—	
Western, fancy	.15½-.16
Heavy Roasters, 4 to 5 lbs	.20 -.22
Fair to good	-.18
Old cocks	.10 -.11
Western capons, fancy, frozen	
" " small, frozen	
Squabs—	Per doz.
Prime, large, fancy	3.50
Mixed	2.00-3.00
Dark	.80-1.25

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.16 -.18
Large Springers	.18 - 20
Fowls	-.15
Roosters	-.11
Ducks	.13 -.15

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

SAUER KRAUT.

Extra Quality Long cut, 50-gal. tierces	
Extra Quality Long Cut, 15 gals., kegs	3.00
Compass, No. 3, cans, 2 doz	.82½

—46—

PLUM PUDDING.

Richardson & Robins:—		
Individual Size, 2 doz. in case, ½ lb.	per doz.	1.00
No. 1, round conical, with key, 1 doz.	"	2.35
No. 2, " " 1 "	"	4.25
No. 3, " " ½ "	"	6.50
No. 4, " " ¼ "	"	8.50
P. P. Sauce, 2 doz., No. 1	"	1.50
Atmore's Genuine English Plum Pudding—Seedless:—		
Individual, per case of 2 doz		2.00
1-lb. cans, " 1 "		2.25
2-lb. " " 1 "		4.00
3-lb. " " ½ "		3.25
4-lb. " " ½ "		3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz.
Assorted, No. 2, stone crocks	1.12½
Assorted, No. 32, jars	.90
Assorted, No. 5, toy pails	2.25
American, pure apple, tumblers, assorted slices	.87½
American, assorted, uncolored, No. 10, tumblers	.87½
Schimmel's, assorted, No. 10, tumblers	.77½
National, assorted, No. 10, tumblers	.67½
National, assorted, No. 6, tumblers	.45
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.11
National, 30-lb. pails	.07¼
Southwark, 30-lb. pails	.05¼
Vineyard, 30-lb. pails	.05⅜
Southwark, 5-lb. toy pails, ½ doz	3.60
Fruit Butters—	Per doz.
Apple, No. 2, stone crocks	1.12½
Apple, No. 32, jars	.90
Apple, Southwark, No. 3, tins	.95
Apple, No. 5, toy pails	2.25
Apple, 30-lb. pails, per pail	.88
Apple, 20-lb. crocks, per lb.	.06⅞
Apple, Schimmel's, 30-lb. pails, per lb.	.05½
Peach, Plum, National, 30-lb. pails, per lb.	.06¼
Prune, 30-lb. pails, per lb.	.06¾
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.10
Vineyard, assorted, No. 16, jars	.88
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.65
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

—47—

Curtice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb.	per ca.	2.40
" " " ½-lb., "	"	2.60
" " " ¼-lb., "	"	2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.09
" Lump, bulk	"	.09
Butter Color, W. & R.	per doz.	2.00
Bluestone, bulk	per lb.	.09
Copperas	per lb	.01¾
Camphor, gum, 1-oz. blocks	"	1 40
" Flakes, bbls	"	.02¼
" " less quantity	"	.02¾
" Tar Balls, bbls., 250 lbs.	"	.02½
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Chill Tonic	per doz	3.60
Epsom Salts	per lb.	.01½
" Bee Brand, ¼-lb. carton,	per doz.	.30
" " ½-lb. "	"	.40

—48—

Glauber Salts	per lb.	.01¾
Glue	"	.11
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.55
Haarlem Oil	per doz.	.35
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.27
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.24
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10.c. "	"	.75
Paris Green, 100-125-lb. kegs	per lb.	28½
" ¼-lb. packages	"	.32
" ½-lb. "	"	.32
" 1-lb. "	"	.30
Jamaica Ginger, Hires', flasks	per doz.	.90
Sewing Machine Oil, 3 oz	"	.35
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.05½
" granulated, kegs, " 100 "	"	05¾
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2.45
" 100-lb. bags		2.25
" less quantity		.03½
Squills, Syrup, 1 oz	per doz.	.34
Syrup of Figs	per doz.	2.00
Venetian Red	per lb.	.02½
Whiting	"	.02

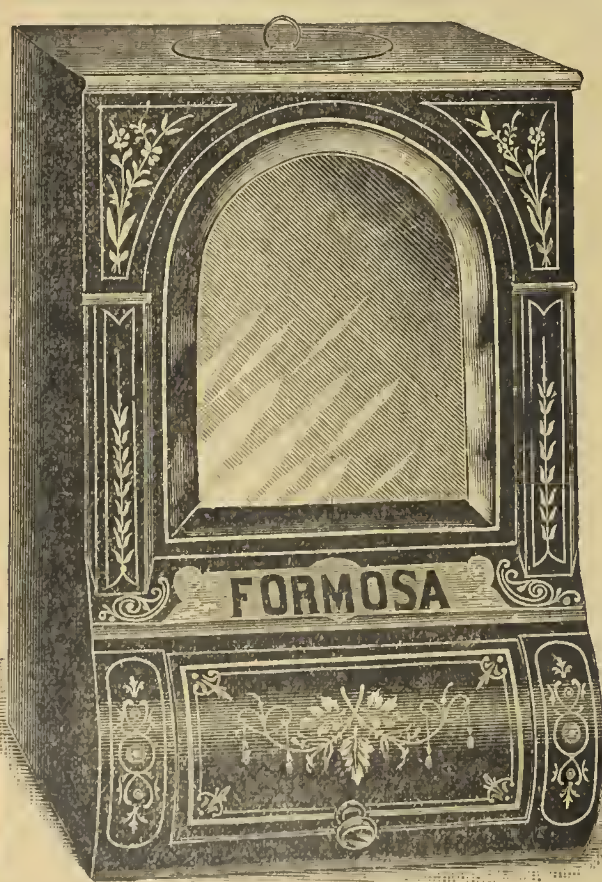
		1 oz.	2 oz.
Glycerine	per doz.	.37	.65
Laudanum	"	.45	.85
Paregoric	"	.35	.65
Peppermint	per doz.	.40	.58
Sweet Spirits Nitro	"	.40	.70
Sweet Oil	per doz.	.30	.40
Turpentine	"	.26	.45

Husband's Magnesia	per doz.	2.85
Bull's Cough Syrup	"	1.90
Roach Powder, Omega, 4-oz. cans		.80
" "	per gross	9.00

	Per Doz.	Per Gross
Roachsault, large	4.00	45.00
" medium	2.00	22.50
" small	.80	9.00

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.40

McCormick & Co., Bee Brand—	Per doz.
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75



TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES

and the

"STAR" COFFEE MILLS

Electric Coffee Mills

For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also SHERER COUNTERS. WRITE FOR CATALOGUE.

MORGAN & CORNELL - 211 DUANE ST. NEW YORK

—49—

Reliable Brand—	10c. size.	25c. size.
Castoria, Dr. Pitcher		2.00
Castor Oil, tasteless	.80	2.00
Death-to-Pain	.80	2.00
Diarrhœa Cure	.80	2.00
Vermifuge	.80	2.00
Cough Cure	.80	2.00

F. Young's Veterinary Remedies, wholesale prices—	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

...id Phosphate, Horsford's	per doz.	4.25
...th Brick, box 25 bricks	per box	.60
...aling Wax	"	.03
...ver Sand	per bbl.	1.25
...r, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00
...cCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

...cCormick & Co., Bee Brand—		Per doz.
Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00
...uer's Flavoring Extracts:—		
No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen,	No. 25,	per doz.	2.00
" " " "	No. 2X,	"	.80
" " " "	No. X,	"	.45
" Lemon, " "	No. 25,	"	1.75
" " " "	No. 2X,	"	.80
" " " "	No. X,	"	.45
Ingersoll's Flavoring Extracts:—			
High Grade Vanilla		per doz.	1.75
" Lemon		"	1.75
Select Vanilla		"	.75
" Lemon		"	.75
" assorted		"	.75
" small size		"	.45
Vanilla		per gal.	11.00
Lemon, 1 oz		per doz.	.80
" 2 oz		"	1.50
" 4 oz		"	3.00
"		per gal.	7.00

Orange, Almond, Peppermint, Wintergreen and Jamaica Ginger same price as Lemon.

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

Draught Cider—	Per gal.
Cerzon's Champagne	.18
" Dry Hard	.18
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅝
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05⅝
Imperial, fancy Japan, 1-lb. pockets	.05⅜
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07¼
Fancy Head, 100-lb. bags	.06¼
Choice, 100-lb. bags	.05½
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.
WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl	3.00
" Pretzol, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel, per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS TABLE SALT PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

P. J. Ritter Conserve Co., ½ pts., 3 doz. cases		
" " pints, 2 "		
" " quarts, 1 "		
Campbell's ½ pints, 2 doz to case, per doz		.87½
Durkee's, large, 1 doz	per doz.	4.00
" small, 2 doz	"	2.40
Schimmel's, small, 2 doz	per doz.	.87½
My Wife's, pints, 1 doz		2.30
" half-pints, 2 doz		1.35
Snider's Salad Dressing:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Luncheon, 3 doz	"	.90
Gallons, 6 jugs in crate	per jug	1.25

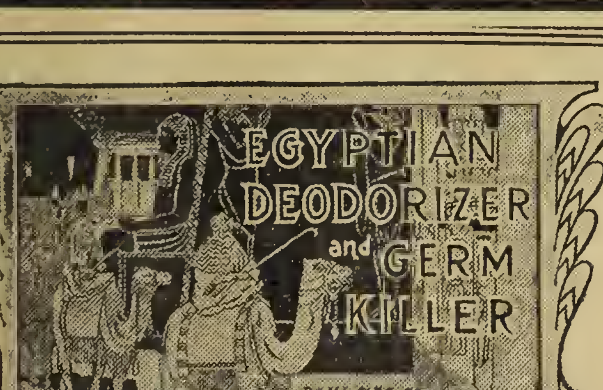
SAL SODA.

Bbls., 375 lbs	per 100	.67½
Kegs, 150 lbs	per 100	.85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcestor Sauce, Campbell, ½ pts., 2 dz.	per doz.	.77½
" " " pints,	" "	1.40
North of England Sauce, ½ pints	per doz.	.77½
Chef Sauce, ½ pints, 2 doz	per doz.	.80
Snider's Chili Sauce:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."



Tell Your Customers They Needn't Be Bothered by Bugs

The famous Egyptian Deodorizer is put up in little boxes containing a dozen cylinders and a little stand to hold them. One of these cylinders placed in the stand and lit will diffuse a most delightful fragrance throughout a house, driving away mosquitoes, flies, moths and other insects, making the atmosphere hygienically pure and sanitary. Make a pyramid of a case of Egyptian Deodorizers, light one, and every customer you have will buy. Universal coupons packed in every case for the dealer.

PAUL MANUFACTURING CO. : BOSTON, MASS.

—53—

SEEDS.

Canary, bush. 60-lb	3 25	Mustard, Brown...	.06
Caraway.............	.08	Mustard, Yellow..	.05½
Celery.................	.10	Rape, per lb.........	.05½
Coriander, bleached	.36	Poppy, per lb.......	.10
Flax....................		Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1 60		

SODA.

Bi-Carb., kegs..	per keg	1.80
" bulk, 25-lb. boxes..................	per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes...	"	.04⅝
Arm & Hammer bd., ¼'s, 36 lbs..............	per lb.	.05⅝
" " " lbs., 36 "	"	.04⅞
" " " ¼, ½, 36 lbs..........	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04⅞

SOFT DRINKS.

	Per doz
RootBeer Extract, Hires', 1 doz..................	1.50
Hires' Root Beer, Carbonated, 2 doz.............	.87½
Hires' Ginger Ale, Carbonated, 2 doz............	.87½
Welchs Grape Juice, case quarts, 1 doz.........	4.50
" " " pints, 2 doz..........	4.75
" " " ½-pints, 3 doz.......	4.25
" " " 3-ounce, 8 doz........	6.00
" " " ½-gallons, 1 doz....	8.00
" " " gallons, 6 gal.........	7.50

5 per cent. discount on 5 case lots.

Clicquot Club Co. :—	Per case
Ginger Ale, extra dry, pints, 2 doz............	2.10
Sarsaparilla, extra quality, pints, 2 doz.......	2.10
Blood Orange, extra quality, pints, 2 doz...	2.10
Birch Beer, extra quality, pints, 2 doz.......	2.10
Lemon Soda, extra quality, 2 doz..............	2.10
Root Beer, extra quality, pints, 2 doz.........	2 10

POLISHING AND CLEANING COMPOUNDS.

Bon Ami, 10-cent size.....................	per gross	2.50
Electro Silicon, 1 doz.......................	per doz.	.72
Putz Liquid, large, 3 doz..............	per gross,	16.50
Putz Liquid, large, 3 doz..................	per doz.	1.45
Putz Liquid, small.........................	per gross,	7.00
Putz Liquid, small...........................	per doz.	.60
Putz Paste, large............................	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No 2, pint cans	"	32.00
No. 3, quart cans..........................	per doz.	4.50
No. 4, half-gallon cans...................	"	7.50
No. 5, gallon cans	"	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs.............................per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme......................................	100	3.40
Acorn.....................................	120	2.70
Ark..	100	1.72½
American.................................	72	2.80
Bee	100	3 85
Best, Babbitt............................	100	3.70
Babbitt's New York City..............	60	2.95
Benzine-ated	100	4.10
Big Master...............................	100	4.25
Brown	60	2.40
Borax, Dreydopple......................	40	2.60
" Pearl, Yonng & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome..........................	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal...........................	100	4.00
" Swift's	100	4.00
Circus.....................................	100	3.50
Cotton Oil................................	100	5.80
Coal Oil Johnny.........................	100	3.50
Cygnet....................................	100	4.00
Dobbins' Electric........................	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha..............................	100	4.00
Five-case lots freight prepaid........	100	3.95
German Family..........................	100	4.30
Good Morning	100	3.75
Glycerine Tar............................	100	3.75
Gloss......................................	100	3.50
Grand Pa's...............................	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox.....................................	100	3.50
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha.........................	100	4.00
Magic Cleaner...........................	100	3.00
Marseilles, laundry size	100	6.00
" 5-cent size...........................	100	4.00
" toilet size............................	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha..........................	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.........................	100	4.00
Octagon...................................	100	3.90
Old Mill....................................	100	3.30
Ozone.....................................	100	3.75

—55—

Oleine, Conway's............................	60	2.90
" Golden....................................	60	2.55
" Eavenson's...............................	60	2.50
" Hamilton's................................	60	2.50
" Kirk's	60	2.30
" Philadelphia, 1 lb.......................	60	2.90
" " 14 oz........................	60	2.65
" Pennsylvania	60	1.75
" Procter & Gamble.......................	60	3.00
" Young's Best	60	2 80
Pride, Swift's..................................	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs.......................................	150	4 50
Sunlight, oval.................................	100	3.85
" twin bars	100	3.95
Santa Claus...................................	100	3.10
Saratoga.......................................	120	2.70
Star	100	3.50
Sunny Monday................................	100	4.00
White Clond...................................	100	3.85
Wool Soap, large............................	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo..............................	gross	6.40
Buttermilk Cosmo................................	doz.	.60
Buttermilk, Swift's.............................	gross	4.05
Castile, imported, Conti	lb.	.13½
Castile, Conti, original boxes...................	lb.	.11¾
Cutaneous, Dr Raub's..........................	doz.	.70
Elderflower, large cake........................	gross	4.40
Fleur-de-lis..	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers.............................	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal 3 cakes in box.........................	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box..............	lb.	.09
Turkish Bath......................................	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross...............	gross	3.25
Witch Hazel, Swift's............................	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1 24
Young's, 48 bars..	1.80
Brooks' Crystal, 100 bars.............................	3.70
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars...	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars....................................	3 75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars...............................	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes..............	per box	2.70
" 6 oz., 100 packages............	"	2.65
" 8-oz. packs.......................	"	2.70

—56—

Soapine, 7 oz., 100 packs...........................	2.37½
" 12 " "	3.90
" 17 " 36 packs.................. per box	2.42½
Babbitt's 1776 Powder, 100 6-oz.....................	2.20
Finola, 100 packages....................................	3.60
Gold Dust, Fairbank's, 100 12-oz. packages ...	4.00
" " 24 4-lb. " ...	4.50
Naptba Borax, 100 packages, large..................	4.75
" 100 5-cent packages.................	3.75
Kirkoline, white, 24 4-lb. packs......................	3.30
Young's Pearl Borax. 60 1-lb. packages.........	3.60
Snow Boy Washing Powder, 24 4s..................	4.00
" " 50 2s..................	4.00
" " 100 1s.................	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 2 doz.................per doz.	43
Swift's Washing Powder, 100 1s....................	3.85
Swift's Washing Powder, 24 4s......................	3.85

SPECIALTIES.

Anker's Boulllon Capsules............................	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade..................	18½	.19½	.21½
Black, Low Grade..................	.14	.15	.17
White, High Grade	....	.32	.34
White, Low Grade..................	....	.23	.25
Cayenne, High Grade.............	....	.21	.23
Cayenne, Low Grade.............	....	16	.18
Cinnamon—			
High Grade..........................	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade..........................	.31	.32	.34
Low Grade	.24	.25	.26
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade..........................	.25½	26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade..........................	....	.78	.80
Nutmegs—			
High Grade..........................	....	.35	.37
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade...............	.14	.15	.17

McCormick & Co., Bee Brand—		Per doz
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice..............	⅛ lb.	.40
	¼ lb.	.75
Banquet Brand—		
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice..............	⅛ lb.	.40
	¼ lb.	.75

DO YOU HAVE { A Delivery Wagon? A Telephone? A Cash Register?

These are secondary considerations nowadays. The essential thing is MODERN FIXTURES—to **display** and **sell goods.** You cannot have this without

Walker Bins

A catalog telling all about them will be mailed on request.

WALKER PATENT PIVOTED BIN CO.
24 South Seventh Street, Philadelphia, Pa.

No Friends Among the Wheelwrights

Wheelwrights don't think much of the "J. M." delivery wagon; it doesn't make enough money for them. No wagon pays fewer visits to the repair shop, or makes its visits shorter.

The most celebrated delivery wagon made—the best wagon ever built for the grocery trade. Strong as iron, yet easy-running; finest steel tires, and wheels from second-growth hickory.

Send for catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

urn's Philadelphia Mustard, D. S. F.:—		
ent tins, 2 and 4 doz.	per doz.	.45
me size, 2 and 4 doz.	"	.85
lb. net, tins, 2 and 4 doz.	"	1.00
" 2 doz.	"	1.90
" 1 doz.	"	3.70
lb. cans, full weight	per lb.	.23
" "	"	.22
uan's Mustard, D. S. F.:—		
-lb. tins	per doz.	5.40
-lb. tins	"	2.70
-lb. tins	"	1.45
-lb. tins	"	.90
-lb. kegs		.43

MUSTARD—Prepared.

	Per doz.
pbell's, jar, 2 doz.	.87½
len's, No. 6, with spoon, 2 doz.	.95
len's, No. 20, with spoon, 2 doz.	.88
len's Mustard and Horseradish, 2 doz.	.85
Mug, fancy, large size, 2 doz.	.65
onade Glass, tall, 2 doz.	.67½
seradish and Mustard, 8 oz., with spoon, 2 doz.	.90
Jar, glass top, 2 doz.	.85
er Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
per, Black	.10
pice	.06½
es	18
e	.48
megs, 80's	.24
" 110's	.17
amon Bark, China	13
" Canton	.13
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.75
n Ginger Root	.05½
le Mixed Spices, bulk, 6-lb. boxes	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		.04⅝
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb, "		06⅝

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03½
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05½
" Linen Gloss, 3-lb. cartons	.04⅜
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅝
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03½
" 1 lb. packages, 48 lbs	.04¾
" 3-lb. cartons, 48 lbs	04⅜
" 6-lb. boxes	.05½
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2 20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages ... per package	.08
Starch Polish. 20 cakes ... per box	.50

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electic Paste, ⅛ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size ... per doz.	.87½
" " ... per gross	10.25
" small size ... per doz.	.70
Climax Enamel ¼ gro ... per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun ... per gro.	5.75
Sun Paste, 5-cent size ... "	4.50
" 10-cent size ... "	7.20

—59—

X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ⅛ gross	5.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼ gross	2.25
Per box of ⅛ gross	4.50
Per gross	9.00

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round ... per pkge.	04¾
Excelsior, 24 packs ... "	.05¾
McAllister, 36 packs ... "	.05⅜
Rosensteins, 1lb. pkgs., 2 doz. ... per lb.	.05½
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz. ... per doz.	.35
Red, quarts, 3 doz. ... "	.70
Silver, pints, 3 doz. ... "	.35
" quarts, 3 doz. ... "	.70
Bath Brick, 25 bricks ... per box	.60
Toothpicks, Eureka, 100 boxes ... case	1.85
Toothpicks, Perfection, 2 doz. ... per doz.	.42½
Royal Glue, 1 doz. ... per doz.	.80
Paist's " 1 " ... "	.40
Carpet Tacks, Wooden Keg, ⅛ gross case, assorted, 6. 8. 10's ... per case	90
Carpet Tacks, Silver Steel, 4 oz. ... per doz.	.06½
6 oz. ... "	07
8 oz. ... "	07½
10 oz. ... "	.08½
12 oz. ... "	.09½
Matting Tacks—	
No. 10, steel ... per doz.	.09
No. 11, steel ... per doz.	.09½
No. 12, steel ... per doz.	.12
G. B. Weiss & Son—	
Sole Leather, No. 1, .25; No. 2, .23; No. 3,	.21
Cut Sole Leather. cut into taps, 6 inches high	1.50
5½ inches high	1.48
5 inches high	1.42
4½ inches high	1.25
4 inches high	1.18
3½ inches high	1.05
3 inches high	.90
Fly Paper, Tanglefoot ... per case	
Fly Paper, Sticky, 10 cartons	2.20
Sticktite Fly Paper, 100 ... per case	3.00
Sticktite Fly Paper, 10 cartons ... per case	2.35
Wax, White and Yellow ... per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb. ... per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.	.80
Cleveland, extra fine cotton twine ... per lb.	.22
Orange Brand, fine cotton twine ... "	.20
Texas Medium, cotton twine ... "	.16
Cotton Candle Wick ... "	.20
Colored Twine, 8 balls to bx., lb. to bx. "	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches ... "	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches ... per lb.	.16
Best Jute Rope, 16 yds. to lb. ... "	.09
Best Jute Plow Line, 8 yds. to lb. ... "	.09
Jute Clotheslines, 90 ft. to hank ... per doz.	1.60
Jute Clotheslines, 108 ft to hank ... "	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 610	.52
Fancy, No. 626	50
Strictly Choice, No. 615	.49
Strictly Choice, No. 628	.45
Strictly Prime, No. 627	.38
Good, No. 635	.29
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 101	.34
Choice, No. 576	
Prime, No. 101	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery	2.50
Five A, for confectionery	2.60

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—	
4 doz. in barrel ... per doz.	.90
1 " case ... "	.92½
Karo, 10 cent size, 2 doz. ... per doz.	.85
Karo, 25 cent size, 1 doz.	2.20

COFFEE AND TEA BINS
THAT PROVE THEIR "METAL"

Picture your store fitted out with Tea Canisters and Coffee Bins like these. They are trade winners. Effective store decoration brings the people in—your sales force do the rest.

When installing Coffee Bins, get the kind that will stand the racket—you'll never have to replace them. Our bins are constructed of the heaviest tin.

And for Over Fifty Years They Have Proven Their "Metal"

Write for catalogue showing variety of designs

HENRY TROEMNER, 911 Arch Street
PHILADELPHIA, PA., U. S. A.

—61—

Banner, in jars, compound	per doz.	.97½
White Clover, in jars, compound	"	.92½
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00
Maplecane, 2 doz. 2½-lb. cans	per case	3.80

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hasen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, 3 string, split handles	2.50
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.40
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118, Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.65
O. G., 3 electric hoops	1.80
Clear, 2 hoop	1.60
Clear, 3 hoop	1.70
Electric Cedar, 2 hoop	2.35
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	2.55
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.25
2, Wire ends	1.45
3, Wire ends	1.65
5, Wire ends	
Picnic Plates, 8 inch	
Picnic Plates, 9 inch	

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.25
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.	Per
Battle Ax	.3
Deer Skin	.3
Gold Rope	.5
Jolly Tar	.3
Newsboy	.3
Old Honesty	.4
Piper Heidsick	.6
Spear Head	.4
Standard Navy	.3
Toddy	.3
Vinco	.3
Town Talk	.2

SMOKING TOBACCO.	Per
Briar Pipe	.3
Duke's Mixture	.3
Greenback	.3
Green Turtle	.3
G. & A. Navy, 3½ oz	.3
Honest	.2
Polar Bear	.2
Ripple	.2
Sensation	.2
Wild Rose	.3
Brown-Holland Pipe Tobacco, 2½-lb. cartons, 2½-oz. packages	1.

YEAST CAKES.

Compressed, per doz.	.
Magic, 1½ doz. packages, per box,	.
Yeast Foam, 1½ doz., per box	.

FLOTO'S ESSENCE

TO USE WITH

COFFEE

No. 1. All Tin Cans
No. 2. Combination Cans
No. 3. Cardboard Cans

FLOTO'S KOENIG'S **CHICORY**

IN ROLLS—5 and 2½ to set

MANUFACTURED BY

GEO. FLOTO'S SONS

186 UNION AVENUE

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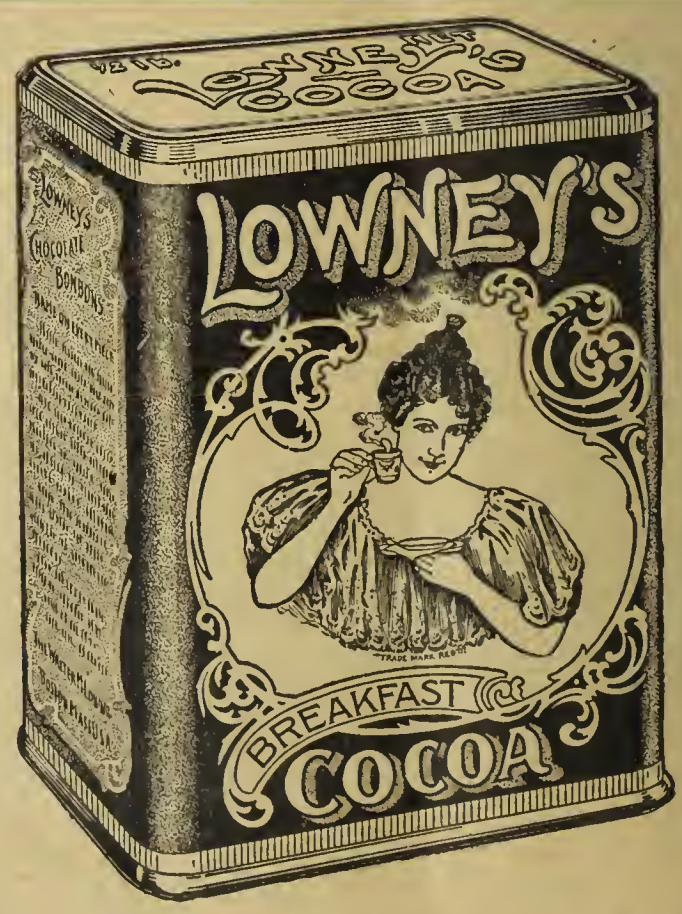

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

The **Walter M. Lowney Company**

447 Commercial Street, Boston, Mass.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

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Contents.

PAGE

uble Over the Philadelphia Meat License Act ... 8
y Vanilla Is High ... 8
New York Letter ... 9
nsylvania Pure Food Work for nother Month ... 10
art-to-Heart Talks with Grocery Clerks ... 11
torial ... 12
ito the Gimbel Camp.
estroying Groceries.
he Illinois Regulations.
ional Association Calls to Arms Against Parcels Post ... 13
es Governing Claims By Retail Grocers ... 14
Grocery Markets ... 16
ket Notes ... 18
Science of Advertising ... 19
Stroller's Column (Contributed) ... 22
he Five Brethren.
o-Minute Sermons for the Retail Grocer ... 23
ceedings of the Eleventh Annual Convention of the Pennsylvania Retail Merchants' Association ... 24
respondence ... 27
ful Facts About Groceries ... 28
al Department ... 29
ndow Dressing for Grocers ... 30
gazine Notes ... 30
ociation News ... 30
nt Department ... 31
timore Prices-Current ... 33
w York Price-List ... 34
rocery World" Prices-Current ... 35

Index to Advertisements.

PAGE

"Advertising World" ... 27
American Butter Cutting Machine Co. ... 2
American Second-Hand Cash Register Exchange ... 39
American Slicing Machine Co., The ... 13
Anker's Bouillon Capsules ... 19
Arbuckle Bros. ... 4
Atmore & Son ... 44
Babbitt, B. T. ... 22
Baker Co., The Franklin ... Cover 1
Baltimore Manufacturers' Advertising Association ... 6
Barber & Perkins ... 10
Beardsley's Sons, J. W. ... 5
Bell & Sons, Samuel ... 41
Bishop, R. W. ... 27
Bower & Co., John ... 45
Bown Bros. ... 42
Bradstreet System, The ... 27
Brilliant Gas Lamp Co. ... 29
Brown & Co., P. F. ... 22
Buckley, Elton J. ... 8
Butler Brothers ... 21
Central Egg Carrier Company ... 4
Clicquot Club Co. ... 5
Cowan & Sons, H. ... 42
Crescent Mfg. Co. ... 16
Croft & Allen Co. ... 38
Daetwyler & Co., R. ... 32
Dilliard Remedy Co. ... 32
Dixon Crucible Co., Jos. ... Cover 4
Donaldson & Shultz Co. ... 23
Enterprise Mfg. Co. of Pa., The ... 43
Esterbrook Steel Pen Co., The ... Cover 4
Exton & Co., A. ... 20
Fels & Co ... 15
Fell Manufacturing Co., E. C. ... Cover 2
Fischer & Co., B. ... 11

PAGE

Fitch Coffee Co., The John H. ... 29
Fleischmann's Yeast ... 32
Floto's Sons, George ... 50
Forbes, J P. ... 16
Franklin Sugar Refining Co. ... 14
Freihofer Vienna Baking Company ... 5
Fulton & Walker Co. ... 48
German-American Coffee Co. ... 20
Goff & Sons Co., S. B. ... 19
Gold Medal Flour ... 41
Grocers' Printing Co. ... 31
Hagan & Co., Arthur ... 40
Harding & Co., E. E. ... 16
Hires Condensed Milk Co. ... Cover 4
Hooton Cocoa and Chocolate Co. ... 27
Indexed Coupon Books. ... 16
I-V Washing Tablet Co., Inc. ... 47
Johnson, A. W. ... 18
Kellogg & Sons, H. ... 27, 42
Kerr Glass Mfg. Co. ... 13
Knight Cooking Extract Co. ... 25
Lamson Consolidated Store Service Co., 37
Lautz Bros. & Co. ... Cover 3
Levering Coffee Co., The ... 19
Loughery & Co., Jas. J. ... 4
Lowney Co., The Walter M. ... 50
Lutz & Schramm Co. ... Cover 2
Maher's Veterinary Hospital, Dr. ... Cover 1
Manufacturers' Trade-Mark Ass'n ... 17
Martindale & Co., Thos. ... 36
Mentor Cigarette Co. ... 40
Miller & England ... 39
Mince Meat ... 44
Morgan & Cornell ... 46
McCahan Sugar Refining Co., The W. J., Cover 3
McCaskey Register Co., The ... 38

PAGE

Paul Mfg. Co. ... 40
Philadelphia Electric Co., The ... 15
Phillips & Co., F. H. ... 36
Porcela Co., The ... 41
Quaker City Preserve Co. ... 27
Rae's Lucca Oil ... 42
Rapid Motor Vehicle Co. ... Cover 2
Ralston Purina Mills. ... 42
Righter, W. H. ... 32
Ritter Conserve Co., Philip J. ... 37
Royal Milling Co. ... 41
Royal Specialty Co. ... 19
Sauer Co., C. F. ... Cover 4
Scott & Co., Inc., John ... Cover 1, 9
Shafer Co., Jacob C. ... 19
Shane Bros. Co. ... 16
Smith's Sons Co, John E. ... 23
Snider Preserve Co., The T. A. ... 4
Stickney & Poor Spice Co. ... 25
Strasbaugh, Silver & Co. ... 29
Sulpho-Napthol Co., The ... 44
Swift & Co. ... 27
Toasted Corn Flake Co ... 8
Tongue & Bros., R. E. ... 27
Troemner, Henry ... 49
Wagner Co., Martin ... 32
Walker Patent Pivoted Bin Co. ... 48
Washburn-Crosby Co. ... 41
Weber & Loesch ... 23
Weiss & Son, G. B. ... 45
Wells & Richardson ... 27
Wilde, Carl ... 36
Whittemore, Bros. & Co. ... Cover 3
Wilde's Sons Co., Samuel ... Cover 2
Williams Bros. Co., The ... 47
Williams, R. S. ... 5
Young, P. D. F., W. F. ... 31
Young & Co., Chas W. ... 5
Zimmerman Co., M ... 36

Trouble Over the Philadelphia Meat License Act

Bureau of Health Contends That It Includes All Manner of Meat, Poultry and Game Products, Even Mince-meat, and That All Dealers in Such Things Must Pay License. Health Bureau Chief Permits Attorney Representing Trade Interests to File Brief for City Solicitor. Latter's Opinion to Be Obtained Before Cases Are Brought.

There is probably trouble ahead for the Philadelphia grocery trade, both wholesale and retail, over the local meat inspection act, approved April 26, 1907. The act applies to Philadelphia alone, and places all handlers of and dealers in meats, poultry, game, fish and shellfish under the supervision of the Bureau of Health, and compels them to pay a license fee of $1 for each store or place of business occupied.

The text of the act in question was published at the time it was approved, but it is repeated now in order to make clearer the following statement of the situation:

An act to provide for the licensing and regulating of slaughter houses, shops, wagons and places where meats, poultry, fish, game and shellfish are prepared for use as food or stored or exposed for sale in cities of the first class in this Commonwealth, and providing penalties for any violation of any regulation governing the same.

Section 1. Be it enacted by the Senate and House of Representatives of the Commonwealth of Pennsylvania, in General Assembly met, and it is hereby enacted by the authority of the same, That no place, building or part of any building, or any wagon in cities of the first class in this Commonwealth shall be used for the slaughter of animals or poultry or for the storage or preparation or exposure for sale of meats, fish, game or shellfish without first obtaining a license from the Bureau of Health.

Sec. 2. A license permitting the use of premises, buildings or parts of buildings or wagons for the slaughtering of animals and poultry and dressing the same or for the storage, sale or preparation for sale of meats, poultry, fish, game or shellfish may be granted to any person, firm or body corporate in cities of the first class by the Bureau of Health upon application for such license, provided that the premises, buildings or parts of buildings or wagons to be used for the purposes specified conform to the regulations established by the Board of Health. Further provided, that a separate license shall be issued for each place used for the purpose herein specified.

Sec. 3. The Board of Health in cities of the first class is hereby empowered to enact rules and regulations governing the conditions under which animals or poultry may be slaughtered and dressed or meats, poultry, fish, game and shellfish may be prepared for use as food or stored or exposed for sale. Such rules and regulations shall provide for the proper sanitary equipment of the buildings or parts of buildings or premises so used, and also for the cleanly and sanitary maintenance and conduct of such establishments or wagons used.

Sec. 4. Licenses when issued shall be valid for not more than one year; shall not be transferable either as to the person or place, and may be revoked at any time by the Board of Health for failure to comply with the rules and regulations established by the Board of Health.

It shall be the duty of every licensee to post and keep posted a printed copy of this act and of the license granted under it in the place for which the license is granted and where the said license is granted for the use of any building or part of building; said posting shall be in the principal and most public room of said building or part of building. A fee of $1 shall be paid to the Bureau of Health for said license.

Sec. 5. Any person who violates any of the provisions of this act or refuses to comply with any of the requirements or regulations of the Board of Health made in accordance with the provisions of this act shall be deemed guilty of a misdemeanor, and upon conviction shall be punished by fine of not less than $5 nor more than $100.

Sec. 6. All acts or parts of acts inconsistent with the provisions of this act are hereby repealed.

The trouble, if any, will come from the fact that the Philadelphia Bureau of Health has taken the position that the terms "meats, poultry, fish, game and shellfish" include everything made wholly or partly from meat, such as canned meats, dried beef, hams, and all other provisions, sausage, scrapple and mince-meat. If this construction is correct, every retail grocer, whether he sells fresh meats, poultry, etc., or not must still take out a license for selling canned meats, provisions, mince-meat, etc., and bring himself under the constant supervision of the Bureau of Health.

Elton J. Buckley, Esq., attorney, representing certain trade interests, had a conference on this subject with Dr. A. C. Abbott, Chief of the Bureau, during the week. The medical chief took the very radical position that the act had the above broad scope, while the attorney contended that "meats, poultry, fish, game and shellfish" meant simply those products in their fresh form. After a considerable argument the chief made the concession that no attempt would be made to enforce the law against any of the products named until a brief to be prepared by Mr. Buckley should be submitted to the City Solicitor and his opinion secured for the guidance of the bureau.

This brief has since been filed with the Health Bureau, and it will be laid before the City Solicitor at the earliest possible moment. In brief it takes the position that the word "meats" includes only fresh meat, as in the use of the term "meats" by the trade it is always understood that only fresh meats are meant, dried beef, hams, etc., being known as provisions, and sausage, scrapple, etc., as "meat food products," which should have been named in the act if they were to be included. Also that the act is obviously aimed for the safeguarding of perishable products, such as fresh poultry, fish, game and shellfish, and fresh meat, and not aimed at non-perishable products such as tinned meats, dried beef, etc., which are already protected by the interstate commerce and food laws.

Written for the "Grocery World."

Why Vanilla Is High.

Member of One of the Largest Concerns in the United States Says the Federal Food Law Largely Increased the Demand. Contends, However, That Present Prices, Though Much Above a Year Ago, Are Not Unreasonably High Under the Circumstances.

The fact of the vanilla situation is that the present values are not by any means excessively high. They only seem so to those who compare, without going further, to-day's prices with the abnormally low figures of a year or so ago, when the article was bringing less on the market than the cost of production. Within the past ten years the finest grades of Mexican beans, which are now quoted at $5.50 to $6.25 per pound, have brought as high as $13 to $15 per pound, according to length and cure. Of course, the latter prices were abnormally high, but they show the possibilities of the case and the relation thereto of the present situation.

The advance from the abnormally low level of a year ago came as a natural and necessary reaction. It came at a time when consumer would in any ev have bought rather more fr than usual, because of the exig cies of the Federal pure food l which not only threatened to terfere with the sale of many the absurdly cheap so-called tracts under the labels that w being used upon them, but wh actually called for an increas over 50 per cent. in the stren of the "standard" extract. A once the advance began, there sued a scramble to provide cost supplies against future wa as far ahead as possible, with natural result that the upw movement proceeded much m rapidly and strongly than would have under ordinary c ditions.

As to the "large number manufacturers who were u vanillin" and who were "smo out," as you put it, we kn nothing; but we think that are under a misapprehension some sort. Of course van like almost any material of a stitutionary nature, has been used for fraudulent purposes; the proportion employed in way never was anything slight—a small fraction of enormous quantity of this re meritorious material annu consumed. And the consump this year, notwithstanding th leged smoking out, and in the of the great uncertainty at the ginning of the food law agita as to where the manufact stood with regard to raw terials of this description, been fully as great as ever at steadily increasing.

CHRISTIAN BEILSTEIN,
Secretary Dodge & Olcott C
New York, Aug. 26, 1907.

A policy of unceasing carefulne every department is one of the re for the large increase in the sa Snyder's catsup year after year. is a certain satisfaction in having t just right and having it so largely preciated.

ELTON J. BUCKLE
Editor "Grocery World"
Attorney and Counsellor at
730-731 Drexel Building, Philadelphia.
Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRAC
CASES UNDER FOOD LAWS
TRADEMARK REGISTRATI

The New York Letter

obbers Meet to Discuss Trade Questions. Retailers Still Warm Over Governor's Vetoes. Debate Over Park & Tilford's Methods. New Salmon Prices Named at Last. The Week's General Trade News.

cial correspondence of "Grocery World."

New York, August 30, 1907.

A special meeting of the New ork State Wholesale Grocers' ssociation was held yesterday to t on questions in relation to oels and jobbers' guarantees, d on proposed changes in the nstitution. The meeting was of executive character, nobody cept members being admitted. One of the members said that e attendance was thoroughly presentative, there being pres- t jobbers from all the cities in e State and a large showing om this city, indicating the earn- t and harmonious manner in hich the wholesale grocers are ideavoring to solve the prob- ms presented by the changing ws and changing public senti- ent on food subjects.

* * *

It has become clear that the tail grocers' associations here ill give a great deal of attention the next few months to the sues involved in the New York tate food bill and the wife's lia- ility bill, both of which were etoed by Governor Hughes.

New bills of a similar character re to be presented next January hen the Legislature meets again. his has been declared by L. J. allanan, the chairman of the egislative Committee of the New ork Retail Grocers' Union, who now preparing arguments to eet the objections that have een raised to the bills. While e has been a warm and out- poken admirer of the Governor, Ir. Callanan asserts that the two etoes were mistakes.

Especially strong is his dissent rom the reasons given by the overnor for disapproving the tate food bill. The principal eason was apparently because he bill provided for placing the esponsibility for violations on the manufacturer or packer and re- easing the retailer, provisions bout the same as those in the ederal food law. This reopens n this State an issue that was ought out over and over again efore the enactment of the na- tional law, and the retailers were under the impression that they had heard the end of it.

It is suggested that the Governor, while seeing some technical objection to the bill, was not familiar with the practical side of the question. So often have Mr. Callanan and the other members of the Legislative Committee argued on the question that it would seem there is nothing new to be said, but in order to carry the point the arguments will be re-marshalled and again presented when the Legislature meets again. In the meantime considerable educational literature will be distributed.

It has been said repeatedly by Mr. Callanan and his associates that it is an absurdity to hold a retail grocer responsible for the condition of food in the packing of which he has had no part. He will say it again in a letter which he is now writing and he will review in detail the situation.

The Governor's reasons for vetoing the wife's liability bill seems also untenable to the chairman of the Legislative Committee. The Governor pointed out that the grocer may withhold credit if he desires, or he may give credit to either wife or husband or to both, by having an understanding on the subject at the time that the goods are sold and the credit is given. To make a change in the law would only complicate matters, the Governor said. The grocers maintain that, on the contrary, the bill would fix the responsibility on the wife ordering groceries and other merchandise when she is financially responsible and the husband turns out to be irresponsible.

* * *

Substitution is an old subject, but it has been brought up again by a discussion as to the methods of Park & Tilford in not selling any proprietary brands of tea or coffee and selling the various grades simply under the company's name. The company's advertising man has written quite a

STATE HOUSE

CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

long article holding that the company's practice in selling in this way is in no sense a substitution for the proprietary brands. The head of another retail house which makes a specialty of tea and coffee said that if he had the trade of the wealthier class of people he would sell little or no proprietary brands of tea or coffee because he would build up a demand for brands of his own.

A retailer, who seemed to voice the opinions of others as well as himself, said: "I have the proprietary brands on my shelves, but I try to sell my own blends in preference. That is not substitution. I look on deception as the real basis of what the trade calls deception, as when a customer asks for an article and something else is given, the difference not being observed at the time. But if the grocer has tact enough to change the customer's mind, and does so, that is something that is within the grocer's rights. Many are glad to get the advice of the grocer as to the articles that he sells. He may not keep in stock the identical article that customers intended to buy, but he very properly offers something else that he believes will prove satisfactory."

Several who are active in the affairs of the grocers' societies expressed themselves to this effect when their opinions were asked.

* * *

Notices were received to-day in the wholesale trade of the new prices on salmon, as agreed upon by the Alaska Packers' Association and other packers. The new price of red Alaska salmon is $1.15 a dozen, f. o. b. coast, which amounts to $1.28 laid down in New York. The price a year ago was 95 cents. The spot price here is $1.28. The reason given for the advance is that the present pack, amounting to 1,100,000 cases, is about 700,000 cases short of that of last year. In view of the conditions, the grocery jobbers seem inclined to think that the new price is quite as favorable to them as they could have hoped. The retailers will, of course, feel the advance when they order.

* * *

The old Crane & Martin Co., cocoa and chocolate manufacturers at 309 East 22d street, has been placed this week in bankruptcy by creditors, after being conducted since March last by a committee of five of the creditors. An acknowledgment of the company's insolvency was filed in court, the document bearing the signatures of Lawrence Pierpont as president and Rudolph Sievert as treasurer. The liabilities were estimated, when the committee took charge, at $50,000 and the assets at $27,000. Evariste A. Martin, who was an expert in the manufacture of cocoa and started the business thirty years ago, died in May at the age of eighty years. The old firm was incorporated thirteen years ago with an authorized capital stock of $50,000.

* * *

A decision in relation to the duty on milk chocolate imported in large quantities by Lamont, Corliss & Co., was handed down Monday by Judge H. M. Somerville, of the Board of United States General Appraisers, and an appeal is to be taken to the full board, whose decision, in this kind of an issue, is final. The question is as to the valuation at which duty will be assessed. A discount of 6 per cent. is allowed by the general appraiser and the importers asked for an 8 per cent discount. The evidence showed that the importers buy and import Peter's milk chocolate in quantities valued upward of 400,000 francs and this is the reason that the larger discount is allowed them by the manufacturers. The ordinary purchases of importers is in lots varying in values from 1,000 to 25,000 francs. The general appraiser holds that the valuation must be fixed according to the prices paid for "usual wholesale quantities" and that it is contrary to the letter and to the spirit of the law to allow lower valuation to especially large buyers.

* * *

The ruling of the Department of Agriculture, holding that labels on imported food products must be printed in English has caused an animated discussion in the Italian Chamber of Commerce in this city and resolutions have been adopted asking for a modification of the rule. President Antonio Zucca has sent copies of the resolutions to the regular Chamber of Commerce asking it

GET THE HABIT

of buying your groceries for cash without traveling salesmen's expenses added, it will be money in your pocket. Note and compare the following prices and send us a trial order.

Extra Shore New Bloater Mackerel, fancy fat fish, 100 to 105 fish	per bbl,	$24.00
Summer-caught No. 2 Norway Mackerel, 240 to 260 fish	per bbl	17.00
½ bbl., about 120 fish	per ½ bbl.,	9.10
50-lb. blue-painted tubs (¼ bbl), about 60 fish	per tub,	4.70
Jersey Lily Brand Large Lump Laundry Starch, 50-lb. boxes, quantities to suit	per lb.,	.03⅛
Harbor Brand ¾ Mustard Sardines, new pack, 1907, each can in handsome carton, 48 cans	per case,	3.30
5 or 10-case lots	per case,	3.27½
Kent County Early June Peas, single cases, 2 doz.	per doz.,	.87½
5 or 10-case lots	per doz.,	.85
These are a better bargain in Peas than you will find elsewhere in this market, the quality being good and the prices, as you will note, quite low.		
Macbeth Pearl Top Lamp Chimneys No. 0 (No. 500), 6 doz.	per case,	3.00
Macbeth Pearl Top Lamp Chimneys No. 1 (No. 502), 6 doz.	per case,	3.18
Macbeth Pearl Top Lamp Chimneys No. 2 (No. 504), 6 doz.	per case,	3.96
No charge for cases.		
Maconochies Kippered Herring, new pack, 1907, just in, single cases, 2 doz.	per doz.,	1.45
5-case lots (not over)	per doz.,	1.42½
Wilkins' Brand Chipped Beef, No. 1 size, in finished glass tumblers, single cases, 1 doz.	per doz.,	2.12½
5 or 10-case lots	per doz.,	2.10
Straits' Brand Imported Singapore Pineapple Cubes, 1½-lb. flat cans, single cases, 4 doz.	per doz.,	1.10
5 or 10-case lots	per doz.,	1.07½
NEW No. 3 BARLEY, 100-lb. bags	per bag,	3.20
Not over one or two bags to any one customer owing to the great scarcity of new goods.		
Golden Key Brand New Seeded Raisins (Valencia style), fancy goods, 40 lbs, single boxes	per lb.,	.11⅝
5 or 10-box lots	per lb.,	.11½
New Pack Silver Lake Whole Beets, No. 3 sanitary cans, 2 doz., single cases	per doz.,	.92½
Paris Corn, single cases, 2 doz.	per doz.,	1.15
5 or 10-case lots	per doz,	1.12½

These Prices for This Week Only—September 2d to 7th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

-operation in getting a change the rule. The Italian importers laim that the rule is a hardship, ecause it discourages the impor- tion of all food products except ose especially packed for this untry. It is pointed out that an merican buyer could formerly ke advantage of foreign market conditions, such as an occasional surplus of some article, and make an advantageous purchase for the American trade. The rule, it is said, works against the smaller importer and in favor of the large concerns for which goods are expressly packed.

FRED. A. MCGILL.

leart-to-Heart Talks With Grocery Clerks

Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

VII.

SUGGESTIONS.

We want more written sugges- ons from you about the running this business.

We wrote you about this some me since and many of you re- onded creditably at that time. eep it up.

If the advertisements don't lease you—if you think they ould be written so as to bring ore business, write your ideas. ou're in touch with the con- mer.

The same applies to department anagement. Window displays. oods in demand. Complaints, c.

Don't be afraid to criticize.

MOCHA AND JAVA COFFEE.

A foolish impression is abroad at we don't handle the genuine Mocha or Java coffee. You must eet this with a prompt, but olite denial. You are selling a enuine Arabian Mocha and a adang Interior Java, just as the n reads. Either or both coffees ay at any time be submitted to y expert your doubter may ame.

In addition to this, the manager olds a letter written by the head the largest importing house in ew York verifying the genuine- ess of both these coffees.

"Stand pat" for the real thing.

KEEP CLEAN.

This is a rather delicate sub- ct, but it's opportune and there- re a mutual aid thought.

sponge bath should be taken is time of year every day.

"A sweaty smell" is distressing to most people. Avoid it as you would a tobacco breath.

Moral and physical wholesomeness of person we insist on.

The writer indirectly heard of a case last week where a woman cut her order in two to get away from a salesman who disregarded the bath. It did not happen in our store, though.

BISCUIT TIME.

You can do a whole lot with crackers and biscuits these days. We have a beautiful line of the National, as well as Huntley & Palmer English goods. Suggest the nicest ones for ice cream. The less rich kinds for the picnic. Any of these for the luncheon or tea table. It needs only a word or two. Many of our customers don't know that we carry the Dr. Johnston Educator line.

Take it for granted that people forget the advertisements over night. Freshen their memory. Notice how many say "Oh yes, that's so, let me see those you advertised." Jar cheese comes in here. 10-15-25. Puts the finish to the saltines.

In my more than forty years' experience in the retail grocery business I have always been greatly aided by and guided by trade papers. In these my experience has been large and varied, but I can honestly say that as now conducted the "Grocery World," of Philadelphia, is the best and most useful of its kind that I have ever known.—Percy M. Reese, 1201 Charles street, Baltimore, Md.

The Hotel Patrons' Demand

A coffee that satisfies on a hotel table is a good coffee and will stand up under any test you can give it.

That's because hotel patrons are supercritical. They expect more than they get at home; in fact they expect perfection.

Hotel Astor Coffee is the year-in-and-year-out brand of some of the most exclusive hotels in New York City. They never think of buying anything else — they wouldn't dream of it.

The success of this coffee under this exacting test is really the reason that led us to push it through the grocery trade. We have a plan to increase your high-grade coffee trade. May we tell you about it? A postal request is enough.

B. Fischer & Co.

190 Franklin Street
NEW YORK

31 South Front Street
PHILADELPHIA

Grocery World

PUBLISHED WEEKLY BY THE
GROCERY WORLD PUBLICATION CO.,
AT
927 Arch Street, Philadelphia.
TELEPHONES:
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Manager "Prices-Current."

Into the Gimbel Camp.

Messrs. Gimbel Bros., of the "only good grocery" fame, republished in their usual page advertisement last Wednesday the article which appeared in the "Grocery World" of August 26th, under the caption "The Truth About Short Weight." Accompanying this appeared certain comment which needs discussion:

> The "Grocery World" was so short-sighted as to believe that everything we did had a mean, ulterior motive. We hadn't time to change its views—we're righting wrongs that count; we're making our fights in the interest of your stomach and purse.
>
> But, on the question of dishonest weights, the "Grocery World" had to come into our camp—and, with the zeal of a new convert, it talks vigorously in a signed editorial that we reprint herewith.
>
> But only a little while ago it contended that our fight wasn't for honesty, but against the little grocer. Of course, that isn't so. Your neighborhood grocer—your neighbor—can't fight these abuses. He is the victim of circumstances. He might possibly fight, if he chose, within his organization—the Retail Grocers' Association—a combination that is claimed to help by grouping small orders.
>
> This association is surely guilty of conniving with the short-weight lard men. Here is the wording of one of its lard-can labels:
>
> "This lard is put up as a strictly pure article, and is guaranteed to contain nothing but what results from the rendering of good, pure, wholesome hog fat. Our bond, filed with the Retail Grocers' Association, for One Thousand Dollars, to be forfeited if any adulteration can be proven."
>
> And then the packer stamps it "3 lb. gross," while at the price we found in the market the lard is costing the consumer over 17c. for a real pound.
>
> Making the package still more seductive, it bears the reassuring words: "U. S. inspected and passed under the Act of Congress of June 30, 1906."
>
> For the present, until the packers can convert their can-making machinery, we are having lard for this store packed in cans that we furnish—and the lard, passing the full test for quality, we label "Lenox." Our cans hold three pounds of actual lard. 42c. a can—which is 14c. a lb.

Life holds few more amusing conceptions than the spectacle of Gimbel Bros. tenting alone in the "camp" of honesty. To save their souls, these Gimbels can't seem to be decent or square. "The 'Grocery World' had to come into *their* camp," they say, and speaks on short weight "with the zeal of a new convert." The "Grocery World" spoke its mind on short-weight groceries long before the Gimbels pushed their way into Philadelphia trade. But what if it now mentioned the matter for the first time? Let the "Grocery World" inform the Gimbels that there is no difference of opinion as to the ethics of short weight. No man deserves credit, no matter how much credit he claims, for being simply honest, and the man who does claim distinction on that ground is either not honest at all or a plain fool.

What an insight this gives into the peculiar moral code of these people—that they are something wonderful because they don't believe in stealing! Possibly they surprise themselves that they should be advocating any such doctrine.

The 5,000 retail grocers of Philadelphia have learned much from Gimbel Bros. Understanding thoroughly the value and good faith of the concern's grocery advertising, they have naturally judged the other departments thereby and have stayed away from the Gimbel store.

The Philadelphia Retail Grocers' Association is conniving with short-weight lard men, say Gimbel Bros. What utter rot! Nobody in the grocery business anywhere is or could be more scrupulously finical concerning the character of goods handled than the Philadelphia Retail Grocers' Association. To get in there an article must be free of the faintest suspicion of even technical wrong. And this constant watchfulness has results, for in the last three years practically no members of the association have been fined for breaking the food law, while Gimbel Bros. have been mulcted many times.

Destroying Groceries.

The monthly bulletin of the Pennsylvania Dairy and Food Department now contains several pages of editorial matter aimed to educate the retail grocer in the knowledge of the State food laws. The motive is excellent and in the main it is being worthily carried out. Here and there, however, statements appear which because they seem scarcely well considered, should never appear in an official publication.

For instance, in a paragraph reproduced elsewhere the Department advises retailers to destroy all goods for which they have no guarantee, and which have been in stock so long as to lose identification. Couched so broadly, this is scarcely good advice. It is all very well to destroy *illegal* goods, since they may not be safely sold, yet goods that are old and unguaranteed and unidentified are not necessarily illegal; they may, on the contrary, meet the law perfectly. Would it not be saner, therefore, before destroying $100 worth of goods to spend possibly $10 in having them chemically analyzed?

This mild impeachment of the Department's advice seems warranted by the fact that in all probability many retailers treat the Department's suggestions as virtual commands.

The Illinois Regulations.

Nothing more important to the general grocery trade has come out in months than the rules and regulations governing the making of retailers' claims that the Illinois Wholesale Grocers' Association has adopted and is trying to induce other jobbers' associations to adopt. The full text of these appear in another column. They are long and must be studied to be understood. Quite aside from their character or value, all will agree that *some* regulations covering the relations between retailer and jobber are urgently necessary.

At the present time no phase of the wholesale grocery business shows less system than that of handling claims made by retaile
The importance of the claimant
practically the only criteri
Rules are made and positions
sumed, but repeatedly the ru
are waived and the positi
abandoned if the customer w
makes the claim is sufficien
valuable. Under this system
lack of systems claims are made
unscrupulous retailers and gru
ingly allowed by jobbers
have not a scintilla of equity
support them.

So that the abuse deman
regulation at least, not only
the protection of the jobber,
for the safeguarding of the hon
retailer, who makes no bad clai
and who is injured by every o
that his competitor successfu
puts through.

Nebraska Food Law Goes Furth Than the Furthest.

The Food Commissioner
Nebraska has made the dras
ruling that the State food law f
bids the packing of premium c
pons in packages. In reply to
recent query he says: "The pu
food law expressly prohibits
food packages 'prizes, premiu
and gifts. This office will ho
that a coupon is equivalent to
prize, premium or gift and
therefore unlawful. As to trad
marks cut from packages,
which premiums are given, the
not being contained in the pac
age are not within the law,
cause they are not in the packa
As a matter of information to
interested parties I will say th
this provision in the law is ve
explicit, and this department,
soon as it can get to it, will und
take to enforce this provision wi
the prosecution of all parties
this State, selling or offering
sell, or the keeping for sale a
food packages that come und
this provision. An effort is bei
made by some concerns outside
the State to organize among t
retailers of the State a conspira
to resist this feature of the la
An agent of one of these concer
made the statement in this offi
a day or two ago that his firm
Cedar Rapids, Iowa, would spe
$100,000 if necessary rather th
be coerced by this provision of t
law."

No disputes with your customers.
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National Association Calls to Arms Against Parcels Post

Urges All Retailers to Labor With Their Representatives in Congress. Secretary Illinois Association Writes to Roosevelt Direct. The Inconsistency of the Ohio Wholesale Grocery House Which Is Operating Retail Stores.

Special correspondence of "Grocery World."

Cleveland, Ohio, Aug. 29, 1907.

While delivering an address in Massachusetts before the leading Republicans of that State on August 8, 1907, the Postmaster-General used these words:—

I am also thinking that we should consider, and Congress should see fit to give the department the right to establish a parcels post throughout the country, the weight not to exceed five or ten pounds as a trial. I hope that will be the judgment of Congress. Certainly it could be experimented on with the rural delivery.

I would respectfully urge that every retailer, no matter what his location, take it upon himself to write a letter to the Postmaster-General, to see or write his Congressman at once, and all prospective candidates for Congress, and compel each to make a statement as to where he stands, in regard to this proposition.

Apropos of this matter, Secretary George E. Green, of the Retail Merchants' Association of Illinois, has addressed the following letter to President Roosevelt:—

Honorable Sir:—Noticing in the "Daily Evening News," Chicago, Friday, August 16, an editorial which gives a purported interview between your honor and Postmaster General Meyer, announcing the fact that a recommendation will be made to Congress in the next annual report by your honor, recommending a domestic parcels post. In reference to same, I beg to submit for your perusal an address delivered before the annual convention of the National Retail Merchants' Association, held in Dallas, Texas, January, 1907, and which expresses the views of the retailers concerning this question. Fully believing that the enactment of a parcels post law by our Congress will seriously cripple the future prospect and largely reduce the number of the smaller retailers, and serve particularly in enlarging the volume of business of a few in the large trade centers, thus in a measure the government will, by such an act, materially aid toward creating a monopoly, and for further reasons set forth in the address, will in the future as in the past, be vigorously opposed by the retailers of the United States.

Wishing to place before your honor as clearly as possible the convictions of the retail merchants throughout our land, and humbly begging your earnest consideration of the same, beg to remain,

Most truly yours,

RETAIL MERCHANTS' ASSOCIATION OF ILLINOIS.

GEORGE E. GREEN, Secretary.

The initial announcement of the wholesale grocery concern which recently established a chain of retail stores in Ohio was as follows:—

As cities grow, expand in wealth and population, business conditions change, and the establishing of various branch stores is only abreast of the times, and exactly the same conditions as have occurred in all the large cities of the United States, giving the consumers high grade goods and good service at the lowest prices. It does not stand to reason that a dealer doing a small business can furnish to consumers groceries on the same advantageous terms as though he were operating a large number of stores, whereby his buying power is increased, which he resells at a minimum price.

To analyze this statement, we find a number of points in which the retailer is constrained to take issue with the said wholesale house. One of the prominent thoughts is the broad statement that a dealer doing a small business cannot furnish to consumers groceries on the same advantageous terms as though he were operating a large number of stores. Applying this particularly to the branch or chain stores in the grocery line let us consider for a moment what the difference in purchasing power could possibly be. I am informed upon creditable authority by a prominent grocer whose business runs into millions per annum, that the gross per cent. of profit derived by the wholesale grocery is but about 7 or 8 per cent. If they ever reach 9 per cent. they consider it exceptionally high.

Now, assuming that a wholesale concern operating a number of branch or chain stores would deliver to these branch concerns goods at first cost to them (which would be a false position, since they are under expense of conducting the said wholesale concern), the saving from combined purchase could not be more than 7 or 8 per cent., which is a small percentage in itself, and I would repeat in order to do that the wholesale concern must handle the goods and distribute them to their branch concerns without

How Much Is Actually Saved

When the housewife putting down her season's fruit in the cheaper old-style jars is later compelled to throw away a good percentage of it SPOILED. Preserving troubles END when the housewife buys her first

ECONOMY JARS

A clean, honest household necessity retailing at a very reasonable figure WHEN THEIR MANY POINTS OF SUPERIORITY ARE CONSIDERED.

Our plan of CO-OPERATION WITH THE DEALER in their sale insures that you will have call for them.

The Common Sense Advantages of the Jar Itself:

Sanitary Self Sealing
Wide Mouthed—for Cleansing
No Separate Rubber Rings Required
Caps Impervious to Fruit Acids as the Glass Itself

Insures its continued use when once tried.

ECONOMY JARS FOR SALE BY THE FOLLOWING JOBBERS:

In Philadelphia
ALEXANDER KERR, BRO. & CO.
516 North Delaware Ave.
In Boston—All Jobbing Houses
NELSON GORMAN, Agent
Consuming public in New York City can be supplied by John Wanamaker

STOCK THEM so you will not lose a sale when call is made for them. DISPLAY THEM prominently and continuously during the canning season so that their apparent advantages can be noted by the housewife. Then SEND US YOUR NAME so that we can help you sell them.

KERR GLASS MANUFACTURING CO.

PORTLAND, ORE., AND PHILADELPHIA, PA.

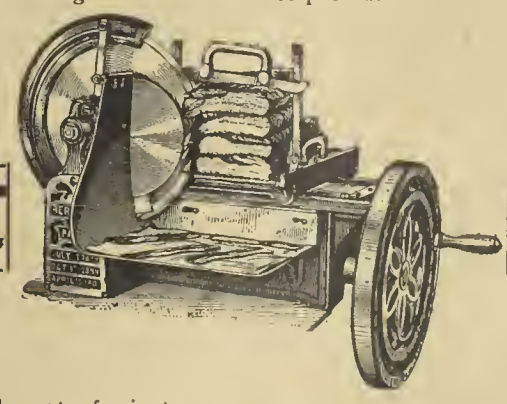
SEND US YOUR ORDERS

Getting Trade—and Holding It

It is comparatively easy to increase your trade; but it's harder to increase your **profitable** trade.

Any grocer can fill his store with customers by cutting prices low enough—but what's the use? This kind of trade doesn't pay; and trade obtained in this way cannot be held for a day against another advertisement of cut prices by the man up the street or around the corner.

The only way to get the right kind of trade and **hold** it is by means of **quality.** But with this trade you can afford to let your competitor have the cheap, bargain-hunting class that cuts into profits.



Take sliced meats, for instance.

There's a town in Michigan where there are six or seven stores handling sliced meats, and owing to a price-cutting war they are selling these goods at a cent or so above wholesale.

That is, they're all doing this but one. He has an American Slicing Machine. He's going right along, selling at a fair profit, and getting the best trade in town. Mrs. Smith, who bought from Jones yesterday but will trade with Brown to-day, because he's cut his prices two cents, doesn't trade with this man. But the nice trade—the kind that appreciates better-looking, better-cooking, better-tasting sliced meat and 20 per cent. more slices to the pound, keeps coming.

He's making a better profit on each sale, he's got the trade and he's happy. Ask us about the machine.

AMERICAN SLICING MACHINE COMPANY
54 Fifth Avenue, Chicago

any provision for expense of distribution.

Then, again, it is a well-known fact that branch stores cannot be operated as economically and judiciously as by the dealer himself. A careful, economical supervision sedom is obtained through a manager for the branch concern, as the proprietor himself can or will do. Then, again, a point which should receive the severest condemnation at the hands of retailers, is the one of creating distrust and dissension between the patrons of the retailer and himself. The statement by this concern is along the same line of argument and pretension made by the retail mail order houses, placing the smaller retailer in the light of being both incompetent to purchase his goods at fair market values and being a robber, representing him as asking exorbitant prices for his wares.

This idea of creating distrust and dissension, particularly by and through a wholesale concern, depending upon the retailers for support, should never be tolerated, and can only be dealt with by and through organized effort. Upon the same theory, this wholesale house would have no right to existence, as the manufacturers through whom this wholesale house receives its supplies could go to the retailer and furnish the retailer with their manufactured product, eliminating the wholesale grocer's cost of doing business. It is just as reasonable, just as logical.

JOHN A. GREEN,
National Secretary.

An Unusual Corporation.

Butler Bros., through T. B. Walker, have returned to the Public Affairs Committee of the Minneapolis Commercial Club the $40,622.50 subscribed by the business men of Minneapolis when negotiations were on for the location of Butler Bros' big house in Minneapolis. Butler Bros. have paid this amount to Mr. Walker in cash and increased rental, and Mr. Walker has handed his check to the Public Affairs Committee.

Inclosed find check, for which please renew my subscription for "the best grocery paper on earth." —Burt A. Gee, Sabinsville, Pa.

Rules Governing Claims By Retail Grocer

Movement Among Jobbing Trade, Led By Illinois Wholesale Grocers' Association, to Reduce to System Relations Between Wholesalers and Retailers As to Making Claims on Damaged Goods. Time Allowance for Report on Claim Both for Apparent and Concealed Damage.

A movement is progressing among the wholesale grocery trade of the country to reduce to a more businesslike system the relations between wholesalers and retailers, particularly as regards the making of claims for goods received in a damaged condition. The Illinois Wholesale Grocers' Association has drafted an extremely comprehensive system of rules and regulations, and has forwarded a copy of them to practically all jobbers' organizations in the country, with the suggestion that if adopted by the trade conditions would at once assume a status better both for wholesaler and retailer. The "Grocery World" has secured a copy of the Illinois rules and reproduces them verbatim regarding the matter of the highest importance:—

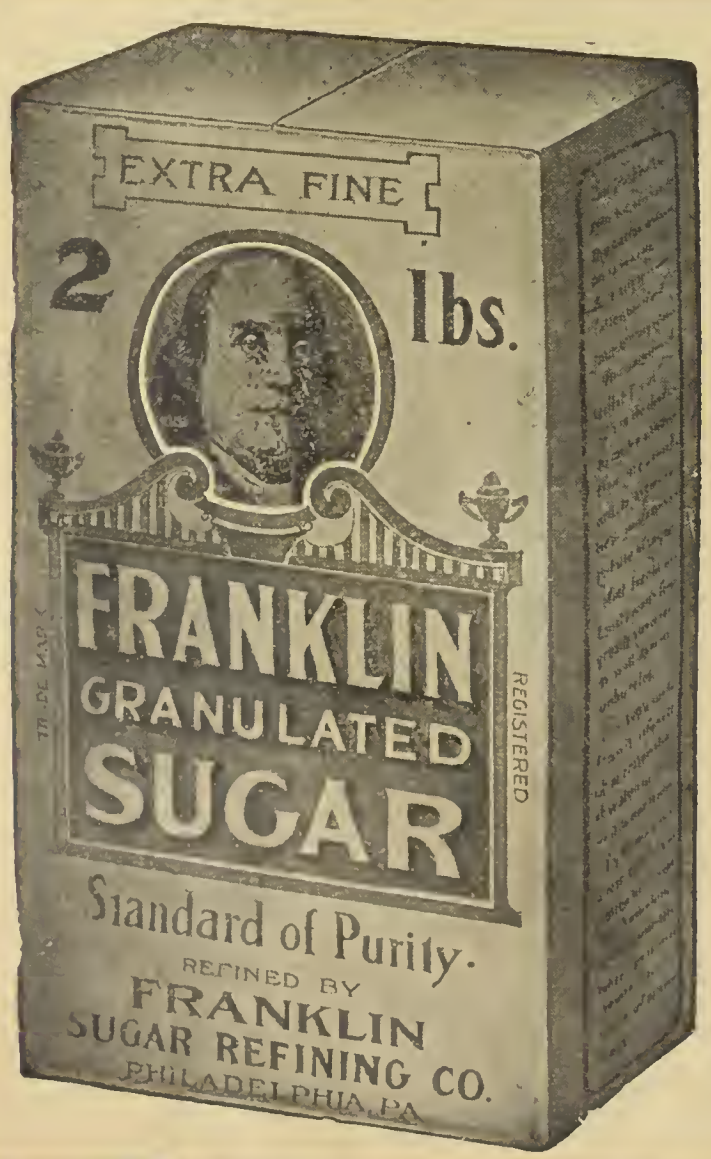
INTRODUCTION.

Recognizing that various losses are needlessly and unjustly incurred by merchants of this State because there are no uniform rules regulating the return of goods from buyer to shipper, and, in order to best conserve the interests of both retailer and wholesaler, the above named wholesalers and manufacturers, by their accredited representatives, have, after careful consideration, adopted the following rules, with interpretations as explained in notes, and authorize their publications generally to the trade to define "The Usual Business Customs" in cases to which they apply, such rules being statements of equitable and economic principles.

RULE I.

Goods should not be returned from buyer to shipper until said buyer has the proper instructions from said shipper authorizing such return. Spoiled goods must not be destroyed without authority from the shipper.

Note—If the buyer wishes to reject or refuse any goods, he should communicate with the shipper, stating fully and explicitly his grounds for such rejection. (Exception se



"I Hope I Don't Sell Sugar"

There's nothing odder than for a merchant to hope he won't sell goods, but it's a fact that many a grocer hopes "I won't sell much sugar to-day."

Why? Well, it's a lot of trouble and work and very often it doesn't pay. Very little profit in it and that little gone in overweight—"good measure."

But sell your sugar in **Franklin Cartons** and the weather vane will switch right around.

You can't sell too much **Franklin Carton Sugar** to please you. Because selling **Franklin Carton Sugar** is no work and no worry. You can't give overweight, and there's no way in which your profit can be stolen from you.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company

PHILADELPHIA PENNSYLVANIA

"Notice Cards," Rule II.) It is his duty to then hold such goods, with proper care, "Subject to shipper's order." The buyer's right to reject does not include any privilege to give disposition of goods rejected. The shipper can secure half freight rates for such return, provided, his instructions to that effect go with goods to railroad agent and are attached to the bill of lading. Therefore, for economical reasons, the shipper must justly have the opportunity of giving such instructions before any goods are returned to him. (Without a written warrant, travelling salesmen cannot authorize return of goods.)

RULE II.

The shipper does not guarantee the safe arrival of goods. His responsibility and liability ceases on obtaining a receipt in good order from transportation company. In the absence of specific instructions the shipper may rightfully presume that the buyer's order carries with it instructions to "ship in usual course of business." In so doing and in conforming to the rules and usages of transportation company, the shipper assumes no liability or responsibility for sudden or unexpected weather changes.

Note—Perishable goods are examined by the shipper at the time of shipment, and must have immediate attention and examination on receipt by buyer.

"Notice Cards" attached to packages containing perishable goods are direct instructions from shipper to buyer. If reasonable instructions so given are not promptly and fully complied with, buyer loses his right to reject such goods.

RULE III.

Shipper will receive "for collection" only buyer's claim for breakage, loss or damage in transit (if local agent refuses to adjust loss), but will make no credit allowance or payment therefor until actually collected. It is the buyer's duty to examine all goods immediately on arrival.

Note.—The buyer should not sign, or allow his drayman to sign receipt for goods to transportation company until he is certain that he has no claim for loss or damage on account shipment. He should insist upon agent of transportation company (none other can make this notation legally) making proper "notation" on freight expense bill, stating fully, exactly and explicitly the actual condition of the goods. If such notation is either insufficient or indefinite it seriously delays collection of the claim. If agent refuses to make such notation, buyer should reject all goods.

RULE IV.

The shipper (if no expressed exception) guarantees all shipments to be in merchantable condition when delivered to transportation company. He also guarantees certain classes of goods against spoilage due to any defect in manufacture, for fixed limited periods. (See Rule V.) The buyer, however, must make claim for any such defect or loss within the time limit of the guaranty covering the goods, or else waives and releases all rights under the guaranty.

Note.—All faults, defects or damages are either "apparent" or "concealed."

"Apparent damage" means any loss or damage to the goods which is or may be apparent to any reasonably cautious person on examination.

"Concealed Damage" means any loss or damage which is not discoverable on examination, but which is disclosed in the course of sale.

Example: If a case of tomatoes shows damaged labels, rusty or crushed tins, etc., this would be classed as "apparent damage," and should receive immediate attention. (See Rule V.) If another case of tomatoes while apparently in good condition on examination, but in the course of sale it is discovered that the tins contained pumpkin instead of tomatoes, or the tomatoes are too salty, or there is some other inherent defect in the tomatoes which may afterwards cause the tins to swell, this would be classed as "concealed damage." (See Rule V.)

RULE V.

The following respective time limits have been fixed to cover all cases of concealed or apparent damages:

Thirty Days.

Smoked and salt meats.
Jellies, jams, preserves, fruits.
Butters, etc., in bulk.
(Exception: On all shipments between March 1st and October 1st, guarantee is "on arrival" only.)

Sixty Days.

Minced meat in bulk, cider in wood. (Exception: On all shipments between March 1st and Oct. 1st, guaranty is "on arrival" only.)

Four Months.

Pickles in bulk or glass, of all kinds. (Exception: Dill pickles are sold at buyer's risk only.)

Six Months.

The following goods packed in glass: Maple syrup, olives, jams, jellies, preserves, fruit butters, etc.

Canned meats, soups, milk, fish, etc. (Exception: Such products as marinated herring, fillet of Herring, Bismarck herring, Brat Herring, Gaffelbiter, fillet of Anchovies, Anchovies in tins, roll mops, Appetitsild.)

Special.

Canned fruits and vegetables (not including California) are guaranteed as follows: All shipments between August 31st and February 1st are guaranteed to June 1st following. All shipments between January 31st and September 1st are guaranteed for thirty days only. California fruits and vegetables are guaranteed to June 1st following date of shipment.

On Arrival.

All other goods. They being subject to "apparent damage" only. All claims should be made immediately on actual delivery of goods. Note: As it impractical to fix an exact time limit in days or hours for such cases, this rule must be reasonably interpreted in fairness to both shipper and buyer. Any unnecessary delay should justly be considered as an excess of time limit.

RULE VI.

Negligence or carelessness on the part of the buyer nullifies his right to make claim under his guaranty.

RULE VII.

The "terms" as to payment, and the "conditions of sale" as expressed on the invoices of shipper, shall always be considered agreed terms and conditions of purchase, if no objection is made by buyer on receipt of same.

Note.—Guarantees, promises and representations made by other than the regular salesman of the shipper—such as "specialty" salesman or "factory" salesman—are often unknown to the shipper. If such guarantees, etc., are different from the terms as shown on the invoice, shipper should justly be informed at once of such difference, or the buyer should lose all rights under such guarantees, etc.

Does Light Attract YOU?

We believe you'll say yes—as a matter of fact it attracts us all. If you could induce almost everybody who passed your store to stop and look in your window, and you had something there which made them remember your store, would you increase your trade? We think you'll say yes again. You can put a display of goods in your window which you can afford to sell close and light it with electric devices in such a way that every passer-by will stop to look. You can so impress them that they will come in the next day to buy. You know what to do with them when they come in. Sell them enough to pay the cost of your lighting for a month.

We will show you how it can be done if you will go to the phone and call us up. Don't wait a day. Start to increase your trade NOW.

The Philadelphia Electric Co.
TENTH AND CHESTNUT STREETS

Its increasing

use is the best proof of what **Fels-Naptha** *is and does.*

Only better proof—get your *home-folks* to try a bar, and to try it according to the plain wrapper-directions.

That will quickly show you why the average bright woman gets Fels-Naptha-hungry, wash-days. Have it always ready for her.

FELS & CO. PHILADELPHIA

A STRONG CONNECTING LINK!

For new business and more business is

MAPLEINE

A case of 3 dozen ordered to-day will build and strengthen any business. It is what the housewife has been looking for. Think of cakes, puddings, frostings, ices, candies, ice cream, etc., flavored with that toothsome, appetizing Mapleine flavor, which is even finer and better than real maple.

Simply tell your trade you have it.

IT SELLS

MAPLEINE

E. E. HARDING & CO., Agts., Philadelphia

CHAS. W. JACOBS & ALLISON, Agents, NEW YORK CITY

Manufactured only by

CRESCENT MFG. CO. - - SEATTLE, WASH.

HE DID NOT KNOW

although using them, the full value and merit of our

FORBES' INDEXED COUPON BOOKS

until he ran out of them. He says:

Please ship me 300 books ***. I never knew how much these books saved me until I ran out of them, and in the future I intend to urge the use of them wherever I can.

H. McNELLY, Washington, Pa.

All sizes. F. O. B. your nearest express office. Prompt shipments. Stop worry, bookkeeping, forgotten charges, etc. Best for cash or credit. Many have used them for more than ten years. You need them and will want them. Ask us for samples.

J. P. FORBES, Forbes Building, Coshocton, Ohio

MILLBOURNE

AND

ONTOP

SPRING WHEAT

FLOUR

When our wheat washers are installed we will have the only mill in the east that is so equipped, and with additional purifiers in operation, we will be in position to reach perfection in these favorite brands. Our ambition it to make and sell the best flour in the world.

MILLBOURNE MILLS

63d and Market Sts.

SHANE BROTHERS CO.

Proprietors

672-686 Bourse Philadelphia

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking the right man to take charge of its "Window-Dressing Departme and contribute a good, suggestive weekly article. We have t several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscrib probably every one of whom has some technical knowledge of w dow-dressing. What we want is articles clearly describing winc displays that can be made by the average retailer; not necessarily or original—in fact, those which have been used successfully perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay average price of $5 each. All matter sent in under this arrangen should be addressed to the "Window-Dressing Department." drawings are also sent they should be made throughout in black (not pencil).

THE GROCERY MARKETS

Tea.

The tea market is practically unchanged for the week. Values are steady and the entire line is selling at full prices. Prices in the primary markets on the other side are still firm and high. Some grades of Japans seem particularly firm. The demand for tea in a consumptive way is fairly good.

Coffee.

The market on Rio and Santos coffee has shown little change during the week, and such change as has occurred has been in the direction of a decline. The market has ruled weak to steady during the greater part of the week. The demand has been light. Mild coffees are unchanged and steady, Bogotas being particularly firm. Java and Mocha are steady and unchanged, demand fair.

Sugar.

The sugar market shows no important change for the week. Raws are steady to firm, and some sales have been made at 1-32 advance. Refined sugar is unchanged, and probably will show no change in the near future. The demand for refined sugar is fair, but nothing more.

Syrup and Molasses.

Glucose has advanced 10 points, and has carried compound syrup, both in bulk and tins, up with it one cent per gallon. The advance is due to the high price of corn. Practically all manufacturers of and dealers in syrup have joined in the syrup advance. The advance caused quite an increase in the demand, particularly with some dealers who took orders at the old price. The scarcity of staple fruits seems sure to hea stimulate the demand for sy Sugar syrup is in light deman unchanged prices. Molasses quiet and unchanged.

Fish.

The past week has been mar by a sharp advance in Irish m erel of $1 to $1.50 per barrel. winding up of summer fish is reason. From now on fatter better mackerel will come ward and will command hig prices. Norway mackerel new shores are about unchan The market is firm, and the mand fair. Cod, hake and dock are dull on spot, and rul unchanged prices. Some busi has been done in futures at prices. This year hake r about at the price of haddock haddock at about the price of Cod is ½ to 1 cent above year. Domestic sardines are changed at the last advance, in light demand. Imported dines are firm and unchan Prices on both sockeye and Alaska salmon have been na during the week. Sockeye p are $1.65 talls, $1.80 flats, $1.10 for ½ pounds coast, aga 20 cents less last year. Alaska opens at $1.15, whic also 20 cents above last y opening. Spot red Alaska is

Canned Goods.

Spot tomatoes of old pack s practically no change. An a age price f. o. b. is 85 cents. seys are still quoted at 90 c and spot goods, new pack cents Baltimore. Futures strong at 85 cents county packers seem reluctant to Some authorities attribute th the fact that future sales

eady been very large, and ers to the cool weather and the newhat uncertain crop pros- ts. The general demand for natoes is fair. Corn is un- nged and the general demand it. Peas are active, and the her grades are now partici- ing to some extent. Prices unchanged throughout. ches are still high and un- nged, and the demand is light. grades of canned peaches are ching the highest prices for rs. Apples are firm and some ders are asking $3.25 for New rk State gallons, which is a h price. Scarcity in New rk State is the reason. South- apples average $2.65. The timore small line is unchanged fairly active. California ned goods are broken up and et.

Dried Fruits.

Nothing is doing in prunes of moment, either in spot or fu- es. The future market is still ong. Peaches are slow in ladelphia, but fairly active in w York. Prices are un- nged. Apricots are scarce and obtainable are now selling l. Apples are scarce and firm. rants are in good healthy pe. The market abroad has kened somewhat, but is dy on this side. Raisins show hing new, being still firm and et. The first lot of new for- n Valencias will be shipped week. The California raisin will be a little earlier than expected.

Beans and Peas.

ea beans have advanced 10 s, and are now quoted at $1.90 large way. Low stocks are onsible, and a firmer feeling New York State, where the wers say the crop is damaged. Michigan situation is about same. Future pea beans have anced on the above account n $1.65 to $1.78. Marrows show an advance of 10 cents, to good demand and sym- y with pea beans. California is have advanced ¼ cent in ondary markets, but are un- nged on the coast. The pri- y and secondary markets are about on a parity. Split and d peas are unchanged in price in good demand. Prices on green and Scotch peas for ober shipment have been ed during the week, on a basis of $1.70 for green and $1.80 for Scotch.

Butter.

The butter market is very firm at an advance of 1 cent per pound on both solids and prints. This is due to the falling off in the make of fancy butter as well as to the increased demand. The immediate future of the butter market is in doubt, but unless there comes the increase in supply which is due at this season prices will advance again. Under-grade creameries are hardly as scarce as the finer grades, but all have advanced in sympathy with the finest. The future price depends largely on the weather.

Eggs.

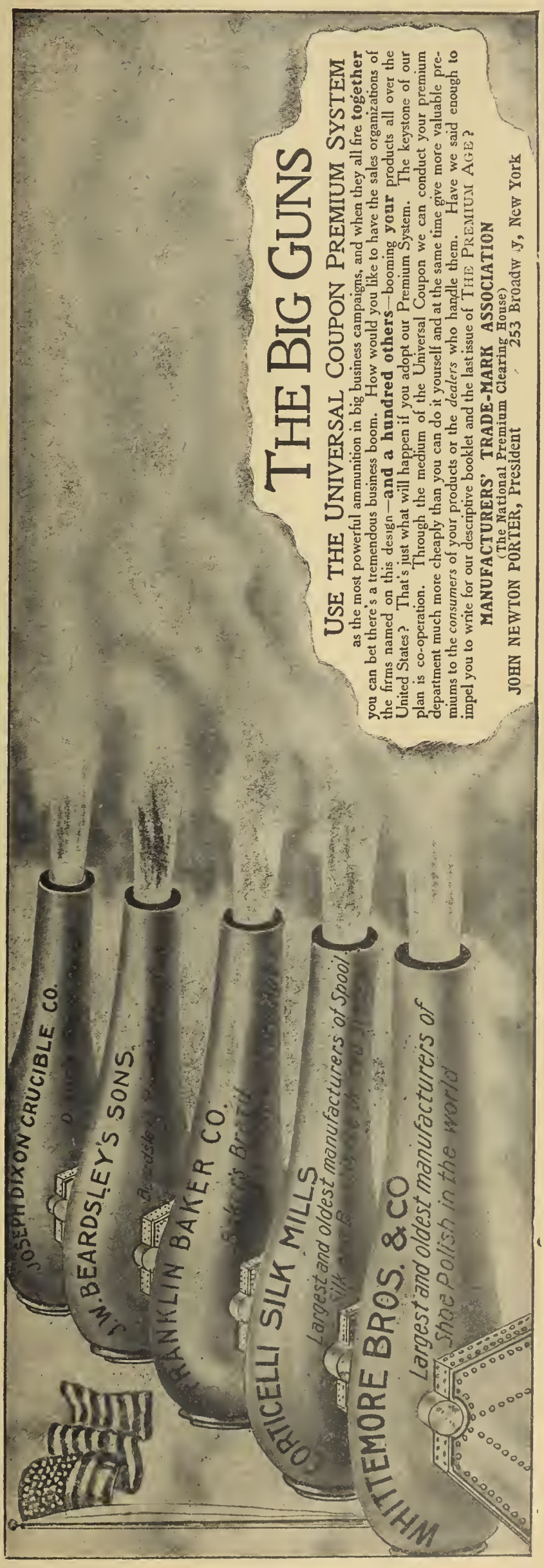
The egg market is firm at the recent advance of 1 cent per dozen. The advance was due to the good demand for fancy eggs and the falling off in production. The present outlook is not for any change in prices, as there is likely to be an increase in the supply as the weather cools. The cooler weather will enable holders of storage eggs to withdraw them, as they can be sold at a profit on the present market basis. The bulk of the receipts of eggs are now good enough for table grades.

Cheese.

The cheese market is firm at the recent advance of ½ cent per pound, due to the falling off in the milk supply of the producing sections, as well as the demand for storage purposes. The quality of the present make is very fancy; plenty good enough for carrying purposes. The price now is considerably above normal, and no advance is looked for in the near future. Under grades have advanced in sympathy with better grades.

Provisions.

Everything in smoked meats is dull at unsettled prices. Some packers are endeavoring to get full values, but others are willing to shade ¼ cent to make clearance, as the busy season is about over for smoked meats. From all appearances, we will have lower prices on smoked meats in the near future. Pure lard is firm at an advance of ¼ cent. We are approaching one of the best consumptive months for lard, and the price may advance even further. Compound lard is unchanged, though cotton oil has advanced again. This will probably soon



cause compound lard to advance and remain on an advanced basis until the new crop of cotton oil is available in October. Barrel pork and canned meats are unchanged and dull. Dried beef has advanced 1 to 2 cents on all cuts.

Produce.

Cabbage, 10 to 15 cents per basket, $1.25 to $3 per 100, fair demand; savoy cabbage, 40 to 60 cents per barrel, demand slow; potatoes, 40 cents per basket, demand fair; peas, $1 to $1.50 per bushel basket, demand fair, squash, 5 to 15 cents per basket, demand poor; cucumbers, 15 to 40 cents per basket, demand good; turnips, 25 cents per basket, $1.25 per barrel, demand fair; string beans, 25 to 45 cents, demand good; lima beans, flats, 40 to 50 cents per basket; improved, 60 to 75 cents; shelled, 12 to 15 cents per quart, demand good; carrots, 50 to 60 cents per basket, demand fair; eggplants, 15 to 25 cents per basket, demand fair and good; onions, yellow, 50 to 65 cents per basket; white, 80 cents per basket, demand good; peppers, 15 to 20 cents per basket, fair to good; beets, $1.50 to $1.75 per barrel, fair demand; radishes, $1.50 to $2 per 100, fair to good demand; spinach, $1.75 to $2 per barrel, demand fair; salad, York State, 75 cents per dozen, fair demand.

Green Fruit.

Bananas, firsts, $1.40 to $1.75 per bunch; 8-hands, $1 to $1.25; 7-hands, 65 to 90 cents; 6-hands, 40 to 60 cents; red bananas, $1 to $2 per bunch, demand good for good fruit; California oranges, $3.65 to $5 per box, slow demand; pineapples, $3.50 to $5.50 per box, demand good; lemons, $3 to $5 per box, demand fair; limes, 60 to 80 cents per 100, demand slow.

Nuts.

Peanuts, roasted, choice, $1.25 per bushel; fancy, $1.50; large jumbo, $1.65 per bushel; green peanuts, choice, 5¾ cents per pound; fancy, 7 cents; large jumbo, 8 cents, demand fair; Brazil nuts, 8½ cents per pound; filberts, 10½ cents; pecans, 16 cents; walnuts, Marbots, 12½ cents per pound; mixed nuts, 11½ cents, demand slow.

MARKET NOTES.

Very fine Elberta peaches are coming from Delaware, packed in crates holding about 1⅓ truck baskets. The ordinary grades range from $1.50 to $2.50 per basket. The demand for peaches is fair, considering the price.

—

Cantaloupes are plenty and comparatively low. The best near-by fruit brings $1 per basket, and from that the price declines to nothing, according to quality. The quality of the near-by cantaloupes is fair, but very uncertain. The season for Colorado cantaloupes has scarcely opened. A good crop is expected. Tennessee cantaloupes of very fine quality are coming forward at $3.50 per crate.

—

Canners are now getting second early tomatoes at 20 to 25 cents. The first crop fruit they can buy at 12 cents. The jobbing range for tomatoes is 25 to 30 cents. Receipts are large and the demand fair.

—

New-crop apples have a wide range—30 cents to $1 per basket. The demand is good.

—

Sweet potatoes from near-by points range from $1.25 to $1.50. The demand is fair.

Packers Kicking Against Federal Meat Law.

Slaughterers and packers of meat products have opened fire on the Federal meat inspection law with what they believe to be a gun of large calibre. To be more explicit, they are giving to consumers reasons from the packers' standpoint why they (the consumers) are compelled to pay existing prices for their supplies. The first argument advanced is that under the workings of the new law, and the methods of inspection in vogue, the slaughterers and packers are compelled to shoulder the loss of all condemned cattle and swine sent to the fertilizer heap as unfit for food purposes. Recently, however, the packers have rebelled to a certain extent, and are now refusing to buy female cattle, which are particularly subject to tuberculosis and other prohibited diseases, except under guarantee. For all other kinds of cattle and swine condemned the loss falls on the packer. They do not deem this fair, but even in the case of the very inferior stock the producers, it is said, are protesting agai making returns for condem tions.

Figure This Out.

Manufacturers who have adopted p mium schemes to create a demand their products, have always given premiums to consumers. Where ma facturers have offered an incentive grocers to push their goods, the incen has always been small. It had to small, because no individual manu turer could afford to give a grocer i his individual profits anything more portant than a silk hat, an umbrella. But when twenty or more promin manufacturers, whose products are by grocers everywhere, set aside a of their advertising appropriations t into a fund to buy something substan for the merchant, that something rep sents an article of sufficient value make it worth the grocer's while to a real interest in pushing the goods the manufacturers who take this me of showing their appreciation of the g cer's services. That the importance this matter may be plain to you, fig out the following: The Knickerboc Chocolate Co., New York, gives yo quantity of Universal coupons with t Hasty Lunch Chocolate, Bedford Blue Ribbon Cocoa. No better go ever came into this market. Add t coupons to the ones you get with products of the following firms and will find you can save enough coup in three months to entitle you to a fi class set of harness, a platform scale a roll-top desk. In six months you save enough to get a good runabout a year a good piano:

The American Premium Co., Phila phia; Wrigley Manufacturing Co., Ph delphia; Franklin Baker Co., Phila phia; the Porcela Co., Philadelphia; Canna & Fraser Co., Philadelphia; J Scott & Co., Philadelphia; Weber Loesch, Philadelphia; Wm. Dreydopp Sons, Philadelphia; J. W. Beards Sons, New York; Dixon Crucible Jersey City; Sea Foam Baking Pow Co., New York; Flodon Manufactu Co., Boston, Mass.; Potter & Wright ton, Boston, Mass.

Within a month a number of o big local houses will join this enterpr Don't you think this matter is import enough for you to push the goods these firms? Don't you think manufacturers who have been been to recognize the grocer's right of sideration should have the groc hearty co-operation?

Slices Everything from 6-pound Knuckles to half-ounce Ends.

Johnson, the Retail Grocer

Retails for cash over 300 pounds of sliced dried beef a week and about twice this amount of sugar—sugar, clear, bright, sweet and sparklingly beautiful, and yet this sugar adds nothing to Johnson's prestige or profit Why? Because 96 competitors retail sugar just as nice and quite as cheap and give credit besides.

Johnson Builds the Famous Patented Eversharp Slicing Machine

Which slices dried beef to perfection, each slice full size, transparently thin and so smooth it shines like a polished mirror. Wafer slices so invitingly handsome, so moist, soft and juicy, and such delicious eating. They command 36 cents a pound and show a pleasing profit of more than 45 dollars a week. While every slice eaten adds to Johnson's popularity and prosperity.

Johnson rents out four Eversharp machines in New Brunswick and allows no more. Is the financial intuition of a Rockefeller required to choose between conducting the dried beef business on the old style, free for all, profitless sugar selling system or a more pleasant business, enormously enlarged, with the number of Eversharp slicing machines in a city limited to a few plucky, enterprising up-to-date grocers? Send for a sample of sandwich sliced beef, and you'll decide to cut out all competition by installing a patent-protected Eversharp slicer.

A. W. JOHNSON, New Brunswick, N. J.

THE SCIENCE OF ADVERTISING

s Department is devoted to the criticism lvertising matter sent in, to the devising w advertising ideas for special occasions, request, and to the suggesting of original tisements when data is supplied. All nunications sent in for this Department ld be addressed to the Editor of Science dvertising. They will be filed in their and taken up according to strict rotation.

Logan, Ohio, Aug. 17, 1907.

litor of "Science of Advertising."

Dear Sir:—I enclose a few clipngs from our local paper for your iticism. The "ads" are changed ery day, but usually run along the me line of talk.

Yours respectfully,
L. G. HARTMANN.

Ir. Hartmann is doing pretty d advertising. He sends me a ch of clippings, each of an adtisement about six inches douolumn. It is evident that Mr. rtmann has taken care with his ertising, as their wording and ngement show thorough prepion. I reproduce the two ch I consider best:—

Hartmann's Store News.

Hartmann's Aromatic Spices.

Spice fragrance flavor is as essential as spice purity. Hartmann's Aromatic Spices are not only absolutely pure, but also possess an aromatic flavor found in no other brand. Can't describe them, but compare them with the best you know of and if not superior we want them back.

Hartman's 60c Young Hyson Tea.

Our most popular, 60c tea. It is a true Moyune tea with a smooth, rich and tasty character

10c Carton

Hartman's Mixed Spices

A choice combination of pure spices for pickling. Blended with the idea of producing richest flavor.

10c Carton

Chapman's Vanilla

A really high grade vanilla. The flavor is strong and rich. A little of it goes far. And imparts a delightful taste to pastry and desert

15c bottle.

Hartman's Pearl Tapioca

Best quality, clean, even grains for the delicious pudding. You should not overlook it in ordering.

10c Carton

Heniz's Mustard Dressing

Ever try Heinz's mustard dressing? It adds appetizing properties to meats, salads, and gives a keener edge to the appetite. It is a popular relish

15c Bottle.

Prosperity Soap Powder

Extra large packages and the powder of good quality. It is a great labor lightener and does its work quickly and well.

5c Carton.

repeat, these are good, meaty ertisements. I think they ld be improved, however, by minating the standing head—artmann's Store News." That s absolutely no good. I supe the idea is to identify the adtisement so that it can always be ognized as Hartmann's space. t the advertisement is always the same, and that fact is alone ficient to identify it, if any ntification is necessary. As a tter of fact, I don't think idencation is necessary in a grocery advertisement. Make it look readable, as Mr. Hartmann does. and it will be seen and read, too, if as readable as it looks. Another reason for cutting out the standing head is that, being the first thing in the advertisement, it must necessarily be the biggest thing in it, and the real head must be set in smaller type than it deserves. Two heads always spoil an advertisement's appearance to me.

* * *

To illustrate what I mean by this, I have had the introduction of one of these advertisements reset, without the standing head:—

Hartmann's Aromatic Spices

Spice fragrance flavor is as essential as spice purity. Hartmann's Aromatic Spices are not only absolutely pure, but also possess an aromatic flavor found in no other brand. Can't describe them, but compare them with the best you know of and if not superior we want them back.

Hartman's Store News.

Buying Horses and Groceries.

The only absolutely sure way to get a good horse is to select from a stable that hasn't any poor ones--no matter how little you know about horses, you can not fail that way. Likewise with groceries; buy from the grocer whom you can trust. From the man you know doesn't sell shoddy goods, and you can't fail to get the best and freshest every time.

Hartman's 16c Coffee

Are you particular about your coffee and still do not want to pay more than 16c a lb for it? Then we urge you to use our 16c. It is really the best coffee at the price we know of.

Vienna Sausage.

These dainty little sausages have become general favorites. May be served hot or cold. Difficult to tell which way they are the most popular.

10c Can.

U-need-a Biscuits

The ever popular U-need-a Biscuit, always found in the picnic lunch or luncheon at home. One of the best wafers baked.

5c package.

Hartman's Reliable Breakfast Bacon is for particular people. Sweetest flavor, the result of perfect curing

Fresh baked Jelly Rolls received every Saturday morning.

As for the wording of these advertisements, it is just about what it ought to be, in my judgment. Short, snappy and right to the point. It is poorly printed, however, but that Mr. Hartmann can't help, though his newspaper printer can. Either more ink should be used, or the form underlaid or overlaid so as to produce a heavier impression. Then the word "Heinz" is not spelled Heniz.

* * *

I am confident that this sort of advertising, if regularly kept up and used in good papers, will pay well.

Oleo Production Increasing.

According to the figures contained in the preliminary report of the Commissioner of Internal Revenue the amount of oleomargarine on which the Federal tax was paid during the year ending June 30, 1907, was 68,988,850 pounds. This is over 15,000,000 pounds more than in the previous year, and indicates the first really marked stimulus in production since the enforcement of the prohibitory tax. Oleo production, as indicated by the tax paid on it, is shown as follows for the year before the law was put into effect, and for each year since. The trend of production may be followed from these figures:—

	Pounds.
1902	123,133,853
1903	72,848,761
1904	48,071,850
1905	49,881,644
1906	53,146,659
1907	68,988,850

The first Jersey watermelons are in and range from 25 to 40 cents. The quality is good and the demand active.

Here Is a Good Scheme!

Grocers sometimes demonstrate these with fine results. The demonstration shows two things—first, the ease with which beef tea, bouillon or soup is made from these capsules, one of which has simply to be dropped in a cup of hot water; then it shows the delicious, spicy flavor.

You can sell hundreds of boxes, and every one at a profit.

Anker's Bouillon Capsules

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

LOOK FOR THE

GLOBE

On Hams, Bacon, Lard and Sausage; if you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

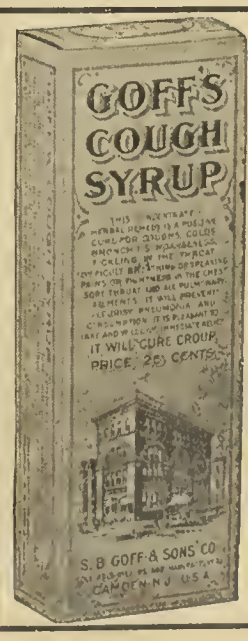
JACOB C. SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.

Tourist Almoco Golden Drip

These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.

Levering Coffee Co.
Baltimore, Md.

Established 1842



$15 Profit per Gross

Goff's Cough Syrup

The Cure for Deep-seated Colds

Write for our special proposition to grocers.

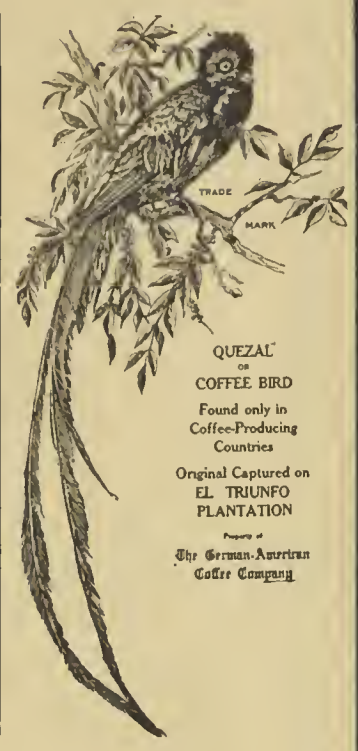
S. B. Goff & Sons Co.
CAMDEN
NEW JERSEY
ESTABLISHED 1872

A Window Display Idea

A window display of **German-American** Coffee would do you a lot of good. You see these coffees are not like other coffees. They come from a different place than most—Central America—and they are different in the cup.

You could fix up a display of them that would fairly drag people in to buy. After that there would be no dragging.

German-American Coffees are grown on the Triunfo Plantation, known to every expert coffee man in the business. They are better than any other coffee grown, not even excepting the finest Java and Mocha.



The German-American Coffee Co.

Growers, Importers and Roasters

406 Greenwich Street, NEW YORK, N. Y.

We've Made "EXTON" Oyster Crackers for 60 Years

In itself, and by itself, that fact is significant.

Nothing but a superior article could last so long, and none but a ***very*** superior cracker could retain its leadership as the "EXTON" Oyster Cracker has done.

It MADE the standard of quality by which all other oyster crackers can safely be judged, and by which they HAVE been judged.

It's the Cracker King now as it has always been, and makes its sixty-first annual bow to the trade with a vigor that's growing steadily.

It's ready for the fall business whenever you are, and guarantees the same ideal quality which has made the name "EXTON" famous wherever oysters are known.

A. EXTON & CO., Trenton, N. J.

PIONEER BAKERS *of the* CELEBRATED TRENTON OYSTER CRACKERS, STAMPED "EXTON"

"The Best Known and Known as the Best"

Pennsylvania Pure Food Work for Anoth Month

Latest Number of the Monthly Bulletin Devotes More Attent to Editorial Matter. Advises Retailers to Destroy Old Goo Long List of Concerns Selling Oleo for Butter.

The monthly bulletin of the Pennsylvania Dairy and Food Department, reporting the work up to July, 15, 1907, just received, devotes considerable of its space to editorial matter. A few selections from the editorial pages are as follows:—

NOT A PROPER LABEL.

In the mail received by the Dairy and Food Commissioner the other day was a letter containing a sample label. The manufacturers desired to use it on certain of their goods, but wished to know whether it complied with the requirements of the pure food laws and the regulations adopted therewith. By way of reply a copy of the law and of the rules and regulations made in pursuance thereof was mailed to the inquirer.

But did the label meet the requirements of the act of Assembly? It was couched in these words: "Concentrated Extract of Pine Apple." This sentence was printed in large black letters, and immediately attracted the eye, as it was certainly intended to do. Directly under the words "Pine Apple" appeared in very small and inconspicuous type the sinister declaration, "Artificial." It was evidently not the purpose of the designer of that label to particularly attract the attention of the purchaser to the artificial character of the preparation.

The truth is there is no genuine extract of pine apple in the market. Many of this sort of flavors are artificial, made usually from compound ethers, and of the whole lot "pine apple extract" is one of the worst sinners. The manufacturers of these artificial compounds are permitted to make and sell them under the law, but they must label them accurately, so that neither the retail dealer nor the purchaser is likely to be deceived.

If the manufacturers in question had thought a moment, or if they had wished to be perfectly fair and absolutely honest with the consuming public they would have labeled this particular article "Artificial Pine Apple." That would have expressed the exact truth; it would have deceived no one; it would have complied with the rules of the Division. The word "Artificial," of course, should be in the same type as the words "Pine Apple." Under such circumstances, the article could be sold without deception and the law would protect the vendor, so long as it contained no substance injurious to health. Attention is directed to that section of the rules and regulations of the Division referring to misbranding, which will be found on another page of this number of the Bulletin. Those who scrupulously follow the directions therein found will find themselves in perfect harmony with the law.

* * *

Retail dealers should inaugurate a general house-cleaning crusade at this time. It is likely that some have goods on their shelves that have been there for years. They are scarcely as fresh as they were at t moment of purchase; besides, t retailer has forgotten from whom procured them or is in great dou about it. Even if he is sure of t dealer, it would be extremely di cult to convince the latter that it his duty to guarantee goods whi passed out of his possession yea ago. In some instances the whol saler or jobber has gone out of bu ness. To sell such goods would to invite prosecution. A little pr caution and prudence might sa much trouble and expense. Eve retail dealer doing business in Pen sylvania should clean house, taki care to destroy all goods the pu chase of which he cannot identi and for which he has no guarant Every retailer should take spec pains to get a re-invoice of all goo the purchase of which he can loca as well as an invoice of all fre goods purchased, both bearing t legal guarantee. Each wholes dealer or jobber should demand a secure from the manufacturers indemnifying bond, certifying th all goods purchased are up to t standard of purity demanded by t national and State laws.

Turning to the report of month's work, the summary samples examined and s brought is as follows:—

REPORT OF ANALYSIS.

Butter Samples, 42.

Colored Oleomargarine	
Renovated Butter	
Total	

Oleomargarine Samples, 4.

Oleomargarine	

Pure Food Samples, 7.

Preserved	

Oleomargarine Cases, 42.

Terminated	

Pure Food Cases, 7.

Terminated	

Renovated Butter Cases, 1.

Terminated	

LICENSES ISSUED FROM JANUARY 1 JULY 15, 1907.

Oleomargarine Licenses, 204.

Boarding house	
Restaurant	
Retail	
Wholesale	
Total	2

Renovated Butter Licenses, 15.

Retail	
Wholesale	
Total	

Total amount of money receiv from said licenses for 1907 is $2 546.73, and this sum has, in accor ance with law, been deposited in t State Treasury.

The bulletin contains the lowing reports of goods found be adulterated or misbranded

Sample bought of P. M. Corriga 123 Eighth avenue, Homestea Sold for butter. Chemist's report Colored oleomargarine.

Sample bought of E. J. Dunn, 852 addock avenue, Braddock. Sold r butter. Chemist's report—Col-ed oleomargarine.

Sample bought of G. H. Callahan, 4 Braddock avenue, Braddock. ld for butter. Chemist's report—olored oleomargarine.

Sample bought of Keeley's Butter ore, 2136 Firth avenue, Pittsburg. ld for butter. Chemist's report—olored oleomargarine.

Sample bought of F. A. Hanley, 5 Fifth avenue, McKeesport. ld for butter. Chemist's report—olored oleomargarine.

Sample bought of L. J. Junker, o Grant street, Duquesne. Sold r butter. Chemist's report—Col-ed oleomargarine.

Sample bought of William T. aniels, 816 Main street, Sharps-rg. Sold for butter. Chemist's port—Colored oleomargarine.

Sample bought of J. A. Donahoe, 05 Butler street, Pittsburg. Sold r butter. Chemist's report—Col-ed oleomargarine.

Sample bought of William Wey-an, 4142 Butler street, Pittsburg. ld for butter. Chemist's report—olored oleomargarine.

Sample bought of D. W. Camp-ll, 3625 Butler street, Pittsburg. ld for butter. Chemist's report—olored oleomargarine.

Sample bought of O. H. Shoe-aker, 436 Market street, Pittsburg. ld for butter. Chemist's report—olored oleomargarine.

Sample bought of Garfield Dairy o. (Thos. Donohoe), 5145 Penn enue, Pittsburg. Sold for butter. hemist's report—Colored oleomar-rine.

Sample bought of J. Richards, 96 enn avenue, Turtle Creek. Sold r butter. Chemist's report—Col-ed oleomargarine.

Sample bought of W. J. Mont-mery, Linden avenue, East Pitts-rg. Sold for butter. Chemist's port—Colored oleomargarine.

Sample bought of Owen Quinn, 5 Braddock avenue, Braddock. ld for butter. Chemist's report—olored oleomargarine.

Sample bought of Callahan's But-r Store (E. A. Goggins), 814 raddock avenue, Braddock. Sold r butter. Chemist's report—Col-ed oleomargarine.

Sample bought of Geyer, 564 raddock avenue, Braddock. Sold r butter. Chemist's report—Col-ed oleomargarine.

Sample bought of M. Cavanaugh, 3 Eighth avenue, Homestead. Sold r butter. Chemist's report—Col-ed oleomargarine.

Sample bought of Mary Broderick, 08 Second avenue, Pittsburg. Sold r butter. Chemist's report—Col-ed oleomargarine.

Sample bought of John Houston, 8 Market House, Allegheny. Sold r butter. Chemist's report—Col-ed oleomargarine.

Sample bought of Economy Butter o. (H. F. Levi), 1620 Beaver ave-ue, Allegheny. Sold for butter. hemist's report—Colored oleomar-arine.

Sample bought of J. H. Ehr-ardt, 66 Market House, Allegheny. old for butter. Chemist's report—olored oleomargarine.

Sample bought of Mary Francis mith, Coraopolis. Sold for butter. hemist's report—Colored oleomar-arine.

Sample bought of D. W. Camp-ell, 538 Chartiers avenue, McKees ocks. Sold for butter. Chemist's eport—Colored oleomargarine.

Sample bought of J. N. Shipley, 07 Fifth avenue, McKeesport. Sold r butter. Chemist's report—Col-red oleomargarine.

Sample bought of W. H. Shipley, 06 Fifth avenue, McKeesport. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Stephen Broderick, 207 Fourth avenue, Carnegie. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Erin Dairy Co. (Richard Moore), 2043 Wylie avenue, Pittsburg. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Elgin Dairy Co. (Richard Preach, Sr.), 4525 Liberty avenue, Pittsburg. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Edw. A. Preach, 1127 Long avenue, E. E., Pittsburg. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Paul A. Hughes, 564 Homewood avenue, E. E., Pittsburg. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of John Vohr, 6902 Hamilton avenue, E. E., Pittsburg. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Espy Grocery Co. (Elmer Heckman), Mansion street, Pittsburg. Sold for butter. Chemist's report—Colored oleomargerine.

Sample bought of Greenfield Butter Co. (J. F. Hill and E. E. Reeder), 121 Greenfield avenue, Pittsburg. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of McCutcheon Butter Store, Wood street, Wilkinsburg. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Kregar & Co., 902 Wood street, Wilkinsburg. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Chas. G. Lane, Anderson street, Allegheny. Sold for butter. Chemist's report—Renovated butter

Sample bought of W. H. Randolph, 1814 Beaver avenue, Allegheny avenue. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Wm. Moreland, Eagle Hotel, East Pittsburg. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Fred. Opperman, 732 Braddock avenue, Braddock. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Edward McLeod, 116 S. Main street, Washington. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of J. A. Gantz, 98 N. Main street, Washington. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Columbia Tea House, Forty-third and Lancaster avenue, Philadelphia. Sold for shredded codfish. Chemist's report—Preserved.

Sample bought of Columbia Tea House, Forty-third and Lancaster avenue, Philadelphia. Sold for shredded codfish. Chemist's report—Preserved.

Sample bought of Columbia Tea House, Forty-third and Lancaster avenue, Philadelphia. Sold for shredded codfish. Chemist's report—Preserved.

Sample bought of Columbia Tea House, 439-41 N. Sixty-third street, Philadelphia. Sold for shredded codfish. Chemist's report—Preserved.

Don's miss the opportunity we are offering you to make money and friends. By taking advantage of our special deal on Goff's Cough Syrup you can make 70 per cent. On how many other standard articles can you do that? Not many! Write to us and we will tell you how it is done. S. B. Goff & Sons Co., Camden, N. J.

Your Holiday Goods

B·B

No matter where you propose to buy them—see our line BEFORE you do buy your holiday goods.

Holiday goods are our field of special effort. We buy them in four-house quantities, through our own world-wide buying organization and sell them in our saving catalogue-only way.

Busy buyers particularly like to use our sample displays in market and our catalogue at home. And we show our net prices in plain figures.

Can you AFFORD not to give our holiday goods that thorough, comparative look-over, which is all we ask?

All our holiday, as well as fall and winter goods—***with net prices in plain figures***—are shown complete in our new fall catalogue.

Shall we send YOU that Catalogue No. D626?

B·B

Butler Brothers

WHOLESALERS OF GENERAL MERCHANDISE

NEW YORK · CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: Baltimore, Dallas

"Butter" Holds No Trade

Mrs. Smith can get "butter" at any grocery store, but she may not be able to get **Gurnse** Butter at any store but yours.

Which means that the grocer who simply sells "butter" can't expect to use it to tie customers to him, particularly since the grade varies so.

But **Gurnse** Butter is something definite. It means much more than "butter," and would even if "butter" were as good in every respect as **Gurnse.** Customers can come back for it and be sure they are getting the same thing.

Gurnse Butter is the perfection of sweet, pure creamery butter, fresh and fancy all the time.

P. F. Brown & Co.
39 South Front St.
PHILADELPHIA, PA.

They Don't Hurt Us

What a horde of freak soaps have come on the market since the advent of **Babbitt's Best!**

Soaps impregnated with this and that, all trying to capture public interest by some sensational ruse!

Not one has made even a scratch upon the sales of **Babbitt's Best Soap.** It remains to-day as always, the foremost and most completely satisfactory laundry soap made—the soap that you, Mr. Grocer, can sell year in and year out without a complaint.

MADE BY
B. T. BABBITT
NEW YORK

The Five Brethren.

I am writing this on a Wednesday evening. You have heard me speak of my Aunt Mary. I'm spending the night with her. They've all gone to Wednesday night prayer meeting—the bell is ringing now.

Aunt Mary wanted me to go along, but I didn't feel quite up to it, so I made them go and stayed quietly and respectably at home. The girls stare at me so much when I go to church that I get out of it whenever I can.

Nobody in the house but me. The bell is ringing yet—has to work harder in summer to get the faithful out.

This is the regular prayer meeting night everywhere. In all the other towns the church bells are ringing and the good people are gathering.

At least some of them are good.

In five towns I know well, some of 'em separated by hundreds of miles, five prayer meetings are being held to-night. In each, one of the leading brethren will be a man I also know well. All but one of the five I've sold goods to off and on for years.

Take the first one, Brother Jones. He's a shouting Methodist. I heard him make a prayer once that stands in my memory as the finest emotional oratorical effort I ever heard.

I'll admit it's a pretty cold-blooded thing to size up a prayer—like listening at the keyhole while a man talks to his Maker and then picking flaws in what he says.

But this prayer, I say again, was a peach! Anybody who listened to it would be willing to swear that the man who made it was clean and straight and decent to the last inch of skin.

Brother Jones is a general storekeeper and is reported to be rich. A good business man. Yet I caught him in a lie as neat and clean as any man was ever caught. I was trying to sell him a certain line of goods that was handled by only two other firms in the United States. He said he had a lower offer from another house. He didn't tell me which one, b it must have been one of the tw because there were no more.

Before I cut my own price asked the salesmen of the oth two houses whether they h named him a lower price. Th both said no, and both said t Brother Jones had told *them* had a better offer too.

Now both these fellows known for years, and both trust with my last cent. If th say a thing's so, it's so, and fight on it.

Brother Jones lied, that's simply to play the very comm trick of setting one seller agai another.

The next time I saw him I liberately gave him a chance say the same thing again. said it all right. I didn't say word but I looked him straight the eye until his sanctimoni old face got red and his e dropped. He gave me an or too.

He lied. And I have no do he often lies in the same w Maybe in his eyes it isn't lyin simply business. But *I* don't it business.

Yet in his local prayer meet to-night I doubt if his unctu tones are booming out any less loudly because he's a l In fact, I really question whet he knows he's a liar.

There's Brother Smith. A other good prayer meeting n —takes just as much part Brother Jones, though he's prayer.

You can size Brother Smith by the fact that one day in store I offered to bet one of clerks, in his hearing, a quar that it would rain before night.

Brother Smith rebuked Said I was contemplating a sin

Yet the good Brother Smith as mean a man as God ever m Parsimonious to the last degr My own firm has caught him ti and time again making fa claims so he could get deducti from his bills. And he alw takes sixty days to pay, and wh ever a firm will stand it, alw grabs the discount.

Nevertheless, the pastor Brother Smith's church would know what to do without him the Wednesday night pra meeting.

Brother Williams, the thi leads the Wednesday night si

ng in his prayer meeting. His own is two hundred miles at east from both the other two, but Brother Williams is tarred with exactly the same stick.

One day about six months ago I went to Brother Williams' store and was told by one of his clerks that he was back in the office and to go right in. The door was ajar, and so I made no noise opening it. The good brother was bending over a ledger on the standing desk and beside him was his lady cashier. The good brother's arm was around the cashier's waist. But maybe you'll say I have no right to impute any wrong from that. True, I haven't. But, nevertheless I do, because even before I saw that I had sized up the fellow as that kind of a hair pin.

They didn't hear me, and I backed out. To this day Brother Williams don't know that I saw what I saw, But he's a beautiful prayer meeting singer. And they say that when he lets his voice out on "Shall We Gather at the River," you'll think you're already there.

Brother Haines and Brother Charles are so near alike I can punch 'em. Both merchants well known to me, and both hot church workers. One of 'em treats his wife like a perfect dog—it's the scandal of the little town. The other lets his own mother take charity from the local poor committee, though mighty well fixed himself.

Mean, cold and low-down heartless! Yet both good Christians and both pillars of the church.

Yes, I know you're going to say that I oughtn't to judge religion by its weakest elements. I don't. The point that I can't get clear is this:—

All of these five men would swear they had religion. But this religion that they claim don't seem to keep 'em straight or decent. Are they lying when they say they've got religion? Is that it? All right, then they're impostors and hypocrites and ought not to be allowed in the church, so outsiders like me could make the mistake of judging the whole church by 'em.

I never for a minute believe such cattle really have religion, no matter what they say about it. But the trouble is that—here comes Aunt Mary; I'll have to knock off.

THE STROLLER.

Corn is weak and 60 cents per basket will buy the best. The quality is good and the demand fairly active.

Two-Minute Sermons for the Retail Grocer

VIII.—Charging for Wasted Time.

Are you really busy all day long, or do you just think you are?

Judging from past experience, the writer believes that the average retailer in the small town wastes at least a quarter of his time. He not only wastes the time, but is at the same time firmly convinced that he is the busiest man in the town and does not have half enough time to take care of his business right.

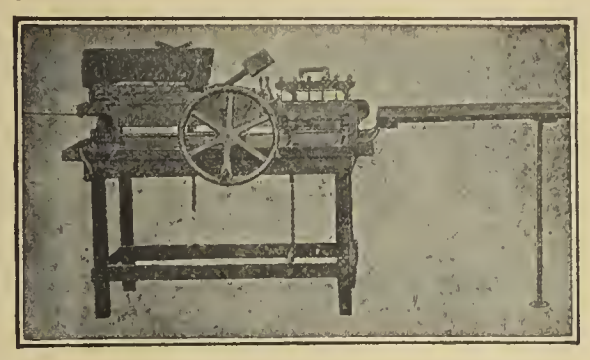
The average retailer will not only waste a great deal of time between jobs in the store, but he will even go outside and play croquet, pitch horse shoes, or waste an hour or so in some other occupation while he has work to do inside, which, if properly cared for, will increase his profits considerably in the course of a year.

A great many retailers fail to realize that their time is worth money, and that every minute they take from their business they are cheating that business out of. They are not accustomed to put a price on their own time, even though most men draw a certain salary from their business each month.

One retailer recently brought himself to realize the value of his own time by charging himself up with every minute thus wasted at the same rate he allowed himself as salary. It was a great surprise to him the way his salary was thus reduced, and any retailer who will honestly follow up such a plan for a month will see where there is a leak in his business at a very vital point, and once such a leak is found, he is no merchant if he does not stop it.

F. A. P.

The Only Complete Butter Cutting and Printing Machine in the World



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The only machine that Prints, Gauges Weights absolutely fine and takes care of all parts.

No hand-press or other device needed.

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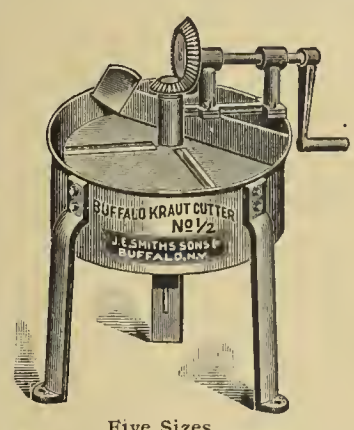

Five Sizes.

The concern you buy sauer kraut from **makes money on all you buy.** You can save this money and **increase your trade** on **HOME-MADE** sauer kraut. One of our Kraut Cutters will enable you to do it quickly and economically. Thousands in use.

You can also get the best Vegetable and Meat Chopper on the market from

John E. Smith's Sons Co.
51 Broadway - BUFFALO, N. Y.

A GREAT OPPORTUNITY

The **DONALDSON-SHULTZ COMPANY** having voluntarily dissolved as a corporation and now in process of liquidation, offers for sale its well-equipped and up-to-date

PICKLE FACTORY

At 32-34 East Montgomery Street, Baltimore, Md.

Complete Machinery, Brands, Good-Will, Recipes, also Brineries and Processing Plants in Virginia, etc. Have large established trade.

Apply at the above Office.

SOME REASONS *Why You Should Buy From Us*

1. We will sell you any coffee lower than you can get it elsewhere.
2. The same thing applies to tea and spices.
3. We will match the quality—or beat it.
4. We will give you Universal Coupons with every bill.

You buy from us and these coupons mean money to you.

WEBER & LOESCH *2149-51 North Fifth Street Philadelphia, Pa.*

Proceedings of the Eleventh Annual Convention of the Pennsylvania Retail Merchants' Association

Unusually Successful Meeting Held in York on Tuesday, Wednesday and Thursday, August 20th, 21st and 22d. Unusually Able Addresses Delivered on Various Trade Subjects. Work of Local Associations for the Past Year. Unique Questions in the Question Box. Stenographic Report of the Proceedings.

Special report to the "Grocery World."

York, Pa., August 26, 1907.

FIRST SESSION.

TUESDAY MORNING, August 20, 1907.

The Eleventh Annual Convention of the Retail Merchants' Association of Pennsylvania was called to order by Mr. W. H. McClellan, of York, in the Court House, York, Pa., at 10.30 o'clock A. M., Tuesday, August 20, 1907. In opening the convention Mr. McClellan said:

Gentlemen, as chairman of the Convention Committee, it is my duty to call to order the Eleventh Annual Convention of the Retail Merchants' Association of Pennsylvania. It is not for me to extend to you a formal welcome; that pleasure will devolve upon others. I do wish to say, however, with all seriousness, that we are glad you are here. The time for which we have planned, thought and laid awake at nights has come at last. We trust that you will be doing something while in the convention assembled, and we will try to keep you busy between times by social features, of which we will tell you later. I will call now upon the Rev. T. S. Woods, a member of the New Brighton Association, to invoke a divine blessing.

(After the invocation by the Rev. T. S. Woods, Mr. McClellan introduced the next speaker as follows:)

There are cities of the first, second and other classes; there are first-class, second-class and third-class Mayors of cities. The Mayor of our city is a first-class Mayor of a third-class city for the present. When the Hundred Thousand Club and the Progressive League get through with their work we will be in the first class, I suppose. It would give me great pleasure to introduce to you our Mayor, J. St. Clair McCall, but his enforced absence from the city prevents him from making an address. In his absence, however, his mantle has fallen upon a worthy successor, the City Clerk, Mr. Charles P. Shreiner, and we know that he will give an address of welcome for the whole of York.

ADDRESS OF WELCOME.

MR. CHARLES P. SHREINER: Mr. President and gentlemen of the Retail Merchants' Association of Pennsylvania, I deeply regret the absence of Mayor McCall this morning, but he was unavoidably called away, and delegated to me the pleasant duty of welcoming to York the merchants of the State of Pennsylvania. I can assure you, gentlemen, that it does give me a great deal of pleasure to welcome to our city a band of representative citizens such as are gathered here this morning. We feel safe in extending a welcome to you, and opening wide our gates, giving you the freedom of the city of York during your visit here. We trust that your deliberations may be for the benefit of all the municipalities you represent, and all that is done here during your visit may redound to your benefit and your pleasure, and that when you leave York it will be with pleasant recollections of your visit to our city.

MR. McCLELLAN: The address of welcome on behalf of the local association should have been made by President Morgan E. Gipe, but on account of sickness in the family he is unavoidably detained out of the city. There is but one ex-President in the United States, but our association is greater than the United States because we have two ex-Presidents. The senior one has kindly consented to fill the breach, and we know he will do it well. It gives me pleasure to introduce to you Mr. Edward E. Johnson.

ADDRESS OF WELCOME ON BEHALF OF YORK MERCHANTS.

MR. EDWARD E. JOHNSON: Gentlemen, for your information, I will say, I sell corn before it is popped; oats before it is flaked, and I sell wheat before it is puffed. (Laughter.) So you will know my position, and will understand that you cannot expect very much from such a source.

The unavoidable absence of Mr. Morgan E. Gipe, President of the organization, has forced upon me the duty of delivering the address of welcome. A man went into a cookroom and ordered a meal. Then he waited for it to be served. A long while he waited, half an hour at least, but not so much as a slice of bread was brought him. Finally the meal came, but the man refused to take it. "I have waited so long here," he said, "and the air is so thick and heavy with food odors, that I have lost my appetite. The fat and grease must have entered my pores, nourishing me, as it were, by absorption. I am no longer hungry. I will not accept the meal." The cook became furiously angry and insisted he must be paid. They finally agreed upon an old man as umpire. After hearing the evidence he said: "The one who ordered the meal must take the money it cost and put it between two plates. The jingle must be the cook's pay, for the smell of the food satisfied the guest." (Laughter.) The president was to do this work in an artistic style, and now you will have to be satisfied with the jingle.

SUCCESS.

"Success to our army, success to our fleet,
May our foes be compelled to bow down to our feet."

OUR INCOME.

"May we have a head to earn, and a heart to spend."

THE MEN WE LOVE.

"He who thinks the most good and speaks less ill of his neighbors."

I am certain it is not necessary to assure you of the pleasure it affords me to meet and welcome, on behalf of the merchants of York, the merchants of this grand old Keystone State.

MR. McCLELLAN: It has been said of Napoleon that he could answer three persons on different subjects at the same time. History repeats itself, and from away up in Erie comes a man who, when the question box is opened, will fling out answers, like greased lightning, that will be sure to strike. Mr. A. M. Howes, Secretary of the State Association, will now address you in its behalf.

RESPONSE TO WELCOME ON BEHALF OF THE RETAIL MERCHANTS' ASSOCIATION OF PENNSYLVANIA.

MR. A. M. HOWES: Mr. Chairman, city officials, committees and merchants of York: On behalf of the Retail Merchants' Association of Pennsylvania and its affiliated bodies, I thank you for your cordial greetings. We have every reason to believe that this meeting will be the most successful, the most harmonious and the most fruitful of any of our annual gatherings. Ten years ago, at Philadelphia, the State organization was born, with six associations represented there. The Merchants' Association of York made its first appearance at our second convention, at Reading, where it was so ably represented by its secretary, Mr. C. A. Geesey, that the delegates, recognizing his fitness and the value of his services, made him, at that, his first convention, a member of the State Executive Committee, and for three successive terms since have re-elected him to that position. This of itself should indicate the value of his services and the connection of the Merchants' Association of York. No one within our ranks has been more loyal or faithful or helpful. It has been our pleasure at various conventions to meet several of the merchants of York, and in every case our experience has been helpful to us. Before we came here we were assured of this cordial welcome. We had learned to admire the character of your representatives, their ability and their love of home. I believe that there is no trait in the character of the representatives of York that has impressed itself so forcefully upon us as their love of their beautiful city, and I am sure that those of us who are here representing 134 affiliated associations, covering nearly all the leading cities and towns of this State, are not disappointed in what we find here. The slogan "Keep your eye on York" has become familiar to every association worker in the State. Your municipal advertising has caused York to become generally known as the third manufacturing city of the State. We expect at this convention to build for still greater organization. Our successes and failures have been but tests of the strength of our organization movement. There are 471 towns, each of which should endeavor to have a live merchants' association, and our work here to-day, in view of our experience in the past, is to be largely one of planning for future development. These conventions are the oasis in the desert of our commercial life, where we gather new inspiration and new vigor for the battles of the future. It is here that we gather to compare our experience, and gird up our strength, and go home and enthuse our people upon the question of organization development for another year.

I feel sure, Mr. President, that those who have written me in connection with the work of the convention, and from the faces of those present, that we will not regret our coming to York. I want to say that we appreciate your hospitality, and I am sure that when we have gone home you will be pleased with us and satisfied that we have not abused our privileges. I thank you. (Applause.)

MR. McCLELLAN: We have heard from a preacher, a lawyer and an ex-President, but we will now hear from a merchant who is in a line of business that would not be very profitable among the Hottentots, but without which civilized natives could not well get along—the leading clothier of the Oil City Association, Mr. S. W. McCuen, who will deliver the response to the welcome on behalf of the merchants.

RESPONSE TO WELCOME ON BEHALF OF THE MERCHANTS.

MR. S. W. McCUEN: Mr. Chairman and brother merchants: To me has been assigned the duty of expressing our thanks to the York merchants for the kind hospitality, their warm welcome and their glad hand, which has been extended to us in such a pleasing manner by Mr. Johnson. Now, President Kaiser and some of the older members here will appreciate the difficulty of my trying to say anything new or old after our worthy Secretary has spoken. After Mr. Howes has had his say there is usually nothing left to be said. (Applause.) For you know that it is his habit to leave no subject untouched. Let me add, in justice to Mr. Howes, that he touches nothing that he does not adorn. (Applause.) I admit that I am a little overawed by my surroundings this morning. When a merchant comes into a courthouse he scents trouble. (Laughter.) I have wondered if there was any significance to be attached to the fact that these York merchants have secured for our meeting place this temple of justice, this beautiful new courtroom. Now, we are told that the courthouse is the place where some people receive a passport to two other institutions, where you are further entertained at the county's expense (laughter)—two institutions which possess a special horror to the merchant, who works all days to keep out, and sometimes his sleep is a terrible nightmare on account of them—the jail and the poorhouse. (Laughter and applause.) I wondered if these York merchants were trying to have a little fun with us when they brought us up to this courthouse. I wondered if they were experimenting with us a little to see if we had courage. I want to say, as I look around here, that there are a lot that are not in jail nor the poorhouse, either. President Kaiser still lives. I am told that Smedley is still abroad, and that Malloy, of Williamsport, and even Amos Bloom, of Sunbury—I am sorry he is not here—are still on deck. These gentlemen know that we have succeeded in passing, without veto, our bill on the pure food trust, and that lessens the chances for jail of some of us. And then you know the trading stamp is a back number, and that lessens the chances for the poorhouse. (Applause and laugbter.)

There is another thing: If Governor Stuart had seen fit to sign the garnishment bill I believe we could have called the bluff on the York merchants this morning, and told them to bring on their jail and their poorhouse, and we would inspect them. (Laughter.) For no newspaper reporter, suffering from the biggest kind of a pipe-dream, would ever accuse a retail merchant of having anything to do with that Harrisburg trouble down there. There was nothing retail about that. (Laughter.)

There is a libel being circulated by the press against the merchants, against the merchants of this and every State, and I want to nail that base fabrication right here in the shadow of the jail, as it were, in what I say in refutation of this base calumny. Now, I don't believe these malicious newspapers, as a rule, are as fair to the business man as they ought to be. This may have originated in the brain of some writer suffering from brainstorm, and it is to the effect that the Golden Rule, that matchless law given to us by Christ Himself in his sermon on the mount, "As ye would that men should do to you, do ye even so to them," is incompatible with modern business methods, and that a merchant using it would fail utterly and go to the poorhouse; that the Golden Rule to be made applicable to modern business needs would have to be the Golden Rule that David Harum speaks of, "Do unto others, as they would do you, but do them first." (Laughter.) Now, merchants all know that there are some truth in newspapers, notably the advertisement of the retail merchant. That is truth of itself. Then there is usually a grain of truth in most newspaper articles, but this article is absolutely false. The facts are directly the opposite. There is not a retail business of any consequence in this country that is not carried on according to the Golden Rule. There is not a merchant of any prominence,—not a successful merchant in America that has not used this Golden Rule in the conduct of his business, and the more he uses it the more successful he is. Its use is almost universal. Why? Because it pays. Now, I don't know how many years, a hundred or a thousand years, it took the merchants to find out that honesty is the best policy, but I do know that all successful merchants (and every merchant of any intelligence to-day knows it) have gone a step further, and they have found out that it pays to use the Golden Rule in their dealings with their patrons. It pays. And right here is the point I want to make concerning this Retail Merchants' Association of Pennsylvania. A great many of you have seen some of the advantages of organization. Mr. Howes can talk of that to you by the hour, and, among other things, he can tell you how to circumvent the most arrogant of trusts, the insurance combine; Mr. Smedley can tell you how save money on your purchase; Mr. Malloy c tell you how to reduce your expenses, and one telephone company do the work of tw like they did up in Williamsport (laughter Mr. Bloom—I am sorry Amos is not here—c tell you how to keep out the peddlers—c but one (laughter); Mr. Spangler, Mr. Ritte house, and last, but not least, John A. Gre of the National Association, can tell you—a tell it to you eloquently—the beauties of wor ing together for the common good.

But, gentlemen, above all these,—above these, I say, more money in the merchan pocket, and other advantages come from t decent feeling between competitors in the bu ness. Now, I do not have to tell to an as ciation of merchants just what I mean. Y all know that ruinous price-cutting, untime sales of seasonable merchandise at a loss wh goods ought to be paying you a profit—the and other cutthroat methods are unworthy good business men, and I believe our Assoc tion is going to put an end to that. I kn of two towns this season where the merchan made agreements, and stuck to them, that th would not cut an article of summer mercha dise until the first day of August.

I do not want to preach to you. I leave t moral side altogether out of the question. will pay, I say, for the merchants to use th same rule they have found so necessary their dealings with their patrons—to use th rule with their competitors—as ye would th they should do unto you, do ye even so them. (Applause.)

MR. McCLELLAN: It now becomes painful duty to leave this position. In doi so I will be succeeded by a gentleman w has been President of the State Associati ever since its organization, and of the Phi delphia local association for nine years. Tho of you who have been attending conventions the past will recognize that he is the man the place; those of you who are attending convention for the first time will learn th fact. I now have the pleasure of vacating favor of Mr. Albert Kaiser, President of t Association.

ORGANIZATION OF THE CONVENTIO

President Albert Kaiser at this point tc charge of the convention and, in doing spoke as follows:

PRESIDENT'S ADDRESS.

Gentlemen representing the city of Yo retail merchants of York, and retail mercha of the State of Pennsylvania: It is with small honor that I stand before you to-day. am not in the habit of making a speech, a I think it is because I am unable to make speech that I have been continued in the h ored office for such a length of time. (Lau ter.) I have been very careful to guard a protect myself against your expecting a spe of me in asking the gentleman I had invited precede me, who did it so ably, and expres enthusiastically and sentimentally this gr movement among the Pennsylvania mercha for the uplifting not only of merchandizi but for the uplift of the Commonwealth a its municipalities. Last evening I was invi out of the hotel to inspect one of the mod products of York, a new automobile. In lo ing over it my friend Howes tooted the ho One of the gentlemen twitted him on it, a Howes said he wanted to see what kind o noise it made. I have asked Howes to addr you to-day so that you would learn his tc in the first place, and in the second place, that I would have nothing left to say. I dc care to do much repeating. (Laughter.)

According to a modern philosopher, it more difficult to tell what you know than hide that which you do not know. That another reason for keeping the speech short.

We have learned for years back of the gr enterprise and ambition of the citizens of Yo Those of you who have had the privilege a honor of coming in contact with the rep sentatives of this enterprising city have learn what significance the great red eye has. It not a vague slogan; it is the star which sho forth the sentiment of love for home and c It is the emblem that flashes forward reflection of the heart from every citizen the town, loved by its citizens. I say sentiment of that is flashed into our mi from year to year, and sent many of us ho with the resolution to better love our ho city and work for its uplift and its advan ment. We have learned that in the city York they do things. They tell the story a traveling man who stopped in York a having become somewhat imbued with spirit, liked the town, but he was obliged leave, and gave instructions at the hotel d to call him to catch an early train. When was called, he said to the messenger he wo not take that train, but would wait for next, but the messenger said, "You left a for this train, and this train you'll tak (Laughter.) And that train he took. have learned the hospitality of the citizens York, we have felt it, although we have been with them before. I remember a st told of the hospitality of this city, and it specially practiced by one of the hotel p prietors, who, in order to show his good f ing and extraordinary hospitality, was alw looking to give something extra to his patro A traveling man went there, and left a call the desk for 6.30 o'clock to catch an e morning train. The proprietor rapped at door, the man woke up and heard the p prietor say: "Four o'clock; two hours m to sleep." (Laughter.)

I noted in the remarks of the City Cl Mr. Shreiner, that during the tumultuous ti of the Revolution the Congress came up York for six months and was able to h itself. I defy anybody or anything to h itself in York to-day. He tells us to take the city. I do not believe, despite all

ity of the officers and the ability of the chants gathered here to-day, if we com- d, we would be able to take in the city, if some of us are not taken in before we ve will be lucky. (Laughter.)

he Retail Merchants' Association of Penn- ania, gathered as it is here to-day, attend- its convention, at the close of ten years' gress, coming from a little organization, esents 134 localities—a marvelous growth. ! when we look back upon that progress, as ave the honor and privilege of doing, and ng its progress, its development, and the lts of its influence through this broad e, and to watch the effect of this influence, many of us had an opportunity to do in risburg during the last session of the Leg- ure, it is no wonder that many of us are with a feeling of pride; and, gentlemen, ay it conscientiously, that much of that elopment is due to the influence of the k Association.

he question is often asked, what is the ct of a movement of this kind? While it rue that some of us at times might wonder t its objects are, it is only because we do properly apply those objects as we should. t of all it bears upon its banner "Home de." For it is home trade that brings gress to the merchant; it is municipal im- vement that uplifts the merchant and the munity. It is fair trading between mer- nt and customer that uplifts. When these ciples are lived up to, then the merchant n honored citizen and respected citizen and community an object of admiration from who come in contact with it.

hese are three interests necessary to the elopment of a community. There is the ufacturer, the newspaper and the retail chant, and of them all the retail merchant he king. For it is he who stands in direct tact with the community. It is upon his uence that the community prospers and ; that which it has a right to under the d principles of civilization and the Con- tion of the United States. The work of retail merchant in the past has been ex- led probably too largely upon the effects er than upon the cause. We have been ing considerable attention to such things ch we call grievances, many of which we e created and fostered and nurtured until have become too heavy for us, and then cry out against them. Mr. McCuen has properly referred to the sentiment of Golden Rule in connection with com- tors. Let us broaden out, let us work n broader lines, let us get the absolute fidence of the people, and with that must e the success of the merchant, and the essful merchant is the merchant in an nization. I could dwell for a long time n the work of the past year along the linc organization. Personally I was more en- d in legislative work. The work at Harris- g was at least partly successful, as it left marks upon the road as to make it easier travel in the near future. Unfortunately, a hard fight upon the garnishment bill, Governor saw fit to veto it. What he is g to do with the grafter after be has told hat when the laboring man or any man has able to do it, he is entitled to it, I am ble to say. We are told as retail mer- nts that we are foolish to trust the labor- man, and if you extended your credit to you did him an injury. Those are the inents that you are to bear in mind in future. To do that man good, do not t him.

am strongly of the opinion that the trend he times is of a paternal nature, of taking of the people at large. Therefore, it is to the retail merchants' associations to curry r favor with the consumer. Trade openly honestly and to the best advantage of y man. We know that many tricks that e been practiced in the past have not only detrimental to the merchant who wanted leal on the square, but has been unfair to consumer. The people are beginning to k what they are getting for their money, when they do that they will seek the mer- nt who knows what he is giving them. Mr. ley said there were two halves to a dollar. half is to know how to get it; the other is to know how to spend it.

ne important feature in connection with our nization is the Mutual Fire Insurance Com- y. It has been in existence for a few rs, and while from the standpoint of fire rance it may seem to be a small enter- e, it is growing and upon a good plan. en we consider that up to this time we e saved our policyholders nearly $39,000, y three times the amount of the per capita this Association collected within its exist- c, and saving annually for its policyholders y five times as much as the per capita tax the entire State Association, you can realize t a saving this would be to the members of Association to have every member hold a ll policy in this company. I am going to to you gentlemen that the experimental e of this company is over. We are upon a nd basis.. We are going to do the insur- e business that you require in your business ost, and you may have the benefits of it.

n conclusion, I beg to again thank the gen- nen of York for their invitation to hold this vention in their beautiful, enterprising city. sonally I am glad to have had an oppor- ity to come here. I presume it is necessary me to apologize at this time for having linced at least two invitations to come here, ough it was unavoidable. If you have any- ng on your minds that you want to bring before the convention, let us know it. This ociation is not for the purpose of going into r native town or locality and correcting scs there, but you will find in various parts this room experts upon the very subject n which you wish information. They will lly give it to you, and help you apply such remedies as are necessary at home. I will ask you to attend the sessions promptly; time is short to go through the programme of the size which we have, and it will be necessary to expedite matters to the greatest extent. Come promptly, speak quickly, and get, above all, that which you have come for, and take it home with you. Don't write to the Secretary when you get home for something you forgot. Get it. It is here for you. (Applause.)

PRESENTATION OF GAVEL TO PRESIDENT KAISER.

MR. McCLELLAN: Mr. President, before you call the convention to order I would like to address you personally. "When in the course of human events"—no, I am not going to recite to you the immortal Decloration of Independence, although the words of my opening sentence happened to sound Jeffersonian, but I do wish to make a Declaration of Friendship to you, the honorable President of the Retail Merchants' Association of Pennsylvania, in behalf of the Merchants' Association of York, Pa. As I started to say, when in the course of human life, responsibilities are shouldered by man, they are of different kinds. Some are burdensome and a weariness to mind and body; others are light and a pleasure to carry. The task given to me is of the latter class, and it gives me great pleasure to undertake it.

Your convention is meeting in a city whose foundations were laid early in the eighteenth century. Many incidents of Revolutionary days are connected with its history. When your own city of Penn could no longer protect the Continental Congress, York received the patriots and for nine months protected them from the redcoats. Before many of the towns and cities here represented were thought of, York was laying its foundation sure. But it is not of her history that we are here to talk or boast.

It has been customary through all ages for the one in authority to have as a symbol of office some instrument by which his power may be shown and exercised in commanding respect and attention. In organizations of this kind order is preserved and actions ratified by a block-headed dummy, commonly called a gavel. As to the origin of this little mallet, which, in the hands of a presiding officer, can call attention, produce order, decide momentous questions, history is silent. We do not think that the members of this convention will be so boisterous that you will require very hard use of the gavel. We might have inscribed on it,

"This is a gavel
To stop the babble
Of the rabble."

It has given us greater pleasure to engrave,

"Presented to
Albert Kaiser, Pres.,
Retail Merchants' Association
of Pennsylvania,
by the
Merchants' Association
of York, Pa.
August 20, 21, 22, 1907."

Our wish is to present the chairman with a gavel which he can retain as a souvenir of his office, not only, but to which are attached several points of historical interest pertaining to the convention city.

This gavel is made of three pieces of wood. The head is of two pieces of oak. The one part is taken from one of the oldest buildings in York and represents a firm, members of our Association, who have been in continued existence through four generations for ninety-eight years. This is the firm widely known through all these years as P. A. & S. Small, hardware, groceries, flour and feed. This firm supplied ammunition to the York troops in the War of 1812, as well as to the first defenders in 1860. Many of York's prosperous men received their business education in this store, and in its office were organized many of the corporations doing business in the county. The other piece of oak is procured from another very old landmark, built about 1765, and known as the Gallagher corner. It is now occupied as a drug store by Heiges & Hildebrand, who have the distinction of being the latest addition to our membership. This house was occupied by Gen. Anthony Wayne in 1771, who marched from that building to join Lafayette and who was present at the surrender of Lord Cornwallis at Yorktown.

The handle looks like cherry, and was taken from an ancient building, recently demolished to make room for the enlarged Colonial Hotel, and which was known as the McGrath property. On October 2, 1777, while the Continental Congress was in session in York, Sam Adams, John Adams, Richard Henry Lee, of Virginia, and other distinguished patriots lodged in this house. If Samuel Adams had not made a speech in this building favoring a continuance of the war with England, we might still be subjects of the British Government. During this remarkable speech, Samuel Adams' hand may have rested on this very piece of wood, soon to be placed in the hands of our President. Tradition tells us that the little boy who could not tell a lie was presented by his father with the switch from the famous cherry tree, after using it on him. This he preserved as a cane, and on one of his trips through York he left it at the McGrath Inn, and we were fortunate enough to secure it as the handle for this gavel. I say this is only tradition, and we have the advantage over George —we could tell a lie, but wouldn't.

You will notice, Mr. Chairman, that we have endeavored to combine in this threefold way some of York's history, her present-day business and the Association's oldest and youngest business firms. We trust that each rap of this gavel which emphasizes the decision of some subject discussed in the convention may be for the good and welfare of the merchants

A Good Old Recipe

Our **Spiced Poultry Seasoning** is made from an old recipe which we have never been able to improve on and which certainly nobody else has.

It is a blend of all those spicy and savory garden herbs that, used with poultry, so delights the palate.

There is a quality about **Stickney & Poor's Spiced Seasoning** which other prepared seasonings, good as some of them are, entirely lack.

Isn't there a safe feeling in dealing with a house 92 years old?

Stickney & Poor Spice Co.

BOSTON, MASS.

FOUNDED 1815

This Tells the Tale

A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. "**Knight's Cooking Extracts**" is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you —we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT'S
Cooking Extract Co.
No. 211 ARCH STREET
PHILADELPHIA, PA.

in this State. And, Mr. President, as you look at it in the future, may you recall with pleasure the 1907 convention, and believe that the York Association shall always cherish for you the warmest regards. As you have heard from the introductory speakers why we are proud of our city, its boundaries, and its history, we trust, as you associate with its people, and see evidences of its progressiveness, you may conclude that there is a great future for threefold York,—the City Prosperous, the City Beautiful, the City Hospitable.

In the name of the Merchants' Association of York, I present this emblem of authority to you.

In accepting this gavel President Kaiser said:

Mr. Chairman and merchants of the York Association: I am at a loss to reply to the very sentimental and kind words of yours in presenting this gavel to the President of the Retail Merchants' Association. I assure you personally that I will appreciate it, and I am quite sure that the merchants of this state will appreciate the honor you have done their officer. I cannot but thank you for your kind offer, and assure you that I will treasure it forever to come. When I first saw it I was afraid that probably you had taken the few remarks I had made in reference to York as a little bit of knocking. I fully appreciate the sentiment of love expressed in this gift, and thank you heartily for it.

ANNOUNCEMENT OF SOCIAL FEATURES.

MR. McCLELLAN: It is my pleasure to make a few announcements in regard to the social features of this gathering. The committee has endeavored to provide a series of entertainment which will not tire you, but which we trust will be pleasing. This evening you will meet at The Colonial and promptly at 6.30 will take trolley for a trip about the city and wind up at our Country Club, where a light luncheon will be served, a band concert given and something else.

On Wednesday evening you will be provided with free transportation to and from Highland Park, and a ticket to the show. At 6.30 we will show you a parade of the finest Fire Department in the country.

If any of the delegates or members of the local association do not have these tickets please come to Mr. Geesey or myself, or to the association rooms.

On Thursday, at 1.30 sharp, there will be an excursion to the York Haven Power Plant, where electricity is generated by water and transmitted to York for some of its power and light.

It is hoped that all delegates and ladies with them and all members of the local association will take part in these functions.

I would like to call your attention to some souvenirs of this convention, so that each delegate secures one. You have already received the "Book of York" and set of picture postals. They are presented to you by the local association. You will receive later something "sweet," with the compliments of the American Caramel Company, one of whose plants is in our city. The York Silk Manufacturing Company, with its largest plants in York, has presented you with a beautiful souvenir representing their famous "Money Back" Silk. This is gotten up in a unique style and will be given at the Country Club to-night.

The Monoline Company, of York, of which our Mr. C. A. Geesey is head, will furnish a neat sample of that balm for all aches and burns. This you can use if any one feels sore at the treatment he has received. (Laughter.)

The committee desires that every person gets one of each of these offerings of York's industries.

We wanted to give you an ice machine and a steel bridge, and a bundle of wall paper, and a delivery wagon, and a set of furniture, but as most of you came with dress suit cases only, thought you might not know how to get them home. If there is any old thing you would like to have, just pick it out from the list of goods manufactured in our city, and we will see that you get their business address.

CONVENTION CALL.

Secretary Howes here read the convention call, after which President Kaiser appointed the following committees:

Committee on Credentials—
John S. Griffiths, Brownsville.
A. J. Raine, Coraopolis, Tamaqua.
L. W. Marquardt, Pottsville.
C. H. Bosworth, Wyalusing.

Press Committee—
W. A. Bosserman, York.
L. J. Schroeder, Columbia.
Wilmer Crow, Harrisburg.
A. W. Carroll, Union City.
P. C. Wagner, Homestead.

There being no further business at this time the convention, on motion, adjourned to meet at 2 o'clock P. M.

SECOND SESSION.

TUESDAY AFTERNOON, August 20, 1907.

The convention reassembled at 2.30, President Kaiser in the chair.

The Committee on Credentials at this point and subsequently reported that there were 171 delegates present, representing 85 associations.

On motion, duly seconded, the report was accepted.

COMMUNICATIONS.

Secretary Howes read the following telegram, dated Clifton Springs, N. J., and addressed to President Kaiser:

"Greetings to officers and delegates to Eleventh Annual Convention Retail Merchants. Sickness alone prevents my participation. Morgan E. Gipe, President York Association."

On motion of Mr. E. J. Morris the telegram was received.

President Kaiser at this point appointed the following additional committees:

Committee on Resolutions—
W. E. Hayes, Erie.
Geo. L. Dobie, Bradford.
Geo. Hohmeyer, Pittsburg.
L. R. Clover, Scranton.
L. H. Hoffecker, Hanover.

Auditing Committee—
I. H. Mott, Warren.
Wm. P. J. Werly, Lehighton.
C. H. Brown, Altoona.

PRESIDENT KAISER: We will now take up the reports of local associations. As these reports are called for, the delegates will respond, read off the statistics on the form that has been provided, and make such comment relative to the work taken up in the past year as they desire to, thereby avoiding repetition of the report of former years.

REPORTS OF LOCAL ASSOCIATIONS.

ALLENTOWN.

Efforts made during past year: To have peddlers license ordinance passed; a closer observance of the Sabbath in the city; to have improved collection laws passed for necessaries of life; to have the national pure food law passed; to elect a paid Secretary; to incorporate for mutual and financial benefits, and to improve the social and financial conditions of our grocers and butchers in Allentown and vicinity; to collect money from delinquent debtors, and to keep cut-rate stores out of Allentown.

ALTOONA.

Efforts made in the past year: Increase of membership; establishment of credit rating system, municipal legislation, the framing and introduction of garnishee bill, and its support through last Legislature; opposition to schemes of collecting agencies (so called) who rob our people by grace of some of our Secretaries who recommend them, and other work which space prohibits mentioning.

BERWICK.

Efforts made in past year: Had association incorporated; moved in new quarters and made membership general; had meeting with Board of Trade to reduce indebtedness; had meeting with Town Council to force completion of trolley; held special meetings before members were allowed to contribute towards Berwick Hospital and enlargement of the Y. M. C. A., permission being granted by unanimous vote.

BRADFORD.

Efforts made in past year: Regulation of soliciting for fairs, entertainments, suppers, dances, advertising and all forms of donation which merchants are constantly being requested to make. The publication of a complete credit directory, and the establishment of credit rating system; the regulation of credits and soliciting has made our organization one of value and influence in the community, resulting in increased cash sales and a marked falling off in applications for credit; the suppression of soliciting alone has saved most of our members the cost of their dues many times over. Through our collection department we have been able to secure the settlement of many outstanding accounts due our members, aggregating between $3,000 and $4,000. Many of these accounts had long since been charged off to profit and loss. In the collection of delinquent accounts we have been greatly aided by the co-operation of the employing interests of the city. During the last session of the Legislature we gave the State Association officers in their fight for legislation in behalf of the mercantile interests our best support both financial and otherwise. Our association is in a flourishing condition, and our members are well satisfied with the good that has been accomplished during the past year. We have had no ills with which we have not been able to cope.

MR. McCUEN (Oil City): I would like to ask how you rate your dues for membership, how do you get the proportion they should pay, and also what constitutes an honorary membership?

MR. DOBIE: Members retiring from business are put on the honorary membership list. The dues are regulated according to the volume of business done by the member.

MR. McCUEN: Do the members do that themselves?

MR. DOBIE: No; the Executive Committee does it.

BRADFORD.

Efforts made past year: For a time after the formation of the Business Men's Association quite a number of our members lost interest in the organization, but lately we have taken on a new lease of life and shall continue in our efforts for the betterment of our interests as grocers. All of our members are affiliated with the Business Men's Association, which we were instrumental in organizing. A very friendly feeling exists among our members, and in consequence trade conditions generally are better to-day than they have ever been before.

BUTLER (Grocers).

Efforts made past year: Co-operative buying to amount of over $100,000 during year; the association collection agency did good work.

BUTLER (Business Men).

Efforts made past year: Collections have been fairly good; turned down twenty-three advertising schemes successfully; furnished reliable information to all of our membership; endorsed the pure food, 2-cent mileage and No. 480 Irwin Garnishment bill. Cleaned our streets; have the promise of the P. R. R. Co. to pave the approach to their freight depot, and answered all communications from affiliated associations as promptly as possible.

CANONSBURG.

Efforts made past year: To suppress peddling, etc., without paying a license and borough tax; to have Council enforce borough ordinances; to protect the merchants against delinquents; to aid in general the State Association to have enacted better laws and protection; to assist in the welfare of our members and those asking for information otherwise; to aid in the interests of our city in general and to condemn that which is unreasonable and unjust against our citizens.

CARBONDALE.

Efforts made past year: To establish a crematory; legislation in Councils and State Legislature; special effort to get people to buy at home; we abolished all ticket-buying and fake advertising; to make all peddlers take out a license; better telephone service. Gentlemen, the Carbondale Business Men's Association has grown rapidly during the past year. The Secretary has within $35,000 worth of insurance, most of it since the last convention. We worked hard with the State officers during the last session of the Legislature, and sent many telegrams to our representatives in both bodies, and stand ready to repeat the performance when the time arrives. We are observing Wednesday half-holidays for three months. Held our first banquet in January, and it was the most successful ever held in the city. We gave an entertainment to the store clerks, with good speakers, followed by a dance. We are endeavoring to have a garbage plant erected; also have asked Councils to buy a certain piece of ground for use of farmers when they come to the city.

CARNEGIE MERCHANTS' ASSOCIATION.

Efforts made past year: Discouraged ticket and program evil; started 6 o'clock closing among grocers and butchers; tried to close other lines, but failed.

COLUMBIA.

Efforts made in past year: Endorsing garnishee bill and other legislative matters that were of much benefit to the merchants of the State, and we used our utmost efforts to influence our representatives to assist the passing of bills that were to our interest. Advertising schemers enter our borough weekly, and leave the place within an hour, Columbia being entirely free of trading stamps and advertising schemes of all characters.

CONNELLSVILLE.

We have worked up a co-operative purchasing business of $1,500 per month.

DU BOIS.

Efforts made in past year: 822 collections, 102 paid in full, 57 accounts partly paid or held over for adjustment; held our annual banquet January 31; put a veto on a franchise for a third telephone company; secured State aid in making six miles of macadamized road.

ERIE BUSINESS MEN'S EXCHANGE.

Efforts made in past year: We paid all expenses of the last convention from our natural resources without accepting donations, or printing an official programme, or holding a picnic or excursion. Our annual banquet in January was a social success and a financial failure. We are educating our members not to extend credit without security, or to persons with unsatisfactory records; not to carry balances forward, and not to extend credit longer than thirty days. Use of credit guide, collecting letters and exemption waivers is increasing. Our attendance at meetings is improving. Our soliciting committees are educating the membership not to patronize advertising mediums, or institutions soliciting aid which have not been investigated and approved by committee. We gave active support to the State legislative campaign; two of our members were members of the House of Representatives. Local efforts to raise the hucksters' license fees failed. Erie members have carried 644 policies in the Retailers' Mutual, and saved $5,685.04. Our employment bureau has increased our membership, is adding to the population of the city and increasing the wage distribution. We have inaugurated the system of electing officers and delegates by mail ballot. Any member may nominate for any office by mail, telephone or at meeting. After nominations are closed secret postal card ballot is taken, resulting in a larger vote and more representative choice. We contemplate a referendum vote on the question of holding an "Old Home Week" at Erie in 1908. We have condemned plans for inaugurating trade excursions and refunding fares to non-resident customers. We have protested to our hotels against non-resident firms retailing by sample from hotel sample rooms. We have organized the Erie Secretaries' Association, the Grocers' Credit Exchange, Real Estate Exchange of Erie, Erie Lumber Dealers' Association and Erie Furniture Dealers' Association, and other branches are contemplated.

Our Committee on Municipal Affairs reviews all pending city ordinances, questioned candidates for Mayor and Councils and put them publicly on record for abolishment of railroad crossings; has urged international arbitration and restriction of armament by concurrent international action; has successfully promoted a new pleasure boat for Erie Bay with a capacity of 150 passengers; is agitating for better street railway service and extension of our conduit system, and has secured a State appropriation of $100,000 for improvement of our public dock. We are in favor of ward division, abatement of the smoke nuisance, extension of trade schools, and have encouraged the Friday half-holiday movement this summer, and will work for a Saturday half-holiday next year.

FRANKFORD.

MR. J. A. EDGAR: The President of Frankford Retail Grocers' Association is R. Buzby, and Secretary, J. A. Edgar. It is incorporated stock company with a capital $25,000; dues are $6 per year; meet week We have increased our membership from to 120. We have invested in our property purchasing department—

Loans from members at 5%...	$5,550
Stock issued to members.....	21,600
Vacation fund, 3%.....	2,000
Reserve fund	2,800
Total capital.....	$31,950

Our Purchasing Department did a busi last year, ending August 31st, of $150,000, this year will do $200,000, an increase of $ 000, or 33 1-3 per cent. We paid 6 per c last year on our capital stock and added $1, to our Reserve Fund. We are closing stores as usual Wednesday afternoon dur May, June, July, August and September. took an excursion to Atlantic City on W nesday, July 31st, numbering 2,000, in th sections of twelve cars each, making a pr of $650. We have adopted the Consolida Law Association System of collecting in ac tion to our own, and we are obtaining g returns. The above are the main points have to report, and, compared with previ years, shows the most prosperous and prog sive year in our history.

FRANKLIN.

The association is trying to eliminate kinds of fake advertising, and by a ref on the part of the members to buy tickets advertise in programs, several hundred dol have been saved to the members. Held annual outing in connection with the B ness Men's Exchange of Oil City, and, bining with Oil City, settled a street car st last fall.

SECRETARY HOWES: I would like ask Mr. Edgar, of the Frankford associat what their vacation fund is?

MR. EDGAR: Each member, at the m ing, pays as much as he feels disposed, where from a dollar up; we pay them 3 cent. for the use of the money, and they draw out on ten days' notice.

GREENSBURG.

Efforts made in past year: To unite business and professional men of the city, co-operate for the benefit of all; to dissemi useful information; to promote better legi tion for the protection of our interests; to sist members to collect delinquent accounts protect them against fraudulent customers to expose fraud and adulterations.

HANOVER.

Efforts made in past year: A general ef for the mutual welfare of the community, well as the further advancement of the var interests of the merchant in general; spe efforts to further a more definite protectio merchants on account of bad customers the collection of accounts; the enforcement local ordinances for abolishment of itine merchants and peddlers; co-operation with S Association for the passage of several l lative acts for protection of trade, etc.

HARRISBURG (Merchants).

Efforts made in past year: As our asso tion is composed entirely of retail dealers principally the larger stores, our efforts confined to advertising, gift schemes and eral trade abuses. We also co-operate with Board of Trade in all matters pertaining the advancement of the first third-class of the Commonwealth, and also with the cers' Association in any way that we can a them, and we consider the successful def of the forty-seven suits brought against retailers by the Pure Food law in such a as not to cost any of the defendants one a masterstroke of co-operative association w

Mr. Chairman and gentlemen of the Our loss in membership is due to the form of an association known as the West Business Men's Association.

HAZLETON.

Efforts in past year: Organized a Board Trade with a membership of 250; the erec of a new passenger station at a cost of $50,0 collecting of accounts by the various coal c panies, the reducing of express rates from York to our city, which was $1 per 100 to 75 cents per 100 lbs.; held the largest chants' outing ever held in the city of H ton.

HOMESTEAD.

Efforts made past year: Abolished trade evils, such as program advertising purchasing raffle tickets; had a banquet in uary and outing in July, which do much create and perpetuate a good feeling an our business people and their patrons; we $1,000 in treasury, and do some co-opera buying.

HUNTINGDON.

Efforts made in past year: We organ spring of 1906; joined State Association in fall of 1906. Last spring we put the e management of the association in the h of six directors, and it has proven quit success; they attend to everything and sionally call meetings of the whole associa We have put into effect a delinquent list a regular collecting department; everybod pleased. We have several applications membership, and expect to run double year.

JEANETTE (Merchants).

Efforts made in past year: Sunday clo successfully established; we aided in equa tion of tax values in our county, and we t

were of some help in the legislative effort
ur State Association; we have succeeded
arly closing for four months this year, all
of business having united on early clos-
and entire day on Christmas, Fourth of
Memorial Day and Thanksgiving. We
an outing first Wednesday in August
y year, the whole community joining, and
had 6,000 or more in attendance on Au-
7th of this year.

JEANETTE.
(Business Men.)

forts made last year: We unite on Sunday
ing, holidays and early closing, and in a
ral way as a Board of Trade, we suspend
ness all day each year four holidays,
stmas, Fourth of July, Memorial Day and
nksgiving, as well as the day of our outing.
six o'clock evenings; have adopted a col-
on system.

JERMYN AND MAYFIELD.

forts made in past year: We are a new
nization and have made no special effort,
pt abolishing premiums. We have one
who blocks the work. We have estab-
d a Board of Trade Committee, who are
ork for new industries.

LANCASTER.

forts made past year: To close on Sunday
rocery stores and to increase fraternal feel-
among the grocers by a successful picnic
at Penryn.

LANSFORD

forts made in past year: To wipe out ped-
, enforce observance of the Sabbath, col-
bad debts, have freight houses nearer
, have lower rates of lighting, regulat-
opening and closing hours and have an
al outing.

LEBANON.

e still hold our merchants in check from
ips, souvenirs or any other gift-giving
mes. Our annual banquet held in Febru-
was a success. We observed Merchants'
by a ver successful excursion to Willow
e on the first of August. For the last
months we have been working on co-
ative buyin, and to expect to fall in line
our sister associations in the near future.
are also working, and so far have met
good results, on the better observance
he Sabbath.

LEHIGHTON.

forts in past year consisted of a well-
ded annual picnic. An effort to get the
men interested has resulted in thirteen
ications. Both members of the Legis-
e voted in favor of the Garnishee Bill.
spent $10.50 in wiring to the Governor
econsider the vetoing of the above bill.

LEWISTOWN.

forts made past year: Accomplished early
ng of all business places at six o'clock
. eleven months in year, excepting Friday
Saturday evenings from January 1st to
emher 30th. The Association has passed
solution to the effect that no member
enter into any advertising scheme, other
legitimate newspaper advertising, which
lution, printed in bold type on a card,
pies a conspicuous place in each member's
e of business, thus saving him considerable
he course of a year.

MAUCH CHUNK.

forts made in past year were to increase
bership, without success, and to influence
lation favorable to the interests of business
, espccially the Garnishee Bill. The an-
outing in August proved an unquali-
success, being a local affair and largely
ded.

MONESSEE.

forts made past year: New road to river;
ent rate on railroads, and Garnishee Bill

MT. TREASURY.

ief efforts put forth last year were on
part of the secretary trying to get enough
bers for a quorum and collect dues, and
g in the passage of the Garnishee Bill.
insurance feature keeps the Association
.

NEW BRIGHTON.

forts made during the past year were in
direction of co-operative buying, legis-
n and fire insurance.

NEW CASTLE.

forts made in past year: During my idle
nents from other duties in the last year I
bought and distrihuted $55,868.38 worth of
ds, 2 per cent. of which went into the
sury of the Association, and not less than
er cent. of an additional profit into the
kets of the members.

NORTHEAST BUSINESS MEN'S EXCHANGE.

erc successful past year in ridding the town
peddlers and beggars. Saved $2,300 for the
nsmen in wages, etc., from trolley line by
ling up franchise before Councils. Held
quet with success to "our inner man."
anged and financed Northeast Day at Or-
d Beach, with an attendance of about
).

OIL CITY.

o-operative advertising for a week's sale
tried last fall, but not considered a suc-
. Assisted in legislation. Settled a local
tion fight in conjunction with the Frank-
Association. Performed the functions of a
rd of Trade with some success. Had a
ic in August, with the Franklin Associa-
joining.

PHILADELPHIA.

Efforts made in past year: Pure food legislation, garnishee law and general work for the good of the trade we represent.

EAST END.
(Pittsburg.)

Efforts made during past year were directed towards increasing membership, local and State legislation and Wednesday half-holiday movement.

PITTSBURG.
(Grocers.)

Efforts made past year were directed towards putting the Association on a paying basis.

PITTSTON.

Efforts last year: Collections and legislation, free bridges and good roads. Amount of insurance, $105,400, a saving to the members of $964.73. Our president and secretary and Mr. A. B. Davenport organized an Association at Wyalusing, including the towns within a radius of ten miles.

POTTSVILLE.

Efforts past year: Increase membership and special effort to collect apparently hopeless bills, resulting in nearly $1,000 being collected in little more than a year. Old Home Week, which originated with the Association, was a grand success.

READING.

Most particular and successful effort during the past year was the defeat of a local act for the levying of a tax on all retail merchants in Reading.

SAYRE.

Efforts made during the past year were directed towards better trade conditions, having succeeded in locating a shirt factory, and local and State legislative work.

SCRANTON.

Efforts made past year: Since January 1st we have doubled our membership; started a co-operative buying circle; assisted in State legislation, also locally; increased fire insurance from about $30,000 to $90,000; held annual outing in July, being the most successful held by our Association; still annoyed somewhat by trading stamp evil, but as an association we pay no attention to it, leaving it entirely in the hands of our members to conduct their business as they see fit.

SHAMOKIN.

The charter of this organization, which grants the feature of a board of trade, enables it to invite the location of industries in Shamokin, the Association having secured exoneration from taxation for a period of years for such industries. Success so far has been beyond expectation. During the last session of the Legislature the Association secured the repealing of the act regulating a mercantile tax of $1.50. This places the county on a level with all other counties, the Act of 1867 being a special act for this county. Also secured the passage of an act appropriating $30,000 for the establishment of a State Hospital, to be located at Shamokin. This community is rid of all trade abuses, and has the finest fire protection in Pennsylvania.

SHARON.

Efforts made in past year were in the direction of State and county legislation, having secured the repeal of an ordinance permitting peddling in Mercer County, and saved money to members by refusing to sanction advertising schemes.

SOUTH BETHLEHEM.

Efforts made past year: Enforcement of Sunday closing; building houses to accommodate increasing population; worked against Larkin and similar schemes; towards new bridge and railroad station, and the dropping of the name "alley."

STEELTON.

Efforts made past year: Legislation; had also been buying on the co-operative plan until May 15, 1907, when this department was sold out to the Steelton Wholesale Grocery and Supply Co., which is doing strictly a wholesale business and canvassing all stores for trade.

SUNBURY.

One of the primary object for which this Association was organized was to abate the peddling nuisance, in which it has been successful. The case against the Citizens' Supply Co., of Columbus, which we won in all the Pennsylvania courts, we lost in the United States Supreme Court, but understand the company has discontinued canvassing our town. This Association joined in securing the repeal of the Mercantile Tax Law and assisted in State legislative work.

TAMAQUA.

Efforts made past year: To educate our people to trade at home; to increase membership by having a banquet, at which we had all merchants in town attend and gave them talks on organization by some of our State officers; by holding a picnic, at which nearly every person in town was present; have driven out trade abuses.

TOWER CITY.

Efforts past year: Revision of rating system and legislative work.

TYRONE.

Efforts made in past year: legislative work; have appointed an official collector; advertising Tyrone; six o'clock closing during July and August secured; better attendance at meetings.

UNION CITY.

Efforts made past year: Municipal improvement.

UNIONTOWN.

Effort made past year: Observance of Sabbath; legislation; circulation of a list of delinquents; preventing of fake advertising; encouragement of honest business methods, etc.

WASHINGTON.

Efforts made past year: Elected one Councilman, trying to break into the ranks, so as to secure ordinance protecting the retailer; 70 per cent. of members use the Retailers' Mutual; 4 per cent. making best possible use of rating system; do co-operative buying, all merchants of town making use of it; had annual picnic on the 5th of August, which was successful and "everybody happy."

WATERFORD.

Efforts last year: Have made Merchants' Grove an ideal spot for picnics, the famous Hunt mineral water constantly flowing through the grove, free to all; are now cleaning and fixing inlet of lake.

WAYNESBORO.

Efforts made past year: To aid passage of laws; to file delinquent list; check unworthy credit; prevent fake advertising and gift schemes.

WICONISCO AND LYKENS.

Efforts made last year: General association work; legislation; abolition of trading stamps, etc.

WILLIAMSPORT.

Performs the functions of a Board of Trade, and has a guarantee fund of $400,000, ready to take any industry in the city after a thorough examination into its merits; have located a steel plant and two or three other industries now under construction; are coping with all the local evils; has a Board of Directors, numbering 12, which performs nearly all the duties.

YORK.

Efforts made in past year: Advancement of municipal affairs and correction of trade abuses in general.

This concluding the reports of local Associations, the question box was opened, with the following result:—

QUESTION BOX.

Questions were read by Secretary Howes as follows:—

"Was the reason given by our Governor for vetoing the Garnishee Bill sufficient logic for his action?"

(Cries of "No.")

Senator Drury: What was the reason?

Secretary Howes: The reasons given were that it had always been the policy of the State to protect the wage-earner from attachment upon his earnings, although we have a garnishee law on the statutes for the protection of hotel keepers and boarding house keepers, which permits the attachment of debtors' wages to the extent of four weeks' board. The Governor stated that it was difficult to determine what were necessaries, although courts in eight or ten States have a well defined line of reasoning on that question. He criticised the amendment made to the bill, not at our request, but by one of the members of the Legislature, providing that the bill should not be good for claims in excess of $25. He alleged that that limitation would be an inducement to run large bills. We took the stand that it would be an inducement to the merchant not to extend bills for over $25 where he could not garnishee. The fourth reason was that the laborer should be protected in his earnings.

On motion of Senator Drury this matter was deferred until new business was reached.

Question: "Woud it not be beneficial to assist in organization work to have quarterly or semi-annual county or tri-county meetings, inviting merchants from towns not organized to such meetings, and invite some of the State officers?"

Mr. C. A. Stuart (Carbondale) thought this an excellent idea, as it would promote organization work.

President Kaiser stated that a resolution to this effect was passed at the last convention recommending just such a plan.

The convention at this point on motion, adjourned until 9 o'clock Wednesday morning.

THIRD SESSION.

Wednesday Morning, August 21, 1907.

President Kaiser called the convention to order at 9.20.

Secretary Howes read the minutes of the previous day, which were approved as read.

REPORT OF SECRETARY.

Secretary Howes presented his report as follows:—

Our work during the year has been largely the extention of organization and attention to legislative work. During the year we have admitted seventeen new associations as follows:—

St. Mary's, Butler Business Men's Association, Lancaster, Jeanette Business Men's Association, Waynesboro, Coraopolis, Punxsutawney, Skinner's Eddy New Kensington, Huntingdon, Allegheny, Verona and Oakmont, Brownsville, Ambridge, Jermyn and Mayfield, Carnegie and Rochester.

During the sessions of the legislature our first vice-president, Wilmer Crow, of Harrisburg, was in charge and will report in detail. Bills receiving our atention were the pure food bills, Irwin garnishment bill, mercantile tax repeal and weights and measures bill, fraudulent advertising, trading stamp bills, two-cent fares, soap club tax, right of eminent domain and minor bills, all affecting the interests of the trade. The correspondence was very voluminous, I having sent as high as 3,500 letters in one day, and 150 telegrams.

DISTRIBUTED RECEIPTS

Individual applications	$10 00
Association applications	85 00
Individual dues	8 00
Per capita tax	1,491 91
Universal delinquent blanks	5 00
Exemption wavers	4 97
Organizing funds	6 86
Postage rebates	2 14
Convention rebates	23 00
Convention proceedings	35 00
Donation	1 00
	$1,672 88

DISTRIBUTED EXPENSE.

Postage, etc.	$178 90
Printing, etc.	128 86
Labor	473 88
Salaries	75 00
Executive Committee	217 72
Organizing	237 98
Legislation	734 48
Convention	138 10
Legal digest peddling laws	200 00
	$2,384 92

Respectfully submitted,
A. M. HOWES,
Secretary.

Mr. Smedley: I move that the report be accepted and spread upon the minutes.

Seconded and carried.

President Kaiser: Organizer's report, Mr. J. W. Rittenhouse.

REPORT OF ORGANIZER.

Mr. Rittenhouse: I would like to state that fortunately or unfortunately, I don't know which, the firm thought I did well enough at home to get my salary, and I have done very little traveling. The last that was done was Lancaster, which I took in on November 3d; September 1st, St. Mary's was brought in by Mr. Howes; September 29th, Butler (Howes); November 9th, Jeanette (Spangler); December 12, Waynesboro (Howes); December 17, Coraopolis (Spangler); December 20th, Punxsutawney, by Mr. Howes, I think; January 25th, Skinner's Eddy was organized by Mr. Evans and Mr. Giles, and afterwards brought into the State Association by Mr. Howes; January 29th, New Kensington, by Mr. Spangler, I think January 30th, Huntingdon (Mr. Howes); February 23d, Allegheny (by Mr. Spangler); March 18th, Verona and Oakmont; May 7th, Brownville, Mr. Spangler; April 9th, Ambridge, by Mr. Stuart; June 3d, Jermyn and Mayfield; June 7th, Carnegie (Spangler); July 29th, Rochester (Mr. Howes.) I would like to state that the reason organization work in Eastern Pennsylvania has not been pushed more is due to the fact that unless a man has business going over that territory, and travels in the interests of something else, very little work can be done. I regret to state that I have not done very much during the past year, my deputies having done better than I have.

President Kaiser: Gentlemen, you have heard the report of the Organizer; what is your pleasure?

On motion, the report was received and filed.

Mr. McClellan at this point again called the attention of the convention to the programme provided for the entertainment, after which President Kaiser introduced the next speaker as follows:—

President Kaiser: It affords me great pleasure to introduce to you a gentleman who has kindly consented to address us. He is an expert in his line, and comes as the representative of a man whom we might call more than an expert merchant. I now introduce to you Mr. Joseph H. Appel, advertising manager for John Wanamaker's establishment, and I am sure that Mr. Appel will not only be entertaining, but exceedingly instructive.

Address, "The Master Merchant," by Mr. Joseph H. Appel, Advertising Manager for John Wanamaker, Philadelphia:—

Mr. Chairman and Gentlemen: I would like to say that when the invitation to address you was given to Mr. Wanamaker he was extremely anxious to come, but foresaw that he would be in Europe at this time, and it would be impossible to be here. However, he has commissioned me to hring his greetings to you, and wish you well in all your undertakings.

We used to begin with the universe and reason down to man. Now we begin with man—with the child—and work out our universal problems from within out. The great secrets of merchandising are to be found within the breast and experience of every tradesman—no matter how humble. A large store has no monopoly of business wisdom. Its wider experience comes merely from the composite experience of the group of merchants that manage it. Each manager of an individual stock in a large store must be a merchant himself. And so each merchant must cut his own path to Mastership.

"Know thyself," is the starting point.

"Control thyself," is the next step.

"Develop thyself," is the finality.

Science.

First the Science of the Exchange.

Here three great laws apply to the merchant:—

1. The law of Supply and Demand.
2. The law of Compensation.
3. The law of Diminishing Returns.

The law of supply and demand applies to the stocks—their kind, quantity and variety.

The law of compensation applies to the character of the store, the general service, the method of dealing, and to the employees.

The law of diminishing returns applies to the expense of doing the business.

Of course, to a very large extent the value of merchandising depends upon its cost of production, but the law of supply and demand must also be reckoned with.

"Prices are determined not by the competition of the sellers only, but also of the buyers—by demand as well as supply," says John Stewart Mill.

By the supply of goods is not meant the general supply in the world at large, but the supply on sale in that particular community. As a general rule, prices rise with the lessening of the supply and the increasing of the demand, and fall with the increasing of the supply and the lessening of the demand, but not always in strict proportions. Prices on necessities are affected first, prices on luxuries last.

When losing money the merchant must think of this law of supply and demand and make this test:—

1. Have I the goods the people want?
2. Have I them in sufficient quantities?
3. Have I too much of any one thing and not enough of another?
4. Am I selling my goods as cheap as other merchants?
5. Am I giving good service?

When losing trade the same questions might be asked, with this addition: Have I the confidence of the people?

The law of compensation may be plainly stated in this way: "That we give a full equivalent for what we receive, and receive a full equivalent for what we give."

The Law of Diminishing Returns, simply stated, is this:—

That after a certain point is reached, with added capital and added labor, the proportionate returns of profit will diminish. That is to say, if one person cultivates ten acres of land and makes $100 a year profit out of it, the addition of another laborer would yield less than $100 profit to each of them. In other words, it means that you can push a thing to a certain limit and reap great reward, but beyond that, reward diminishes. This applies in business directly to the expense of operation. You may push your business and increase it, but if the expense of doing this is too great, your net profits will decrease. You may have too large a store, you may pay too much rent, you may have too large a stock, you may do too much advertising, you may have a too expensive delivery. All these are the expenses of a store, and if too large cause your profits to diminish.

"Net," some one has said, "is the smallest and biggest word in business." Gross profits mean nothing; net profits mean everything. Gross sales are a snare. It is only net sales that count. Get down to net in everything you do. Be practical. Don't live in the cloud. Keep your two feet planted squarely on the earth.

The Patent Office at Washington is crowded with inventions, theoretically perfect, but practically of no use. They don't pay. An electrical inventor can make a storage battery that works, but no one has produced one that pays. It is useless to invent a machine to do something that can be done quicker by hand. It is useless to invent a substitute that is more expensive than the machine it is intended to displace. It is useless to produce business at such a cost that it does not pay. Advertising is good only when it pays a net profit on the cost. A system is good only when it pays a net profit on the cost of installation and operation. Business is good only when it pays.

VI.

Science.

The Science of Human Endeavor applied to business. Sheldon, in his "Scientific Salesmanship," gives a formulary for success that may well apply to retail business, because it is a formulation of the principles of ethics and psychology which apply to right living—and right living begets good business. The formulary is this:—

Endurance + Ability + Reliability + Action = Success.

This formulary is better understood when we go back to the virgin source of these characteristics.

What is back of Endurance? The Body.
What is back of Ability? The Intellect.
What is back of Action? The Will.
What is back of Character?

Why, the Body, the Intellect and the Will—all three.

But what is still further back of all these—back even of character? Why, you, you, you. Not somebody else. But you. The Ego. Call it a Soul, call it a part of the Divine, call it what you will, YOU are back of everything you possess.

Now, what do we actually possess? Only three things:—

1. A Human Body.
2. An Intellect.
3. A Will.

When we use the phrase "We possess," we presuppose the "We," showing that there is something back of the body, back of the mind, back of the will.

Develop that something.
Develop your own personality.
Develop your own individuality.
Develop responsibility.
Develop yourself.

This leads to Self-Reliance, which is the test of a man's value in any walk of life. Each of us, the strongest as well as the weakest, is responsible to something—to human laws, to the laws of business, or to Nature. There is supervision and discipline in Nature. When we are sick we are "brought up" with a sharp twinge of pain. There is supervision in Human Nature. The child when bad is "brought up" with a switching. There is supervision in business. The merchant when he violates the laws of Nature or business is "brought up" sharply by a loss of some kind, either money, of customers, of friendship or of reputation.

The more responsible we make ourselves, the less some one else will have to be responsible for us. And the greater our own value will become.

Please do not think I am preaching when I give you this doctrine. Sweep away religion, sweep away the churches, sweep away all human laws, and you have remaining Morality as a scientific thing.

Morality is a scientific thing.

There is in Nature a constructive principle—which takes matter and builds it up into trees, into animals, into man, into business. To live in harmony with this principle brings not only bodily health and peace of mind, but the living of such a life is Scientific Morality. It is a business asset.

The opposite force in Nature is the destructive principle which is constantly tearing down. This is Scientific Immorality. In business it creates liabilities.

Now, the business man who conducts his business in line with the principles that build up himself, that build up society, that build up the community, that build up the State, that help to educate and civilize the people, is working in harmony with the constructive principles of Nature and Business, and building up his own character and his own business.

When something goes wrong in your store, take account of stock. Take account of *your own* stock—your physical stock, your mental stock, your stock of will-power. You will very soon learn to perceive whether it is your body that is not serving you properly, whether it is your mind, or whether it is your will. You will learn also that while your mind, by absorbing information, becomes the great fund of knowledge, that you cannot use that knowledge without physical strength and will-power. Your mind and your body may be said to be a double team of horses that you are driving. The will-power is both the reins and the whip—the reasoning and the directing power and the spur at the same time. To draw out from each of us the best that is in us should be our endeavor. And when we examine ourselves analytically we are surprised to find the latent qualities we possess. The small man is never so small as he seems, just as the great man is never so great as he seems.

VIII.

As stock in trade we first possess a Physical Body.

This gives us:—

1. Health.
2. Energy.
3. Endurance.

The right care of the body is the first duty of every merchant. Do you know there are 28,000 miles of nerves in every human form? Do you know that the eye has 8,000 different mechanical contrivances? It opens and closes its front shutters over 30,000 times a day.

We are only beginning to realize the important part that health and energy and endurance play in success.

Don't be a slave to your business; be its master.

Don't enslave your employees.
Lead in early closing.
Insist on vacation with pay.

Take systematic exercise and see that your employees take it.

If the establishment is large enough have daily setting up exercises. The National Cash Register Co. give up an hour every day for systematic exercise of their employees.

The boys and the girls in the Wanamaker stores have their daily drills.

The man of energy is the man who moves, and who moves the world. The old deacon used to say: "I'd rather see a kettle boil over than not boil at all."

But energy is not enough. We must have endurance. We must be a thorough express. We must work hard while we are at it. Spurts are good, but the energy and dash of Sheridan would not have ended the war without the endurance of Grant. One heat a day is best. It is the starting and stopping of a train that wastes energy.

Sooner or later stores will open at ten o'clock and close at 4, with no intermission.

Leave business cares at the office. Throw them off with your office coat. Armour said he never thought of business once he was out of the office.

Don't pull the long face at home just because you have had a hard day at the office. Your wife has probably had a harder day. And the very fact that you had a hard day means that you must recuperate, renew your energy and vigor for the following day.

The greatest recreation and health-builder is change of occupation.

James Madison used to build desks and chairs to rest his mind.

Gladstone used to go out and cut down trees.

On the other hand, as a relief from physical labor, reading or talking is rest.

Rest does not mean going to sleep all over, but merely putting to sleep those faculties or parts of the body that are tired.

Self-control is the great physician. Keep one's self in control physically and mentally and the human machine will keep running at its maximum.

Self-control must come before personal effort.

The horse or automobile must be under control before it can properly do its work.

Even the smallest store can afford a rest room for any of its employees who may be taken ill. It can have a faithful and effective outlook to the kind of drinking water supplied. It can have clean toilet apartments, soap and water, towel, brush and comb. It can have proper light and ventilation. Keeping one's clerks working in a damp or cold atmosphere is bad business, to say the least. Proper storm door, proper heating, proper lighting, proper ventilation, will all help to sell your goods and help the people who sell them.

"You must be a good animal," says Herbert Spencer, "before you can be a good man."

IX.

And now let us take stock of the Human Intellect.

"With what do you mix your paints?" a great painter was once asked. "With brains," he replied.

Only the big man can manage big things.

We are not all born equal, but we are all born with an intellect that may develop to a greater extent than perhaps any of us realize.

Throught the intellect come:—

1. Knowledge.
2. Wisdom.
3. Intuition.
4. Inspiration.

Instinct and inspiration come from within, but they must be developed from without. And Edison says inspiration is nothing more than perspiration.

From experience comes the only actual knowledge we have.

Knowledge and wisdom come best through our own experience.

In taking stock of the things we know, it is important to keep in mind this classification of data:—

1. Things we know and know we know.

For instance: That we exist—that flowers bloom and birds sing—things we know ourselves, from our physical senses.

2. Things we assume we know, but do not know that we know them.

For instance: That the earth is round; the law of gravity.

3. Things we believe, but do not know nor assume to know them.

For instance: That there is a God.

4. Things we neither know nor assume to know, nor even believe.

For instance: Where space or time begins or ends. Number of fishes in the water, of birds in the air.

Personal experience is the great teacher.

Observe.

A foreigner once took a drive along the Wissahickon Creek in Philadelphia, and he got out of the carriage perhaps fifty times to examine a rock or a flower or a tree. He saw a hundred things along that road where the average person would see but one.

There is a child's game in which a person is sent into a room filled with articles to stay there for five minutes. Then he is asked to write just down what he saw.

It is a good game for grown-ups, for you will be surprised how few things you really observe upon the first attempt, and how many things you will see after you cultivate the habit of observation.

Observe intelligently. To do this you must read and study.

"Get the study habit," says our friend Hubbard.

Have a box in your stores for ideas.

Exchange ideas with other business men. Exchange ideas with any man. A great lawyer when he was working out an important case would stop and discuss the points of that case with every man he could buttonhole, and he said he got an idea from almost every one.

Make it a habit to converse at least once a day with some one your superior. Your superior stands on higher ground and gets a better perspective of things.

Perspective is the great thing in observing.

Take the back seat in a trolley car and ride down a straight street in any one of our large cities. Centre your eye on some tall building. As you go farther away from it, it looms higher and higher. This building at the corner that seems high when you are in front of it dwindles as you go on and on, and the huge structure further away seems to climb higher into the sky.

Don't keep your eyes and nose to the grindstone. Get away from your business occasionally and get the proper perspective.

Write down your thoughts as they come. Keep a pad and a pencil always ready for ideas. Lincoln used to stop at the end of each furrow he plowed he wrote a sentence on the fence rail.. His Gettysburg speech is a model of short, vigorous sentences. We know a thing only after we tell it to some one else or write it down.

Don't secrete your knowledge. Pay it out to any one who asks—and you will receive double wisdom in return. Travel if you can. If you cannot travel, organize an Idea Club with storekeepers in other cities, or non-competing firms in your own city. You may have a general secretary, and when some detail of the business bothers you, write to him, and all the other firms will send their system. They send it not only to you, but to all the other merchants. In this way you all exchange ideas. You all benefit. It is a sort of Round Robin School of Business.

Keep your ears close to the ground and observe what the people want. Get close to your customers. Have your clerks report to you what they say, what they ask for, what their desires are. Study their wants. Then supply them.

John Jacob Astor was once forced to take over a millinery business for a debt. He went out and sat down in Central Park, studying the bonnets of the women as they passed by. Then he went back into the shop and ordered the same styles. You may be sure his business prospered.

To give an article value in exchange it must

1. Have use.
2. Be difficult to secure.

Air has use, but no value in exchange, because not difficult to secure. An ice manufacturing machine might be very difficult to procure in Labrador, but it would have no use there and consequently have no value in exchange.

The public must have an appetite for goods before it will buy them.

Now, in retailing you must first have goods that people want—that they have appetite for.

You must, secondly, get the people to attention to those goods.

You must, thirdly, get their interest.

You must, fourthly, arouse a desire for goods.

You must create a demand.

Four simple rules for advertising are the

1. Get attention.
2. Arouse interest.
3. Get believed.
4. Arouse desire and action, which ends a sale.

It often requires great courage to r the price on goods. There comes a ti business when certain goods must be re in price. No man can buy the exact qu needed, nor prophesy the exact fashion. the time comes for a reduction, let no stop it. "Sell and Repent" is good a Take your medicine and get well. A store is a store with things people d want, and without the things they do

A. T. Stewart used to go through his store every day, ask the salespeople counters what was not selling fast, and down the price then and there himself. account of the reductions you make s you know how much money you are l But make the reductions cheerfully and ily when necessary.

Marshall Field had a great tenacity o pose and perseverance. All great mer have this great characteristic.

Thoroughness is a great asset in bu

Do things. Do them right and do right now. And carry them through end.

Don't only begin, but arrive.

Get to work early in the morning. brain is clearer. Your will-power is str

Don't wabble. Keep on the straigh once you have found it. Let no man you until you reach the end you a reach. Your will will carry you through will be what we will to be.

The will is a positive force—just as tricity. Without resorting to hypnotism a fact that a strong will can influence a will, and it can influence a stronger the cause be just.

Confidence is necessary, of course. must have confidence in the goods yo You must arouse confidence in you tomers. Sell your goods first to your salespeople. Arouse confidence in the they will sell the goods to the public.

Confidence was strongly develope Stephen Girard. Starting at the age of years to make his own living as a cabi he became a great shipping merchan banker in Philadelphia; because he ha fidence in what he was doing, and con in himself. When a famous London b was in Philadelphia he called on Gir his farm on Passyunk road to tell him th of his ships had arrived safely. Girard down from the hay-loft to say only th knew that she would reach port safely ships always do. Mr. Baring you must me; I am much engaged in my hay."

Promptness is a great asset in bu Teach promptness to your employees by prompt yourself. "Either you will ha get a new watch or I will have to get officer," said Washington to a tardy official who blamed a defective timepi

Open your store on time and close time. If your organization is too lar personal supervision, put in time clock hold up your people to the minute—b very careful that you are prompt yours

Deliver goods promptly.
Answer letters promptly.
Make decisions promptly.

Prompt decisions are not rash decisi you have knowledge back of them. Y a great merchant at his desk, his lieut coming in every minute making inquiri asking for decisions. With a nod of hi he decides this, or he O. K.'s a certain or turns down a request—and you forge back of these prompt decisions are ye experience and observation.

Enthusiasm is necessary to sell good

The buyer when he goes into the r comes home full of enthusiasm over the things he has bought. This enthusiasm be contagious. The employees must ca The customers must catch it. It must in the display of the goods. It must in the advertising. It must show in th the salesperson talks to the customer.

Henry Clay, in the Senate, grew so siastic in what he was saying that he become oblivious of everybody and ever but his subject, leave his place on the and by gradual steps come down to the of the Vice-President, where he would appealing to him as if no other perso present. Such enthusiasm in the adve and selling of goods has built the great of the country.

Prudence, in a way, is the opposite thusiasm. The master merchant will nev so enthusiastic over a certain kind of that he cannot bring prudence into pl prevent large over-buying. Over-buyi of course, over-loading your store. A g horse cannot pull a load. Always have variety of goods and never be out of an if you can help it, but keep your stoc enough to be always ready to buy s lots of merchandise when the price is l

The prudent merchant pays cash an counts his bills. The great stores ma much on discounts as they do in merch profits. Don't expect to make a pro everything all the time. Money is often by losing it.

John Jacob Astor once foresaw a panic collected all his buyers together and asked how much money they needed to run business for the following year. They him, thinking he was crazy, for they s

s of a panic. He went out and borrowed he money he could. The panic came, but r was safe for he had eight million dollars ed up in his vaults.
tience is a virtue not always appreciated ese strenuous days.
e ideal busy man is he who has nothing is desk but a clean blotter and an Ameri- Beauty rose. He is always ready to d to business.
ver be in a hurry; if is only the busy who can never afford to be in a hurry.
retion, Diplomacy and Tact are great in- ctual assets. Tact in the way we manage employees and our customers. Tact in g up the market and manufacturer. Tact dvertising. It is said America is now ucing the greatest diplomatists of the age. the business of America that is producing e diplomatists.
iterprise and progressiveness show in y piece of goods that you buy. They show he way you display your goods. Change displays and stocks frequently. Put on ew front daily. Re-arrange your goods. ou cannot always be getting in new mer- idise, as the great store can, you can at change the old goods about to make look new. Have plenty of signs about store and keep them fresh and bright, in appearance and wording.
ark prices in plain figures large enough ead. People want to know prices. They to look around before they purchase. e goods where they can be handled. A an likes to sell herself a thing.

XII.

ow all these virtues—these attributes of t living, physically and mentally—lead up haracter. And character is the backbone storekeeping.
e character that you build up in the com- ity is your greatest asset in business. The who sands his sugar or waters his milk gives an inferior substitute to his cus- er in place of an advertised article that is er—may know tnat he is doing wrong ally, but he doesn't realize the commercial e of doing right.
fair.
ave only one price.
uarantee everything you sell, if possible. ertain things cannot be guaranteed because perishability—then clearly say so. Take goods that prove unsatisfactory.
on't substitute.
on't permit wrong or misleading labels.
void exaggerations of the merit of an article ts value.
ter Cooper carried fairness so far that he up the selling of cigars because he ght them harmful to people.
he great Lincoln once walked three miles a customer's house after he closed his e to refund money that had been over- l in error.
stice, Honesty and Honor, of course, are species of fairness.
obert Morris once asked John Morton, the president of the Bank of North America, money to help Washington cross the Dela- e. Morton asked on what security. Morris ied: "My note with my honor." Morton, gh a Quaker, and conscientiously opposed using money for war purposes, replied: bert, thou shalt have it."
hn Jacob Astor once said to Thomas Jef- on: "All honorable business must be such ntitles it to government protection."
rderliness is simply a law of Nature and st have a place in business.
rderliness begets system.
ystematize, but don't tie yourself up with tape. Don't import a system wholesale. dy out one for yourself. A desk-cluttered n papers, a store cluttered with old goods, a brain cluttered with cobwebs—all belong he same man.
/hat good are memoranda that you forget about? What good are ideas that you have gotten? What good is merchandise tucked y under the counter or in corners of the k-room if the public does not know it here?
nstead of fretting or fuming when trade is and drumming the desk with your ckles and pulling out your hair—all of ich consumes your nerve forces—analyze situation and plan to overcome it. If, r due consideration, you find you cannot ter things, accept the situation and cut vn expenses.
Never be a discouraged man. "Take your mps on the bias," or, better still, cultivate sticity, and catch yourself on the rebound. et every knock be a boost," as Hubbard s.
Keep faith. Remember that everybody in vn knows you and feels that you are per- ally responsible for everything you sell. /e make money out of our friends, not our emies."
Have faith. Have faith in your own town. lp make it grow. [Applause.]
Build up yourself—but help your neighbors o.
Progressiveness and Mutuality.
Make money if you will, but help those who lp you to make money as well.
There are three parties to every business nsaction—the employer, the employee and e customer. The interests of all are mutual. The merchant is no more than an agent of e people.
Building up a trade means merely that his stomers have commissioned him to buy for em.
Keeping store for the good of the commu- y is keeping store for your own good as ll.
Already in England co-operative stores have ade great headway. There are great prob- ns to solve, but some day there will come store in which the employees and the cus- mers will have a direct interest in the busi- ness, along with the employer and merchant. There will be dividends for all.

It was Peter Cooper's boast that he never made money at other people's expense. He would not invest in anything that was not a profit to others connected with it.

In the lives of great merchants, if you study them well, may be found the precepts for business success.

George Williams, the eminent London merchant, gives this formulary:—

"Energy and enterprise, directed by prudence, caution and wisdom; determination to get on, combined with ability to look forward; the fixed principle of dealing conscientiously and in a straightforward way with all customers, and a kind and generous treatment of employees."

And Benjamin Franklin, in his autobiography, sums up his success as follows:—

"To temperance I ascribe my long-continued health, and what is still left to me of a good constitution; to industry and frugality, the early easiness of my circumstances and acquisition of my fortune, with all that knowledge that enabled me to be a useful citizen, and obtained for me some degree of reputation among the learned; to sincerity and justice, the confidence of my country, and the honorable employ it conferred upon me; and to the joint influence of the whole mass of the virtues, even in the imperfect state I was able to acquire them, all that evenness of temper and that cheerfulness in conversation which is still sought for and agreeable even to my younger acquaintenances."

Franklin had that evenness of temper, that serenity of mind, that equanimity which is the badge of the master.

Equanimity. Some one has said it is the greatest word in the English language. An even mind. An even temper. Calmness, firmness. All are wrapped up in equanimity.

"When selfishness has given way to generosity," says Clarke, "and perfect love has cast out fear—then all this shows itself in that equipoise of soul which we call good temper or equanimity."

Selfishness is the root of all sin. We are all brothers and we must live for each other. We are all part of the Divine and we must some day all reunite in the Divine.

Anger is actual heat, scientists now tell us. It burns up our energy. Two to one in all things against the angry man.

Hate is actual cold. It shrivels up the soul —it shrivels up YOU.

Equanimity—the control of one's self.

Co-operation—the working together for the good of all.

Mutuality—the reciprocity which involves self-sacrifce on both sides.

These form a trinity without which no business can long endure.

The way to get the most happiness in storekeeping is to serve all as well as you can. You will serve yourself better for serving others. Work for the good of all and you work for yourself. Work for yourself alone and you shrivel up and die.

Work is for the worker.

Success in business is not the financial reward; not the piling up of great fortunes; not the rearing of great buildings.

The test of all success is this: What sort of man are you making out of yourself?

The test of a business man is: Are you doing all you can to become the Master Merchant?

Let one thing more be emphasized: It is what we think and what we do that makes us what we are. Reflection, meditation, action.

Hang on the walls of your mind the chart of business and of right living. Meditate upon it.

Benjamin Franklin was accustomed to go every evening into a quiet corner and review his labors of the day. He would think of the things he failed to do, and of the things he did wrong.

James Allen, in his beautiful essay, "As a Man Thinketh," says: "A man is literally what he thinks, his character being the complete sum of all his thoughts. * * * * Let a man radically alter his thoughts and he will be astonished at the rapid transformation it will effect in the material conditions of his life. Men imagine that thought can be kept secret, but it cannot; it rapidly crystallizes into habit, and habit solidifies into circumstances. * * * Man is buffeted by circumstances so long as he believes himself to be the creature of outside conditions, but when he realizes that he is a creative power and that he may command the hidden soil and seeds of his being out of which circumstances grow, he then becomes the rightful master of himself."

Fix in your thoughts what you must do to become the Master Merchant, then bend all your energies in that direction.

"The Vision that you glorify in your mind, the Ideal that you enthrone in your heart—this you will build your life by, this you will become."

[Loud applause.]

President Kaiser: Mr. Appel, I believe it is needless for me to express for the delegates assembled here, representing various retail merchants throughout this State, their appreciation of your instructive and very learned address. Personally, I express my thanks and appreciation, and know that in that sentiment is enthusiastically expressed the thought entertained by each member present here this morning.

Mr. H. J. Rich (Pottsville): I move that a rising vote of thanks be tendered to Mr. Appel for his address.

Seconded, and all arose.

President Kaiser: I do not know how our Food Commissioner feels at having so many grocers in a court house. [Laughter.] I am positive, however, from my short acquaintance with our Commissioner, Mr. Foust, that his desire is not to meet the grocer in a court house, but to place him in the position where he will get a square deal, and help him build up that sentiment for fair dealing with the consumer, so ably expressed by the preceding speaker, Mr. Appel. I now introduce to you Mr. James Foust, Food Commissioner of the State of Pennsylvania.

"The Food Laws of Pennsylvania," by James Foust, Food Commissioner:—

Mr. President and Members of the Retail Merchants' Association of Pennsylvania: I have no doubt that many of you feel, to some extent, about how I hesitate to get up here this morning after what we have listened to. I did not know I was coming to York to make any kind of an address; I was merely invited to attend the meeting and mingle with the different members of this Association, but I assure you that it is with great pleasure that I am here and I shall not take up but a few minutes of your time. I will touch only on a few features of the new food laws. I want to congratulate this Association, more especially for the able manner in which your representative looked after all the legislation which we heard mentioned this morning. I mean Mr. Crow. He was there early and late, buttonholing in the Senate, then in the House, and while we were apart on some things, we were together in some others. I was opposed to the present law and your representative was for it. I believe that every retail merchant here who deals in groceries, if he were to take about a month or two and go off into the woods and try and study all the provisions of this new law, and attempt to carry out all of them, he would not be able to put into his business what we heard suggested by Mr. Appel. But we have the law and we must make the best of it. First, the Food Commissioner shall require notice to be served where goods are found to be adulterated. Then if a retail merchant has purchased goods under guarantee, he requires an invoice guarantee, which is necessary, because the goods must be identified, and very often the retail merchant will purchase the same brand of goods from two or three different wholesalers, or jobbers, or he may purchase direct from the manufacturer. Consequently, it is necessary to have this invoice to know where the food, if adulterated, comes from, and to know who to proceed against. If the invoice guarantee is from a manufacturer, jobber or wholesaler outside the State, then the facts are certified to the Secretary of Agriculture of the United States, and there it practically ends, as far as we are concerned, as well as the retail merchant, for the reason that we do not purchase our goods as the Department of Agriculture of the United States does. They must purchase three samples. They leave one with the merchant, send one to the chemist and one to the Secretary of Agriculture of the United States, but under the food law of Pennsylvania we purchase two samples. One is sealed and sent to the chemist, properly labeled, so that it can be identified, and the other is sealed and sent to the office properly labeled, which is kept under a lock and key. Should the man whom suit is brought against be dissatisfied with the analysis he can go into court on petition and ask the court to have the sample produced which is in the hands of the Food Commissioner, and send it to a chemist to be designated by the said court. In this way there is undoubtedly a square deal guaranteed not only the retailer, the wholesaler and jobber, but the manufacturer as well. But I desire to say that this law means trouble. It means trouble to the wholesaler and to the retailer. Where prosecution is desired, the retailer must appear as a witness, where the wholesaler or jobber sells the goods to the retailer, and lay around the court house waiting for the case to come up. All prosecutions, of course, are brought against the wholesaler, jobber or manufacturer issuing the guarantee. That was not the desire of the ones having in charge this new law. Their purpose was to have the case traced back to the one who actually manufactured the goods, but you can see how that would be unjust. The retailer would produce a guarantee that he purchased the goods from some wholesaler in Philadelphia; the agent would go to Philadelphia and he would produce a guarantee that he purchased the goods from some large jobber; he would go there and he would produce a guarantee that he purchased the goods from a syndicate of jobbers, and that would mean an endless chain, with practically no reults. So it was deemed best to hold the one responsible who sold the goods to the retailer, let it be a firm of wholesalers, jobbers or even manufacturers, if the goods are sold direct by the manufacturer. Then if any prosecution is instituted we must go, of course, to the man issuing the guarantee. The kind of a law that we need and ought to have in this State is one something like this: Where goods are found to be adulterated, notify the retail merchant, give him an account of the analysis, give him the name of the chemist and notify him to discontinue the sale. What would be the result? He would ship his goods to the man he purchased them from, and they would be shipped back to the firm who made them and the right party is reached and there is no prosecution. At the same time this would make the work much more pleasant, not only for the trade, but the Department as well. I do not believe there is a retail merchant in Philadelphia that wants to sell adulterated goods; I do not believe they do it knowingly. I will venture to say one-half of these goods are misrepresented under the new law. For instance, many jobbers have a foreign name on their line of goods, more especially spices and such things, unless the name of the manufacturer who prepared them appears on the label. They should be labeled "Manufactured by," whoever it is. I think also the branding feature should be a National regulation and not taken up by the States, because if goods are manufactured bearing a label in Pennsylvania, they are always sold in other States and goods manufactured in other States are shipped here and naturally come under a National law. So the question of label or branding should be entirely a National regulation in order to save trouble to the trade, as well as to the Department.

I desire to say that the first case we instituted under the new law was in Media, Delaware County, and there will be some few others in Philadelphia in the near future, and we will have to get some judicial construction of the many features pertaining to this new law.

We need some legislation in reference to soft drinks. We had such a law at the last Legislature, but it was defeated the last night of the Legislature. Soft drinks are sold by some manufacturers in this State simply with water as a basis, with various artificial coloring and saccharine sweetness. Consequently it is a complete concoction to go into the stomachs of little children, as well as grown people. We need drastic legislation to break up this evil. We also need a law to prevent watering and skimming of milk. We do not have a law in reference to that, except what is known as the new food law, imposing a penalty of $60 which, with costs, will run up to about $100, and consequently puts the dairyman out of business and brings distress upon his family. I think a penalty of $25, or some small penalty should be imposed that will not in any way cripple a man or affect his peace and the happiness of his home.

In reference to the law regulating the sale of oleomargarine, there are over a hundred licensed places in Allegheny County allowed to sell oleomargarine uncolored for butter, but they buy colored oleomargarine and sell it for butter. We have a great deal of trouble in detecting the different vendors of oleomargarine, for the reason that a stranger comes in and they get butter; an agent goes in connected with the Department and he gets pure butter, consequently we have now and then to take an agent, dress him up in mill clothes, with a towel around his neck and a dinner pail in his hand, and possibly an old pipe in his mouth, dirty face, and he gets colored oleomargarine, and, of course, prosecution follows. They are on the lookout and at times tip off one another. It is a difficult task to adopt methods whereby we can run down the various violations of the oleomargarine law. At another time we will have a lady go around and make purchases with a basket, and we find that quite successful. I say the retail merchant ought not be hounded and run down by the agents, and the Dairy and Food Department of the great State of Pennsylvania and of the United States owes to the business men in this country a square deal and fair treatment. [Applause.]

If the Government of the United States would send a commission to Germany and have them study this question and learn the method, and come over and hold up the hands of Dr. Wiley, this whole problem would be settled once for all.

A Delegate: Why go to Germany?

Mr. Foust: Because tey have an excellent system and do not allow any adulteration. They dump it all out, confiscate it, and do not allow any food manufactured or sold in the country that in any way contains any adulteration or preservatives of any kind.

If every retail merchant in Pennsylvania was as careful in the purchasing of their goods as the Retail Grocers' Association of Philadelphia is, the problem would be solved. [Applause.] If any house attempts to sell goods to its Association they lay down the rules adopted by the Dairy and Food Commission, under Section 3 of the law, when the president of the Retail Grocers' Association of Philadelphia and its secretary were present. It is astonishing, after the rules were adopted, what letters I received from the trade everywhere, ice cream people especially, regarding thickeners, stiffeners and gelatine. I never thought that chemicals, powders and all these things were used in the manufacture of ice cream until I promulgated this rule. Then inquiries came in from all parts of the State; in fact, it became so voluminous, that my usual answer was that the contents of their letters would be taken up and the matter considered. Of course, it has not been taken up yet.

There are a great many things about the new law that will give the retail merchant considerable trouble, and also the jobber and wholesaler and will give the Department more or less trouble, but that is what we are paid for, and we are perfectly willing to do it. If we have the hearty co-operation of the retailer it will help to solve the question. If they will take the time to write for a copy of the rules, and when any one comes in to sell goods say, "Will your goods comply with the rules and law," and simply demand an invoice guarantee, there will be no prosecutions against any one, and that will make the work easy, and make the work, as far as the Department is concerned, largely experimental. We print a bulletin each month which is sent out free, about 5,000 copies go out monthly, and it gives the analysis of everything analyzed and the name of the firm manufacturing or preparing it, and a complete history of the work done each month. In that way the trade can be fully informed as to what is pure and what is impure.

I would like to say that at the next Legislature I confess it is my intention and desire, if possible, to obtain the assistance and co-operation of the Retail Merchants' Association of Pennsylvania, as well as the jobbers and wholesalers, to try and prepare a law that will adjust the trouble without any prosecutions against the representative business men. [Applause.] I do not think prosecutions should be brought against the merchant. I do not think he should be made a criminal, because we all know he is not; neither do I think prosecutions should be brought against the wholesaler. All that we need is a simple law that any merchant can sit down and read in twenty minutes and easily understand it,

and one which the courts will have no trouble in interpretating. It can be done by, when goods are found to be adulterated, sending notice to the retailer, notifying him to discontinue the sale, and let him then return the goods to the person he purchased them from, who in turn can return them to the one that sold them to him, or, possibly, the manufacturer. That will end prosecution, and if a retail merchant will insist on selling the goods after being notified, then of course prosecution will be instituted against him. That will solve the question and save prosecutions being brought against the jobber and wholesaler, and save the retailer attending court to identify the goods, and trace the goods to the parties who issued the guarantee. That is the problem that many people have worked years to solve. It is hard to tell just what is right. During the four years that Dr. Warren acted as Food Commissioner, the State of Pennsylvania collected in fines from the retailer something like $300,000 or $370,000. In many cases the retail merchant was reimbursed by the one who sold or manufactured the goods. But how about his business reputation? Was that returned to him? This is the important feature of the business. The merchant should have proper protection along this line. I think the new law should eliminate entirely the labeling of goods, because goods are shipped into the State not manufactured and that should be a National regulation.

I want to say in conclusion to the Retail Merchants' Association to-day, that if any one of you should be connected directly or indirectly with the Dairy and Food Department while I am Commisioner with anything like graft or holding-up kindly notify me by wire, at my expense, and I will come to your city and consult with a lawyer, to be chosen by you, and we will prosecute the party that attempts any blackmail or holding-up. [Loud applause.] I want to say that I promise here to-day that whatever is done in this office during my term will be done honestly and fairly, and I will promise you a fair and square deal. [Loud applause.]

Mr. Kessler (Erie): A good many business men are interested in knowing how the new bill affects goods that we had on hand before the law became operative? Can we sell them?

Mr. Foust: The Legislature passed this law; they are responsible for it and not me, so that when it received the approval of the Governor on the first day of June it became a law. I might just say this. I believe a housewife cleans house twice a year. The retail merchant should clean house a few times a year, and consequently the safe way is to get rid of old stock and start in with new.

Mr. E. O'Brien (New Castle): Suppose a number of gentlemen went together and purchased a car of goods and distributed them among fifteen or twenty merchants and there was but one invoice bearing the guarantee, what would be the consequences if the goods were found adulterated, and found on a party who did not have an invoice?

Mr. Foust: If there is no sale and merely a going together of a number of retail merchants and purchasing a carload of goods, and the carload is all on one invoice, the one issuing the guarantee would be held responsible under the law. The invoice would cover the goods of all the rest in addition to the one holding it.

Mr. William Smedley (Philadelphia): I want to move on behalf of this convention a vote of thanks to Mr. Foust, not only for his address this morning, but for his disposition to give the retail merchants in this State what they have not always had, but what they are going to get in the future, A SQUARE DEAL. It was my pleasure to become acquainted with Mr. Foust shortly after his appointment as Dairy and Food Commissioner. We always believed in going to the front, and we found Mr. Foust not only willing, but more than willing to take us into his confidence, and I think I voice the sentiment of all the merchants who have come in contact with the newly organized Department in saying that I think we can feel the Department is not hunting for prosecutions, but is organized for the correction of trade abuses and for the elimination of food adulteration. We know that Mr. Foust is our friend, and I want to see a rising vote of thanks, giving to him our confidence and asking him to give us his.

Mr. Crow (Harrisburg): I would like to second that motion and corroborate every statement that Mr. Smedley made. In addition to that I would like to corroborate the statement that Mr. Foust made in connection with our co-operation during the Legislature last winter. I want to say this: Mr. Foust stated in some instances we were agreed and in some instances we did not agree. Mr. Foust was opposed to the pure food law as framed, but promised me and our merchants that he would not do anything against the law. I want to say Mr. Foust kept his word to the very letter. He was honorable in every respect, and I guarantee that what he promied you to-day, knowing him as I do, he will keep to the letter. [Applause.]

The motion was here carried by a unanimous rising vote.

President Kaiser: We will now have the report of the Financial Secretary.

REPORT OF E. J. MORRIS FINANCIAL SECRETARY OF THE RETAIL MERCHANTS' ASSOCIATION OF PENNSYLVANIA FOR THE YEAR ENDING AUGUST , 1907.

1906.	Dr.	
Aug. 23	Honesdale Association, per capita tax	$6 13
Aug. 28	Allentown Association, per capita tax	7 37
Sept. 3	Bradford Association, postage	20
Oct. 3	Central Passenger Association, refunds	23 00
Aug. 28	Turtle Creek Association per capita tax	7 75
	Erie Exchange, delinquent reports	1 00
	Warren Association, postage.	14
	Scottdale Association, per capita tax	3 88
	St. Mary's Association, application	5 00
	St. Mary's Association, delinquent reports	1 00
	New Castle Association exemption waivers	1 00
	Bradford Association, postage	14
	J. Miller exemption waivers.	06
	Emporium Association, per capita tax	8 00
	Emporium Association exemption waivers	25
	Chambersburg Association, per capita tax	10 13
	Bradford Association, postage	02
	Butler Association, application	5 00
	Butler Association, per capita tax	10 88
	"Grocery World," convention proceedings	17 50
	"Grocers' Review," convention proceedings	17 50
	Erie Exchange, exemption waivers	40
	Bradford Merchants' Association, delinquent reports..	04
Sept. 8	E. E. Pittsburg Association, per capita tax	5 50
Sept. 12	Bradford Association, delinquent reports	22
	Union City Association, exemption waivers	25
	Erie Exchange, exemption waivers	25
	Erie Exchange, exemption waivers	26
Nov. 22	Harrisburg Merchants' Association, per capita tax	12 50
Dec. 14	Oil City Association, per capita tax	19 50
	Cannonsburg Association, per capita tax	5 00
1907.		
Jan. 2	Mt. Carmel Association, per capita tax	6 25
	Jeanette Merchants' Association per capita tax	73
Jan. 5	Various associations, postage.	10
	Ligonier Association, per capita tax	5 00
	Coraopolis Association, application	5 00
	Punxsutawney Association,- application	5 00
	Scottdale Association, per capita tax	3 87
	Irwin Asociation, per capita tax	3 00
Dec. 16	Lancaster Grocers' Association, application	5 00
	Shamokin Association, exemption waivers	2 00
	Connellsville Association, per capita tax	11 38
	Jeanette Business Men's Association, application	5 00
	Various associations, delinquent reports, etc.	1 48
	Slatington Association, per capita tax	3 25
	St. Mary's Association, per capita tax	75
	Leechburg Association, per capita tax	6 00
	Homestead Association, per capita tax	6 25
	Waynesboro Association, application	5 00
Feb. 4	Pittsburg Association, per capita tax	11 88
	Bucks County Association, per capita tax	9 00
	Altoona Merchants' Association, per capita tax	25 00
	Dubois Association, per capita tax	10 63
	Pittston Association, per capita tax	9 00
	Nanticoke Association, per capita tax	2 00
Feb. 14	Reading Association, per capita tax	17 50
	Bradford Business Men's Association, per capita tax....	19 38
	St. Mary's Association, per capita tax	3 50
	Harrisburg Grocers, per capita tax	4 38
	Union City Association, per capita tax	6 00
Feb. 4	Latrobe Association, per capita tax	10 00
	Steelton Association, per capita tax	5 38
	Lancaster Grocers' Association, per capita tax	9 43
	Monongahela Association, per capita tax	9 00
	Postage rebates	24
	Skinner's Eddy Association, application	5 00
	New Kensington Association, application	5 00
	Huntingdon Association, application	5 00
	Mt. Carmel Association, per capita tax	5 00
Feb. 20	Warren Association, per capita tax	15 88
	South Sharon Association, per capita tax	3 75
	Hazleton Association, per capita tax	6 50
	Lebanon Association, per capita tax	16 50
	New Brighton Association, per capita tax	3 25
	Greensburg Association, per capita tax	13 75
Feb. 28	Sunbury Association, per capita tax	6 88
	Waterford Association, per capita tax	3 50
	Slatington Association, per capita tax	4 38
	Frankford Association, per capita tax	13 50
	New Castle Grocers, per capita tax	8 75
	Kane Association, per capita tax	2 13
	Erie Exchange, per capita tax	49 13
	Chester Association, per capita tax	7 25
	Northeast Association, per capita tax	7 75
	Allegheny Merchants' Association, application	5 00
	Bradford Merchants' Association, rebates	08
Feb. 8	Johnsonburg Association, per capita tax	3 50
	Carbondale Association, per capita tax	9 38
	Lehighton Association, per capita tax	5 62
	Jeanette Association, per capita tax	2 75
	Sharon Association, per capita tax	7 50
	Monessen Association, per capita tax	8 88
	Scranton Association, per capita tax	14 63
Mch. 16	Altoona Business Men's Association, per capita tax ..	5 50
	Homestead Association, per capita tax	7 50
	Lewistown Association, per capita tax	5 88
	Jeanette Business Men's Association, per capita tax ...	4 25
	Philadelphia Association, per capita tax	84 38
	Pitcairn Association, per capita tax	15 75
Mch. 23	Erie Grocers' Association, per capita tax	7 50
	Tamaqua Association, per capita tax	5 00
	Lykens Association, per capita tax	4 50
Mch. 27	Williamstown Association, per capita tax	5 50
	Rebates, waivers, etc.	1 35
	W. Wagner, donation	1 00
	Williamsburg Association, per capita tax	3 00
	Honesdale Association, per capita tax	7 88
	Steelton Association, per capita tax	4 88
	Verona and Oakmont Association, application	5 00
	Connellsville Association, per capita tax	11 50
Mch. 13	Freedom Association, per capita tax	2 88
	Oil City Association, per capita tax	17 25
	Athens Association, per capita tax	6 50
	Tyrone Association, per capita tax	7 50
Mch. 27	Bradford Grocers' Association, per capita tax	4 75
May 3	Mauch Chunk Association, per capita tax	6 75
	W. W. Hawthorne, annual dues	2 00
	E. D. Culver, anual dues....	2 00
	G. F. Burwell, annual dues.	2 00
	Bantsch & Canchee, annual dues	2 00
	C. H. Smith Co., annual dues	2 00
	Ambridge Association, application	5 00
	Bradford Merchants' Association, postage rebates.....	10
May 13	Coraopolis Association, per capita tax	3 25
June 8	Allentown Association, per capita tax	6 13
	Harrisburg Merchants' Association, per capita tax....	11 28
	Brownsville Association, application	5 00
	Uniontown Association, per capita tax	7 00
	Rebates, waivers	7 13
June 12	Shamokin Association, per capita tax	15 00
June 29	Tower City Association, per capita tax	8 50
July 5	Jermyn and Mayfield Asociation, application	5 00
	Hawthorne annual dues	2 00
	C. H. Smith Co., annual dues	2 00
	Carnegie Association, application	5 00
	Huntingdon Association, per capita tax	8 00
	Cannonsburg Association, per capita tax	3 53
	Franklin Association, per capita tax	20 00
	Skinner's Eddy Association, per capita tax	4 00
	Pottsville Association, per capita tax	9 13
	Bradford Merchants' Association, delinquent reports	2 00
	E. A. Corbin, annual dues ..	2 00
	New Castle Butchers, per capita tax	6 00
	DuBois Association, per capita tax	11 25
	Brownsville Association, per capita tax	60
July 21	Jeanette Business Men's Association, per capita tax....	4 13
	Jeanette Merchants' Association, per capita tax.....	4 00
	Lebanon Association, per capita tax	
	Chester Association, per capita tax	
	Pittston Association, per capita tax	
	Erie Grocers' Association, per capita tax	
July 31	Brownsville Association, per capita tax	
	Harrisburg Grocers' Association, per capita tax	
	Connellsville Association, per capita tax	
	Bradford Business Men's Association, per capita tax....	
	Oil City Association, per capita tax	
	Frankford Association, per capita tax	
	Shamokin Association, per capita tax	
	Sunbury Association, per capita tax	
	New Castle Association, per capita tax	
	Erie Exchange, per capita tax	
	Ligonier Association, per capita tax	
	Lansford Association, per capita tax	
	Hanover Association, per capita tax	
	Rebates, exemption	
	South Bethlehem Association, per capita tax	
	Waynesboro Association, per capita tax	
	Cannonsburg Association, per capita tax	
	Rochester Association, application	
Aug. 9	Monessen Association, per capita tax	
	Lewistown Association, per capita tax	
	Philadelphia Association, per capita tax	
	Union City Association, per capita tax	
	Mauch Chunk Association, per capita tax	
	Skinner's Eddy Association, per capita tax	
Aug. 12	Uniontown Association, per capita tax	
	Pittsburg Association, per capita tax	
	Greensburg Association, per capita tax	
Aug 14	Tamaqua Association, per capita tax	
	Warren Association, per capita tax	
	Pottsville Association, per capita tax	
Aug. 17	Homestead Association, per capita tax	
	Harrisburg Merchants' Association, per capita tax	
	Jermyn and Mayfield Association, tax	
Aug. 19	Carbondale Association, tax..	
	Carnegie Association, tax....	
Aug. 20	Columbia Association, tax....	
	Washington Association, tax.	
	Scranton Association, tax....	
	North Braddock Association, tax	
	Williamsport Association, tax	
	South Bethlehem Association, tax	
	Sharon Association, tax.....	
	Lehighton Association, tax..	
Aug. 21	Bantsch & Colbron, dues.....	
	Veroria and Oakmont Association, tax	
	Waynesboro Association, tax.	
	Butler Grove Asociation, tax	
	Butler Grove Business Men's Association, tax	
	E. E. Pittsburg Association, tax	
	York Association, tax	
	Total receipts	$1,6

1906.	Cr.	
Sept. 1	Check, Nelson	$
Sept. 22	Check, Nelson	
Oct. 4	Check, Nelson	
Oct. 12	Check, Nelson	
Oct. 13	Check, Nelson	
Oct. 17	Check, Nelson	
Oct. 24	Check, Nelson	
Dec. 14	Check, Nelson	
1907.		
Jan. 15	Check, Nelson	
Jan. 19	Check, Nelson	
	Check, Nelson	
Feb. 8	Check, Nelson	
Feb. 16	Check, Nelson	
Feb. 23	Check, Nelson	
Feb. 23	Check, Nelson	
Mch. 29	Check, Nelson	
Mch. 2	Check, Nelson	
Mch. 9	Check, Nelson	
Mch. 16	Check, Nelson	
Mch. 25	Check, Nelson	
Mch. 29	Check, Nelson	
April 6	Check, Nelson	
April 13	Check, Nelson	
April 27	Check, Nelson	
	Check, Nelson	
May 9	Check, Nelson	
	Check, Nelson	
May 18	Check, Nelson	
June 8	Check, Nelson	
June 22	Check, Nelson	
June 29	Check, Nelson	
July 6	Check, Nelson	
July 21	Check, Nelson	
Aug. 3	Check, Nelson	
	Check, Nelson	
Aug. 10	Check, Nelson	

ʃ. 13—Check, Nelson 32 25
ʃ. 21—Check, Nelson 49 94

Total to Nelson $1,672 88

n motion of Mr. Howes the report of the ancial Secretary was received and referred he Auditing Committee.

resident Kaiser: We will now have the re- of the Treasurer.

TREASURER'S REPORT.

York, August 21, 1907.

ance last audit $933 88
eived from E. J. Morris 1,672 88

$2,606 76

bursed by vouchers 2,384 92

Balance $221 84

W. H. NELSON,
Treasurer.

n motion of Mr. Molloy the report was ived and referred to the Auditing Com- ee.

QUESTION BOX.

be question box was again opened at point, Secretary Howes reading the ques- s as follows:—

"Would it not be better for the mer- chant, the wage-earner and the public in general if we had Monday pay?"

"Don't you think our State Association should send a request to Governor Stuart to punish the Capitol grafters to the full extent of the law?"

resident Kaiser: I feel satisfied that the ernor is perfectly able to cope with that stion without any further suggestions.

pon motion this question was laid upon the e.

"Is it necessary for soap clubs to pay $10 license? If so, how can we get after them?"

resident Kaiser: In the opinion of the ir it is not a legal requirement. We eve in going after them in a proper man- You might compel them to pay a mer- ile tax. In many counties they might be nable to the peddling tax. It is a local stion and that one will have to be settled your own local Association.

"Should our State have a law to pre- vent the giving of secret rebates by cor- porations, etc., giving the State the same power that the Sherman law gives the United States?"

r. Fisher (Philadelphia): In the city of ladelphia we have quite a number of what call chain stores, controlled by one or or three men. One man has 160 odd es. Some time ago the Standard Oil Co. serving these stores, and some inde- dent refineries were serving the stores oil. A committee from the chain stores ed on these independent refineries, stating tbey were entitled to a commission, which know means a rebate, because they were dlers of a great quantity of oil. The inde- dent men said they could not conscien- sly do that. They told me after that ting they were told they need not supply stores with oil. That also holds good in rence to the National Biscuit Co. These n stores sell goods at a price below what one-line stores can buy them at. I think question is an important one and at the t session of the Legislature there ought e some work done in reference to it. We not fear honest competition, but compe- n which we call dishonest no one can com- with.

"Must food products be dated by the retailer to agree with the invoice, or would a number, corresponding on goods and invoice, satisfy the requirements of the Food Department?"

r. Foust: Each invoice should bear the e, and all invoices are dated to identify particular time the offense was committed, :h was tne time the goods were marked. y should be kept separate from any other ds of the same brand so that the mer- nt can know which invoice they belong to.

"Why should the retail merchant pay a tax on his sales and the railroads be ex- empt from a tax on their sales?"

n motion of Mr. Smedley this question referred to the attorney of the Asso- ion.

"How can we prevent wholesalers from selling to consumers?" [Laughter.]

resident Kaiser: I do not know which ld be the best method to proceed against l action, but an effective one has been to perate in your purchases and go in and pete; usually any move in that direction cause the jobbers to abandon the con- ers' field.

r. Howe (Freedom): I move that where ember of a local association learns that obber is selling a consumer, that such ce be forwarded to the Secretary, to be n up by the officers of the Association. conded and carried.

"Have any Associations received a re- bate from the railroad companies in con- nection with tickets for outings?"

r. Wagner states that they have always ived such rebate.

r. Rittenhouse states that the D. & H. C. R. R. of N. J. have been giving such ites right along all summer.

r. Monroe stated their plan was to buy the ets outright and sell them.

r. Andrews said that the Interstate Com- ce Commission would not allow a rebate. tickets could be secured from the railroad panies at a certain price and sold at a ler price.

r. Detzel stated that in Erie they were ad- d by the railroad company upon applying a reduced rate for a picnic to New Castle, as controlled by the Interstate Commerce mission, which required at least thirty forty days' notice.

Mr. O'Brien (New Castle) stated in connection with their excursion to Erie, the committee in charge purchased 200 tickets from the railroad and sold them at a small profit; that the railroad company had nothing to do with selling the tickets.

"Is the use of preservative in catsup, etc., contrary to the food law now in force?"

Mr. Foust stated this was an open question with the Department which was waiting for a ruling on the matter.

"In what way, and how, can we best meet the competition of canvassers and solicitors who make a house-to-house can- vass, coming to our city from Buffalo and Erie? Our present laws do not seem to cover same. Carroll, of Union City."

Secretary Howes: Each borough or city seems to take the right to pass very stringent license laws requiring them to pay quite a heavy tax.

President Kaiser: I would suggest they adopt the York policy—"Keep your eye on York." Have your home firmly imbued in the citizens and solicitors from outside will soon find their visits very barren of results.

"To what extent are there any law pre- venting peddlers, fakirs, etc., entering any borough or city of this State to peddle and sell on the streets from house to house by wagon or otherwise?" Cadonsburg."

Secretary Howes: The gentleman had better get a copy of the "Peddlers' Digest."

"Should it be wise to advise our Asso- ciations to send as delegates, when pos- sible, their president and secretary?"

"Should resolutions of thanks be given our friends in the State Senate and House of Representatives for the splendid aid rendered us in legislative measures at last session?"

Secretary Howes: I believe we have already expresed our thanks in a letter to the gentle- men who voted for our measures.

"Do wholesale houses sell to your cus- tomers?"

Mr. Clover (Scranton) stated that at Scran- ton wholesalers sold to some extent to con- sumers, especially restaurants, boarding houses, etc. Decided efforts to stop it had not been successful.

Mr. Calderwood (East End, Pittsburg) stated that was the case in his locality.

Mr. Stevenson (Greensburg) stated that by taking a decided stand together the retail gro- cers of Greensburg gave the wholesalers to understand they would have the retail trade to deal with entirely and consequently Greens- burg has not been annoyed in that direction since.

Mr. Fisher (Philadelphia) cited the advan- tages of co-operative buying in this connec- tion. "In Philadelphia," he said, "it places our members in a position where they can sell to the boarding house and hotel on a basis below the wholesaler."

Mr. Kane (Allegheny) stated that he knew it to be a fact, after eighteen years' experience in selling canned goods for a large concern in the West, that they will sell an order to a consumer in large lots.

Mr. Stuart (Carbondale) stated they had a great deal of trouble in this direction in con- nection with flour and feed.

Mr. Detzel (Erie) stated they had some trouble in Erie, but it would only be a short time when the jobbers would not have any- body to sell to but the retailers.

"Does the association which never sends delegates to the State convention accomplish much at home?"

[Cries of "No."]

"Is not the grocery interest sufficiently large to warrant devoting at future ses- sions of the convention one session solely for discussion of grocery topics?"

Secretary Howes: I think there should be.

Mr. Willert (Erie): We are dabbling in these questions every few minutes, and I deem it wise to have one session purposely for them.

"Does the Huntingdon Association per- mit soliciting by telephone?"

Mr. Brumbaugh (Huntingdon): I think they do.

"Why not attempt to have the oleo- margarine tax law repealed, so as to get creamery butter cheaper and allow the poor man's butter to be sold cheaper?"

Mr. Kane: I think it would be wise to have a committee of three appointed to draft reso- lutions to present to the next session of the Legislature.

President Kaiser: It is rather early to start this matter. There is a diversity of opinion on the oleomargarine question. I do not think in the Eastern part of the State you would get much strong support on that line. I think a question of this kind, affecting so many interests, should be thoroughly studied and intelligently discussed and acted upon when we come to the next convention.

"If not, why not, go to New Castle in 1908?"

"Can any local Association report that credit conditions have improved during the past year?"

Various delegates reported conditions had improved in their localities.

"Is it constitutional to buy tickets for church suppers?" [Laughter.]

Secretary Howes: At Erie we have no ob- jections to the members buying tickets for suppers, but we prefer to have them buy them at the entrance. We try to discourage solicit- ing.

"Has the Council of a borough the right to legally enact an ordinance to license peddlers, fakirs, etc., and be legal?"

"What dues ought a merchants' associa- tion to provide?"

Mr. Kreindson (Bradford): We pay the high- est dues in Pennsylvania—$30 per year.

Mr. Templeton (Butler): Some members in Butler pay $48 a year.

Secretary Howes: I think one of the princi- pal reasons why many of our Associations are not represented is because they do not have adequate dues. I had a report sent to me by one secretary who said the annual dues of his Association were 25 cents per year. I believe the dues ought to be heavy enough to employ a secretary to do the work, provide all dele- gates they are entitled to at the State con- vention and support legislation and other work. As to what the dues are depends on the number of members they have.

"Why is a paid secretary advisable?"

Mr. Templeton (Butler): We concluded to pay a secretary $900 a year and give him col- lections. We have a Board of Governors of six, meeting twice a week, and the Associa- tion is going along and being very successful.

Mr. Brown (Altoona): We tried the experi- ment of having a secretary who was employed by a paper, giving his spare time to our work, paying him $25 a month. Since the last con- vention I have had the honor to do the work, giving it my entire time, and I have increased the membership 75 since our last report.

"Under what legal rights should outside foreign concerns (of other States) have in placing a large number of agents in our State to solicit orders for groceries and so forth, and be free and exempt from taxes and licenses; is it fair play and just? Should not there be a level plan, the same uniform license and tax in every State? Why should the Interstate Commerce pro- tect one State and not another on an equal and level plan. Is it fair? Under what procedure could we induce the Interstate Commerce Commission to equalize the li- cense and tax on outside concerns, as well as the home merchants of this State?

"What are the advantages of incorpo- ration?"

"Should an Association incorporate?"

Secretary Howes: Without incorporation, under the law an Association is a partner- ship, and each member is individually liable for its bills or for its acts. Incorporation relieves the individual merchant of that re- sponsibility, and it is advisable to be incor- porated.

The convention at this point adjourned until 2 o'clock P. M.

FOURTH SESSION.

Wednesday afternoon, August 21, 1907, the convention reassembled at 2.20 P. M., President Kaiser in the chair.

President Kaiser: One of the pleasures that I have is to now introduce to you one of the most popular attorneys of York, John A. Hoober, Esq., who will deliver an address, the topic of which is "The State Association and the Federal Bankrupt Act."

Mr. Hoober at this point addressed the convention on problems which have vexed merchants of many States, at the conclu- sion of which President Kaiser, on behalf of the convention, thanked Mr. Hoober for his kindness in addressing the convention.

President Kaiser: We seem to be very fortunate during this convention in having gathered with us men who are experts in their line, coming so closely in conformity with the direction in which we are work- ing. It is with great pleasure that I in- troduce to you at this time Mr. J. Frank Dechant, of the Sheldon's School for Scien- tific Salesmanship.

President Kaiser: I now have another honor, in presenting to you Mr. E. S. Thomas, of the National Cash Register Co., Dayton, who will address us on the subject of "The Proper Care of Labor," also on "Window Dressing."

Mr. Thomas here gave a most interesting talk on the history of the development of the National Cash Register Co., illustrating his remarks by the use of the stereopticon and motion pictures.

President Kaiser: We will now have something pertaining a little more to our own organization. Mr. C. A. Stuart, of Carbondale, will address us upon "The Secretary's Office as a Clearing House."

MR. STUART'S ADDRESS.

Mr. President and gentlemen of the con- vention. This gathering of business men and its importance is enough in itself to lend inspiration to a speaker, especially if he is more than unusually interested in his subject. I can conceive of no gathering of men of more importance than the re- tail merchant, that class of men who supply to the people of the commonwealth the necessities and luxuries of life, and the ob- stacles which they encounter in plying their trade.

I represent a city of about 150 first-class merchants, who supply the needs of about 20,000 persons. There are probably 4,000 to 4,500 heads of families. Of this num- ber there are many whose wages are small and inadequate to meet the needs of their families. There are many who are not hon- est, and who figure to purchase a certain amount of goods, never expecting to pay for them, which means to them an increase in wages. This is one of the evils the re- tailer must face and from which he should be protected. The necessity for organiza- tion is obvious. I can stand on the corner of where our two busiest streets cross, and in the one block in each direction I can count over forty members of the Carbondale Association. The office of the association is in a building on one of these corners. There is a fair percentage of these forty members within one block of the office who use the office, but there are too many who do not. The association does not tell any man how to run his business, but its function is to aid him by advice when asked for, and by advice volunteered when in the judgment of the secretary it becomes necessary. One day as I was walking along the street the thought came to me, if the members used the association as they should, what a great saving, and what a large amount of the worries of business would be averted. Here is one man who is making it his business to look after the best interests of his mem- bers, some of whom demand much.

Now, I must come to the clearing house of my subject. First, let me say that the secretary's office is a merchants' clearing house, and in many ways is similar to those conducted by banking organizations. But one of the great differences is that a bank- ing clearing house is always in a large city. The smallest hamlet may have a clearing house of its merchants.

The chief feature of a clearing house is collections. This is an age of collecting. People have the collection craze, from cigar bands to bric-a-brac, but the most valuable one to the merchant is a collection of the names of the beats. This is a problem for the secretary. In the association which I represent the secretary has printed sheets of paper, headed "C. B. M. A. Collection Department. Rating List." These are dis- tributed at intervals, the merchant making his rating and small books printed. This plan has proved very satisfactory. Mr. Merchant, do not be backward in telling your brother merchant of these dishonest persons whom you have been supporting. It is not right that you should support other men's wives and families. Do to your brother merchant as you would that he should do unto you. The clearing house is something more than a collection agency. The gradual development of a given or- ganization should always go beyond the original idea of its promoters. This was true in regard to the Clearing House in New York. In its conception its purpose was only to reach an adjustment and pay daily balances due to and from each other at one time, in one place, each day, but it soon began to expand, and to-day it has become a medium for united action among the banks in ways that did not exist even in the imagination of those who were in- strumental in its conception. In the asso- ciation the merchants should be so united that in times of strikes and such troubles, and settle questions peculiar to themselves on very short notice, and with the least amount of effort. The clearing house idea of rendering financial assistance to its members in times of panic is a future pos- sibility of this association.

There is one thing I frequently hear. If the merchants will hang together we can do something. They ought to hang together if they do not. I have no patience with the merchant who agrees to do a certain thing and when the time comes backs out.

Two or three years ago I was working in York and I met Mr. Geesey. I then learned a little bit about association work, and the first opportunity that came along I got into the work, which I enjoy very much.

President Kaiser: Mr. Stuart is to be congratulated for his masterly effort the first time to address our convention.

We have the good fortune to have our convention brightened by the presence of the secretary of the National Association of Retail Grocers, and I will take the liberty to encroach upon your time and introduce to you Mr. John A. Green. Anything more I would say would spoil the introduction.

ADDRESS OF JOHN A. GREENE.

Mr. Chairman and Gentlemen of the Con- vention:

It is with much satisfaction that we look on the accomplishments of the past year. The efforts put forth by some of the Missouri leg- islators to repeal their Garnishment law met with defeat through the influence of the mer- chants of the State of Missouri. The same influences were at work in the Ohio Legisla- ture, and met with the same fate in Iowa, California and Nebraska.

The passing of the Wife's Liability bill by the New York Legislature, only to be vetoed by Governor Hughes, was another accomplish- ment that the Merchants' Association might well be proud of, and last of all, your own efforts in behalf of a Garnishment bill was a great achievement.

You have indeed cause to be congratulated when I tell you that for twelve years the Ohio people worked to get their Garnishment law on the statutes of Ohio, and it takes all of our combined efforts to keep that law intact.

You have reason to be proud of your offi- cers—Crow, Howes, Smedley, and many others, and last, but not least, the little man with the largest heart in the United States, who wields the gavel, Mr. Kaiser. (Applause.)

We should not relax in our efforts to confine distribution of goods of all kinds to the retail trade, and not have it diverted into other channels to be made leaders of.

The evils of illegitimate competition make serious inroads on the retail trade that nothing less than the co-operative spirit, a strong, steady pull all along the line of protection of the legitimate rights of retail merchants will ever eliminate.

Catalogue usurpation, with a persistent te- nacity to adopt the passage of the Parcels Post bill, the semi-jobbers and avaricious manufac- turers who persist in selling the consumer as well as the retailer, the unloyal debtor and the lack of legislation for compelling him to pay for his purchases, all combine to unsettle the conditions for doing a legitimate retail business on a basis of accumulative profits and success of the merchant.

It is possible for us, by working up broader principles and along generous and helpful lines, to break down prejudice and build up friend- ship without abating one whit our efforts to secure business and make profit.

For years the retailer has had practically nothing to say in regard to how he should conduct his affairs, the consumer dictating entirely his methods, never considering the cost.

Things are gradually being changed. The merchant, through his organization, has begun to realize that he and not the consumer should manage his affairs. New methods are being installed, certain hours for delivery, certain days for collecting, and numerous other improvements have been brought about, all through the co-operation and exchanging of ideas of the merchants of the different sections of the Association.

It is but a short time since it was almost considered a crime to ask a man to pay his account, and more so to inquire into his credit.

The benefits of extending credit are limited. The retail merchant, wishing to help along his honest customer, is often led into extending an unlimited amount of credit.

In the rush to increase sales, how easily we forget the practical lessons that are daily brought to our notice.

Every retailer who has had an extended experience has been told by hard-up debtors that it would have been better for them, both in reputation and pocketbook, if the merchant had not been so lenient and had insisted upon prompt payment of the obligation when due, and as a last resort the debtor, after taking advantage of the credit extended, makes a break for the District Court and files an application to be released of all indebtedness through bankruptcy.

We have been making a determined effort to amend this law, and if we can amend this law to the effect that we, as retailers, shall not be subject to any one taking advantage of it, then so let it be, for it is not our purpose to interfere with affairs other than our own, but we have repeatedly said that unless this bill be amended that we shall have a bill introduced which will repeal the law in its entirety.

Such a bill was introduced at the last session of Congress by one of the Texas representatives, and will be brought up for consideration at the next session.

We seek to have the bill amended to the extent that no one can take advantage of it unless they owe more than $500. This will protect the retailer.

Much has been said in regard to the Parcels Post bill.

In a letter recently received from Chas. William Burrows, vice-president of the National Board of Trade, is the following interesting matter bearing on Parcels Post:

"But first I call your attention to another industry that has waned. Twenty-five years ago there were, it is estimated, 3,000 live booksellers in the country carrying good stocks of books representing the various classes of literature, history, science, biography, travel, poetry and fiction. To-day there are estimated to be only 1,000 of the same class, and they are steadily withdrawn from business, though in the meantime the population of the country has increased by 50 per cent.

"By the passage of the Parcels Post bill now before Congress the mail order houses and many manufacturers of advertised small wares would unquestionably benefit materially, and on this account it is that we run across so many specious articles explaining the benefits of following the German and English parcels post service.

"As the development would inevitably give a serious blow to many of the small merchants in all lines, a blow so crushing as would certainly force many of them out of business, merchants' associations in different sections have energetically protested against these schemes, and will continue to bring upon our national lawmakers pressure to defeat legislation whose enactment would permit a few mail order houses in the large cities to control the retail business of the entire country.

"The expense of distributing merchandise sold by these people being paid in a large part by indirect public taxation."

A large company in the Middle West is now issuing a little monthly magazine, and places it in every shipment of their goods that goes to the consumer, in which it says:

"If we had a parcels post law this package (with which the magazine is enclosed) would have cost you much less than by express." At the close of one of the articles in the magazine are the following words: "Then let us see to it that a Congress is elected that is pledged first to give this country a general parcels post, the best and cheapest and most extended in the world; second, to establish a parcels post that should do all the general transport business on rates something like the following: Parcels up to one pound, one cent; one pound to eleven pounds (a peck), five cents; eleven pounds to thirty pounds (half bushel), ten cents; thirty pounds to sixty pounds (bushel), fifteen cents; sixty pounds to one hundred pounds (half barrel), twenty cents; one hundred pounds to two hundred pounds (barrel), twenty-five cents."

This is something like the Henry bill, which calls for packages in weight up to two hundred pounds, dimension to the size of a barrel, and not to exceed six feet in length.

There seems to be but one object in view, and that is the defeat of the express companies, forgetting that the entire retail interests of the United States are placed in the greatest jeopardy, forgetting or do not realize that the enormous amount of money drained from the community in which the members of the Grange live is so much of the life and wealth of that community put into the large trade centres and the coffers of the mail order houses.

It has always been a mystery to me why this great body of intelligent men and women should not see the iniquity of this measure.

What are the retail merchants doing to counteract this tremendous influence? Not as much, possibly, as we wish them to do, but there is in existence an organization known as the Affiliated Presidents and Secretaries of Retail Associations who have been doing some vigorous work.

Two years ago the National Board of Trade were very largely in favor of a parcels post measure, but through educational influences and energetic work, assisted by the organization of which I speak, last year they voted as opposed to the parcels post bill.

This was a great gain, for the National Board of Trade is composed of influential business men, but we must not lose sight of the fact that while the business interests have been aroused to a very great extent in opposition to this bill, there is at the disposal of the promoters of this measure a very great influence.

I have never hesitated to say that this bill is the most uncalled for bill that was ever presented to Congress, and if those who are the promoters of this bill say that they depend on the help of the President of the United States, it is for you and I, as business men of the country, to say that we depend on the assistance of the President, and demand of Congress that any bill detrimental to the retail interests of the United States should be buried in oblivion. The business men should control the situation, for it is they on whom the entire credit of the country depends. Hence, I say again, that the necessity for organization was never more apparent if it were only to defeat this one measure.

Our Association is formed to look after all retail interests through one association.

The manufacturers are all united in one association. The farmers are all united in one association. Labor is organized in one association. The retail merchant is indispensable in every community. He is the medium or guardman who stands between the manufacturer and consumer, and our interests must be protected through our own Association. No one will look after our interests unless we do it ourselves. In the past we have not been class-conscious. We have allowed those who know nothing of our circumstances to make our laws.

As retail merchants we occupy more business premises, carry more stock on our shelves, are more largely assessed, pay the largest share of taxation, pay more insurance, more wages, contribute more largely toward government revenue, employ more clerks, contribute more to charity, and have a larger voting power than all the other commercial bodies combined.

If the retail merchants are destroyed the cities and towns will be destroyed. Then why should we not stand shoulder to shoulder in guarding and protecting our commercial welfare? No great or far-reaching work can be carried on without a strong and vigorous centre. We must have a pivot from which to work, and these centres are our State and National officers, who are elected at the annual conventions by all the members. The majority of retail merchants are too busy to know what is transpiring around them, and even if they did, without an organization they would be helpless. Individual merchants by themselves are mere units, but united they command respect. It would cost one member a very large amount to do what now can be done by many at a very small cost for each.

We must all work and act together and present the same views to our legislators after they have been wisely considered, and this can be done only by consultation and united action through one association.

What we need is co-operation, for it is the only system that will insure success in any organized body. By its application to the regular attendance at all meetings, by carrying out the recommendations of the majority, by following out as closely as possible all the precepts of organization and stick together by acting in unity on all questions.

We seek the co-operation of the manufacturer and jobber. We seek their moral influence, believing that by a co-operation of all interests we shall be able to bring about conditions in the trade that will be a benefit to all concerned.

But while we seek this co-operation from a moral standpoint, let us, from a financial standpoint, be independent of all other influences.

I do not advise an independence of antagonism, but an independence of co-operation, where each manufacturer, jobber and retailer, in his own sphere, can work out the different problems and solve them to the advantage of all.

PRESIDENT KAISER: On behalf of the convention I desire to thank Mr. Green for his splendid address.

PRESIDENT KAISER: The next order of business will be nomination of officers.

NOMINATIONS.

MR. GEESEY (York): I desire to make a nomination for President, and in doing so I want to say that this organization has arrived at the stage where its influence is felt among not only merchants of the State, but among all interests that are concerned. We have had our struggles; we have had our work; we have had to have men give their time to this organization without compensation. Now, that the organization is a success, we need a man to lead us who has had experience: we need a man who has ability. In making this nomination I believe I am nominating that man. I desire to place in nomination for the office of President of this Association Albert Kaiser, of Philadelphia. (Loud applause.)

On motion, nominations closed.

Mr. W. A. Bosserman nominated for First Vice-President Mr. Wilmer Crow, of Harrisburg.

Mr. Kane, of Allegheny, seconded the nomination of Mr. Crow, paying high tribute to the nominee.

Mr. Detzel (Erie), in words of high praise, nominated Mr. S. W. McCuen, of Oil City, for First Vice-President.

Mr. Smith (Franklin) seconded the nomination of Mr. McCuen.

Mr. Rankin (Dairy Station) nominated Mr. E. C. Wagner, of Homestead.

Mr. Murphy (Warren) nominated Mr. I. H. Mott.

Mr. Crow (Harrisburg) nominated Mr. L. J. Schroeder, of Columbia.

On motion, nominations closed.

SECRETARY.

Mr. Smedley (Philadelphia) nominated Mr. A. M. Howes, the present incumbent.

Seconded, and nominations closed.

FINANCIAL SECRETARY.

Mr. Nelson (Chester) nominated Mr. E. J. Morris.

TREASURER.

Mr. O. A. Patterson (Philadelphia) nominated Mr. Wm. H. Nelson, the present incumbent.

On motion, nominations closed.

TWO MEMBERS OF EXECUTIVE COMMITTEE.

The following were nominated for Executive Committee: Mr. P. M. Malloy, Williamsport; Mr. A. S. Deeter, Reading; Mr. J. F. Howe, and Mr. William Giles, Pittston.

On motion, nominations closed.

NEXT PLACE OF CONVENTION.

MR. O'BRIEN (New Castle): Mr. Chairman and delegates: At the opening session of our convention your Worthy Past President, Mr. Johnston, told us that it is thought York is in the spot where once was the Garden of Eden. Now, this is correct, and a more thorough investigation shows that the western boundary extends to the Ohio line, about twelve miles from New Castle, and the probabilities are that the tree from which Mother Eve obtained the apple grew where York now stands. (Laughter.) The hospitality extended by the merchants of York to you delegates we do not agree to surpass, but we will give you this assurance, that no effort will be too great for the merchants of New Castle, the most up-to-date city of the third class in this Commonwealth. And we believe for the members residing in the western part of the State and for the best interests of this organization our city should be selected as the meeting place for the Twelfth Annual Convention in 1908. In behalf of the New Castle Grocers' Association I extend to you a most hearty invitation to meet with us next year, and let us demonstrate to you that what we claim are facts.

Nomination seconded.

MR. DRURY (Pittston): Gentlemen, since coming to this convention I have been asked to make a nomination for the next meeting place. I come from the coal regions. We have had our labor struggles, and other troubles, but they have left us, and now we want the convention to come our way. We have a small town in the lower part of the coal regions which has been very loyal, and have had a hard struggle to maintain an organization of this kind, and for that reason we are asking the convention to come that way. The place we have in view is Pottsville.

Mr. Stuart (Carbondale) seconded the nomination, as did also Mr. O. A. Patterson (Philadelphia), and J. W. Rittenhouse (Scranton).

After announcement on behalf of the York Entertainment Committee the convention, at 5.25, adjourned until 9 o'clock Thursday morning.

FIFTH SESSION.

THURSDAY MORNING, August 22, 1907.

The convention was called to order at 9.30 by President Kaiser.

Secretary Howes read the minutes of the previous day, which were approved as read.

On motion of Secretary Howes the questions and resolutions in the question box at this time were referred to the Committee on Resolutions.

REPORT OF AUDITING COMMITTEE.

The report of the Auditing Committee was presented as follows:

York, Pa., August 21, 1907.

We, your committee to audit the Financial Secretary and Treasurer's books, have performed our duties and find them correct, as follows:

E. J. Morris, Dr., for amounts as per list	$1,672.88
Cr. by having paid to W. H. Nelson, Treasurer	1,672.88
W. H. Nelson, Dr., to balance last audit	$933.88
Received from E. J. Morris, Financial Secretary	1,672.88
	$2,606.76
Cr. by vouchers paid Nos. 219 to 271	$2,384.92
Balance on hand August 21, 1907	$221.84

Respectfully submitted,

I. H. MOTT,
WM. P. J. WERLY,
C. H. BROWN,
Auditors.

On motion, the report was approved.

On motion of Mr. C. A. Stuart (Carbondale) the polls were at this point declared open for half an hour.

President Kaiser appointed the following election board:

W. A. Shipman, Sunbury.
D. M. Brunbaugh, Huntingdon.
J. A. Edgar, Frankford.

SUNBURY LITIGATION.

PRESIDENT KAISER: I think two y ago Sunbury asked this Association to s donations to defend their case in the U States Supreme Court relative to peddlin their county. Mr. Shipman is now prep to make a statement of these expenses and lections.

Mr. Shipman (Sunbury) here presented following statement:

Amount received from Association for fraying expenses of litigation, Commonw vs. Citizens' Wholesale Supply Company Columbus, Ohio.

1906.		
Apr.	6.	Albert Kaiser, President
"	7.	Donora
"	10.	Jeanette
		Cannonsburg
"	12.	Chambersburg
		Slatington
		Frankford
		Butler
		Union City
		Erie, per Howes
"	13.	Bradford
"	14.	Washington
"	18.	New Castle
"	18.	Pittsburg, per McKelvy
		Hazleton
"	19.	Erie, per McDonald
		Wilkinsburg
		Harrisburg, Kilgin
		Lebanon
"	20.	Freedon
		Kane
"	21.	Tamaqua
"	23.	Greensburg
		Harrisburg, per Cook
		Pittston
"	24.	Columbia
"	25.	Williamstown
"	26.	New Brighton
"	27.	Tower City
"	30.	Scranton
May	4.	Reading
"	5.	Uniontown
"	8.	Lewistown
"	9.	Mauch Chunk
"	11.	Pottsville
"	12.	DuBois
		Allentown
"	15.	Lehighton
		Franklin
"	22.	South Fork
"	23.	Hanover
"	28.	Berwick
June	12.	Philadelphia, Smedley
"	15.	Carbondale
"	23.	York, Geesey
Aug.	6.	Pittsburg, Calderwood
"	24.	Sharon
		Total $4

Cr.

By cash paid H. S. Knight, attorney fees	$1
Printing paper book	
Telephone and telegraphing Columbus and Washington	
Expenses attorney at Washington	
Total	$2
Allowance	
Balance	$2
Paid postage and printing	
Total	$2
Balance on hand	$1

D. L. LONG,
M. L. HOFFMAN,
Audit

Mr. Kessler (Erie) moved that the ba of $167.25 referred to he used by the Association to the best interests of the Asosciation.

Seconded by Mr. Rankin, and carried.

On motion of Mr. Rankin, permission given to Mr. Giles (Pittston) to withdra name from the ballot of officers.

LEGISLATIVE REPORT.

President Kaiser, in speaking of the of the committee at the last session o Legislature, said:

Feeling it will be better to come fro gentleman who had that work practical charge, and who so ably handled it, I leave it to Mr. Crow to make a detaile port. I can say for Mr. Crow that h far more work and offered a much larger fice than any of us ever dared to expe him, and far more than we can ever than or recompense him for. I know that o one hand Mr. Crow has endeared himse every retail merchant of the State of Pe vania who knew anything of the work was going on at that time. I will say I came in touch with a man who was mo tive, more conscientious, and yet more to his cause than was our representati Harrisburg, and at no time was time too able or was work too arduous for him forward and carry out the summons came from your executive officers. Upon occasion that I have had to communicate him, or to meet him in person, I found prepared and posted up to the minute. with extreme pleasure that I offer to hi morning the unhampered floor, to lay b you gentlemen just what the difficulties i work were. Mr. Wilmer Crow, of Harri

MR. CROW'S REPORT.

Mr. President and gentlemen: In the part of January I received a telegram State Secretary Howes, informing me t had been selected by the Executive Com to represent the State Association at H burg during the session of the Legisl After giving the matter careful consider and with some hesitancy, I finally notifie

I would accept the appointment and would
e the Association to the best of my ability.
While several bills received the endorsement
support of the Association, only one meas-
was introduced by it, namely, the Garni-
bill. The Trading Stamp bill was sup-
ed as long as it was in shape to be of
e benefit to our members, but finally it
so amended in the Senate that it was
tically worthless, and with the other work
hand, and very little hope of getting it
into its original shape owing to the rush
dent to the closing hours of the session,
was not pushed, and perished by the way-
. The repeal of the mercantile tax law
followed up until it developed that to try
force it would endanger the Pure Food bill,
the Garnishee bill, when it was deemed
isable not to try to force it. The political
lers had made up their minds not to sup-
any measure that would lower the revenue
he State on account of their plans to keep
or increase the appropriations to the schools
charitable institutions. This sentiment
strongly expressed by many members of
houses, who said if we pressed this meas-
they would have to be against us on our
r measures. The hill to put a mercantile
on soap clubs came within six votes of
sing the House. From talks with members
the House and conversations overheard, I
sure that the defeat of this measure was
to the fact that the wives and daughters
many of them were interested in these clubs,
on their account they voted against it.
at credit is due to Representative Garner,
Schuylkill county, the author of the bill, for
gallant fight to have it passed, even after
defeat. The Pure Food bill introduced by
ator Tustin, of Philadelphia, and known as
ate Bill No. 5, had our heartiest support
n beginning to end. This bill had a very
ckered career. Probably no measure before
er house was amended as frequently as this
Even after it had passed both houses it
recalled from the Governor, a conference
mittee appointed from each house on the
day of the legislative session, and practi-
y a new bill was drafted, which passed the
ate and House in the early hours of the
ning on the last day without opposition.
s hill as finally passed was undoubtedly the
that had been presented, and was approved
the Governor. We are greatly indebted to
ator Tustin, of Philadelphia, who was the
nor of and had charge of the bill in the
ate, and to Hon. Andrew B. Hitchcock, of
ga county, who had charge of it in the
use, for the loyal service they rendered in
alf of this measure.

THE GARNISHEE BILL.

This was the only bill that was introduced as
ctly an Association measure. It was intro-
ed by Hon. Wm. H. Irwin, of Blair county,
February 11th. A hearing was held on
rch 7th, before the Committee on Judiciary
neral. At this hearing at least 150 mer-
nts were present from all parts of the
te. It was one of the most representative
ies and one of the largest to attend any
ring during the session, and undoubtedly
ited a most favorable impression. The argu-
nt was made by our State Secretary, Mr.
M. Howes. No one could have done better.
presentation of the case was most con-
cing, and from beginning to end he held
closest attention of every member of the
mittee. His ready repartee and prompt
wer to all questions propounded by mem-
s of the committee won for him their high-
admiration, and for the measure their in-
st and their support. Although closely fol-
ed after this we could not get it reported
until April 2d. This was largely due to
vast amount of work the committee had
do. The bill passed second reading about
days later, when we expected a fight on it,
to have it loaded down with amendments
would make it useless, but we succeeded
preventing this and it passed this stage
nout opposition. It was reached on the
d reading calendar on April 25th, but at
time there was such a small attendance I
afraid to risk it, and requested Mr. Irwin
have it "postponed for the present." This
nt that it could be called up at our pleas-
On Tuesday morning, April 30th, con-
ons seemed to be favorable, and it was
ed up and passed finally by a vote of 128
10. It was messaged to the Senate the
e day and referred to the Committee on
iciary General. A hearing was asked by
opponents of the bill, and the date set for
y 7th. It was not reached on that day,
was had on the 8th. Two attorneys for
Pennsylvania Railroad Company and four
the Miners' Union appeared against it, and
President, Mr. Kaiser, made the argument
it. A desperate fight was made against it
some of the committee, and we did not
ceed in getting it out until the following
nday evening, May 13th. In order to get
though at all it had to pass first reading
same night, which required unanimous con-
t. This was denied by Senator McNichol,
Philadelphia. This was finally overcome by
ator Templeton, of Blair county, offering
notion, seconded by Senator Grim, of Bucks
unty, that the rule requiring unanimous
sent he suspended, which was carried, and
bill passed first reading. On Tuesday, the
h, we had another struggle to prevent it
ng amended so as to put half the costs on
creditor. This effort was led by Senators
lings, of Venango, and McIlhenny, of Phila-
phia. We succeeded in getting them to with-
w from this position, when later they re-
ved the agitation, and we had hard work
induce them not to attempt to so amend it.
passed second reading the 14th without
endment. On the 15th six members of the
ners' Union and three Pennsylvania Railroad
rneys all joined hands in a final attempt
prevent its passage. It passed finally, how-
ever, by a vote of 26 to 3, just a constitutional majority. Thus far, so good. I am sorry I cannot make as favorable report as to action of the Governor. Hundreds of letters and telegrams were sent to Governor Stuart from all parts of the State, but on June 10th he saw fit to veto it. It is conceded by all that in his veto message he did not present a single good argument. While our hopes were ultimately dashed to the ground, we should by no means be discouraged. We fought a good fight, our cause was just, and it was a campaign of education that if persistently followed up must eventually lead to success. It is not too soon to begin planning an aggressive campaign for the next Legislature in 1909, and we ought to be strongly in evidence during the political campaign of 1908, when the members of the next Senate and House of Representatives will be elected.

I cannot close this report without expressing my grateful appreciation to the officers and members of the Retail Merchants' Association for their loyal support in the legislative work, but especially I want to commend to your consideration the work of our President, Mr. Albert Kaiser, and our Secretary, Mr. A. M. Howes. Both of these gentlemen were untiring in their support of the work being done at Harrisburg. They were prompt in carrying out every suggestion; in keeping me fully informed as to every development that came under their notice, and they rendered most valuable assistance by keeping the secretaries posted as to what members needed to be seen by their constituents. I am satisfied that very few of our members have any conception of the vast amount of correspondence that was sent out by Mr. Howes during this campaign. He had the matter so well in hand that in any emergency he seemed to know just where a letter or a telegram would do the most good.

Much credit is due to Hon. Wm. H. Irwin, member of the House from Blair county, and to Senator Chambers O. Templeton, also of Blair county, for their co-operation and assistance. Respectfully submitted,

WILMER CROW.

MR. MALLOY (Williamsport) at this point presented Mr. Crow with a handsome pocketbook containing $100 in gold. In making the presentation Mr. Malloy said, among other things:

> The officers have taken up the matter of the services rendered by Mr. Crow at Harrisburg, for which he was not paid. Brother Crow did not want to be paid for his work. He would only take the small amount necessary for his actual expenses. The executive officers felt that something should be done as a token of recognition for the valuable services rendered. The Executive Committee had a meeting last night—or this morning, rather—we adjourned about 1.30—and they delegated Mr. Geesey and myself to go out at that hour of the morning and break into some bank and get some small token that men measure up as you have often heard at the rate of 16 to 1. I will wager 16 to 1 we were successful in getting into a bank (laughter), and it is with great pleasure that I have the honor to present this small token to Brother Crow as a token of the appreciation of the officers and members of the Retail Merchants' Association of Pennsylvania.

Mr. Crow, in well chosen words, expressed his thanks and appreciation of the kindly act of the Association. He hoped to be able to do even more in the future than he had in the past, and closed with an earnest appeal to the members of the Association to pay more attention to correspondence from the State Secretary, and to familiarize themselves thoroughly with proposed legislation, so that they could appeal intelligently to their representatives in the Legislature.

REPORT OF COMMITTEE ON RESOLUTIONS.

Mr. L. R. Clover (Scranton), on behalf of the committee, reported action on resolutions as follows:

"WHEREAS, The legislative campaign in the interest of the retail merchant has closed, and our interests were carefully guarded; and

"WHEREAS, Our representative at Harrisburg, Mr. Wilmer Crow, served our intersts faithfully and well; therefore, be it

"Resolved, That we tender our hearty thanks for his faithful, conscientious and self-sacrificing service."

MR. HOWES: I move the adoption of the resolution by a rising vote. Carried.

Question: "Will this convention make known its position on the demand for a parcels post?"

MR. CLOVER: We recommend that the convention place itself on record as being opposed to a parcels post bill.

On motion of Mr. O'Brien the recommendation of the committee was concurred in.

Question: "What can be done to obviate the extortionate charges by the express companies on small packages, which are far in excess of what they should be?"

MR. CLOVER: Inasmuch as the reduction of express charges on small packages would work the same evil as the parcels post law would, it is the opinion of your committee that it is worthy of discussion as to whether anything should be done.

MR. SMEDLEY: Regarding this charge on small parcels of express matter I addressed a meeting here several years ago, and that was one of the questions the merchants of York were particularly interested in. There are two points to consider. The members can co-operatively, I think, in connection with other merchants in their town, arrange to have someone collect their packages and deliver them, saving considerable money. I know that has saved the merchants of York a great deal of money in the last three or four years.

Mr. Hayes (Erie) thought that a reduction of express rates on small packages would work to the detriment of the merchants.

On motion of Mr. Ranck the recommendation of the committee was concurred in.

Question: "The Act of April 12, 1851, Section 4, Pa. Laws 441, according to the legal digest prepared by Attorney E. J. Buckley, forbids any person to sell or expose for sale as hawker, peddler or traveling merchant, any foreign or domestic goods, wares or merchandise other than of his own manufacture. Penalty for violation $50, inflicted by civil action. This act does not apply to persons legally authorized to carry goods for wholesale purposes. Would it be beneficial to the retail merchants of the State to have this act covering Northumberland county amended to cover all sections of the State?"

MR. CLOVER: Your committee believe it would and suggest this matter be referred to the Legislative Committee.

On motion of Mr. Kessler the matter was so referred.

"Resolved, That the Secretary be directed to communicate with each association, requesting that members of auxiliaries use their best effort to secure the election of Senators and Representatives who are friendly to the retail merchants."

Approved by the committee.

Mr. Howes moved its adoption.

SENATOR DRURY: I think that is where our strength ought to lie—in regard to getting legislation through the State. If we will put ourselves on record and organize ourselves, as we should, we can make ourselves felt in this State. This organization has come to stay. Last fall when we elected legislators we invited the candidates at our meeting, and had their promise and support of any measure which we brought forward. If we want to accomplish anything through the Legislature, that is the proper way to do it, and no other. Have the promise of your candidates before you vote for them; not after, because they don't care a picayune after they get your votes, which way they vote in the Legislature.

MR. SMEDLEY: I take it that if we fail to pass this resolution we fail in our duties to ourselves. The passage of this resolution will be practically an endorsement of our legislative work, an endorsement of the members of the House and Senate who stood by us in times of dire extremity. I hope we will get a Legislature elected that will serve our interests, and there is no officer in this convention interested in legislative work who has not been confronted by questions asked by legislators themselves,—"What have you ever done for us?" I tell you, the time is coming when we have got to adopt the sentiment expressed by Senator Drury. We have got to take the candidates for public office and say to them, "We represent vast mercantile interests, and that we represent the people, and that we demand some recognition from our legislators." We go to the members of the Legislature after they are elected, when we have not done anything to help them or to help ourselves. Mr. Crow will bear me out in this statement, that it is no time to get the pledge of a candidate so potent for our good as before he is elected.

(Mr. Smedley cited an experience from Philadelphia of a member of the Legislature breaking his promise to the merchants, the result of which was that he was defeated at the next election.)

MR. HOWES: I would like to see the resolution acted on favorably, on account of the effect it will have on similar organizations throughout the State.

Messrs. Crow (Harrisburg) and Rain (Philadelphia) also spoke in favor of the resolution, which was adopted.

MR. CLOVER: The committee recommends that 1,000 copies of the proceedings of this convention be printed, to include the address "The Master Merchant," and that each local association and delegate be furnished free copies.

This recommendation, on motion of Senator Drury, was concurred in.

Question: What effect has the act of the last Legislature had on the Larkin soap business?

MR. CLOVER: The committee knows of no legislation which was enacted during the last session.

Question: "Is it lawful for a farmer to buy product, such as potatoes, etc. (not of his own production), to peddle and sell said product in a borough or city, without paying a borough or city license? If not lawful, what redress has the merchant in law?"

MR. CLOVER: In the opinion of the committee, this matter has been regulated by Councils of cities and boroughs.

Mr. McNear (Steelton) stated this was one of the sorest afflictions in their neighborhood, and they had not been able to remedy it through local legislation, as yet.

WHEREAS, Convention reports show that there is manifest throughout the State a willingness to advance the public welfare by participating in every municipal movement, industrially, financially and morally; and,

WHEREAS, The work thus far accomplished by our organization must be maintained and protected to the end that the promise of the future may be achieved; therefore, be it

Resolved, That this convention go on record as being in favor of the formation of a fund in each local organization, to be used by such local association as occasion may require in prosecuting cases of corrupt practices at election and grafting by the incumbents of elective offices.

The purpose of this resolution is distinctly non-political. It simply is designed to insure that the votes and purposes of responsible merchants shall not be overcome by the purchased influence of the corrupt and worthless whom the merchants, it seems, have the burden of feeding and clothing gratuitously under existing Pennsylvania laws.

MR. CLOVER: We are in favor of this resolution and recommend that the sense of the resolution be carried out by each local organization.

On motion of Mr. Howes the recommendation of the committee was concurred in.

Question: "Would it not be advisable for the local associations of this State to select nominees for home elections, and endeavor to elect them to office for their benefit?"

MR. CLOVER: We think it would.

Question: "Can co-operative buying be carried on successfully by ten to fifteen grocers who belong to an association that admits all kinds of merchants?"

MR. CLOVER: In the minds of the committee, we think it can by holding auxiliary meetings; in other words, having your buying circle meetings held separate and apart from your general meetings.

PRESIDENT KAISER: In connection with the establishment of co-operative buying, especially in a small circle, I would advise that you do not adopt co-operative buying simply because some other association has been successful in that department. Investigate your conditions thoroughly and find out whether your people want it,—I mean the people whom you expect to participate in such a movement really want it, and will support it. Co-operative buying is not an easy movement, and unless it is taken hold of heartily it will be a failure. If you think it is going to be successful, then go into it for all it is worth.

Question: "Is it a move in the right direction for two or three local associations of forty or fifty members each to engage a secretary who will devote all his time to association work, taking it for granted that the secretary would have very little expense as to trolley fares?"

MR. CLOVER: We believe that could be done, but that would depend largely on the distance from the different points where the associations were located.

MR. HOWES: That was taken up in Beaver county; it is in its early stages, and we expect great things from it.

A suggestion: That every association furnish their delegate with a button with the name of their town on it, so when you meet a man you can see at a glance where he is from.

MR. CLOVER: We recommend that suggestion.

On motion, recommendation concurred in.

Question: "Why should not the farmers' scales and measures, and also peddlers, be inspected, as well as the merchants and business men's, by the State Inspector?"

MR. CLOVER: We certainly believe they should be inspected, but there is no State Inspector to do the work.

Mr. Kessler (Erie) suggested the only way out of the difficulty was to have a law passed whereby every man who comes in the city to sell anything has got to have the weight and measure stamped by the sealer of weights and measures. It had been done in Erie, he said, and was one of the best things ever done for the merchants.

PRESIDENT KAISER: During the last session of the Legislature two or three attempts were made for the passage of a law providing for a scaler of weights and measures, with fees. Through correspondence we objected very strenuously against the enactment of these laws, promising the support of the State organization to support any proper law for the inspection of weights, but we would not stand for a fee system, unless it provided for a fixed fee that would be very small, and only collected at certain stages. None of the hills passed, but I believe sooner or later we will get such a law.

The following resolutions were approved by the committee, and adopted by the convention:

"Resolved, That this Association is opposed to the enactment of any parcels post hill, and the Secretary is directed to communicate our opposition to President Roosevelt, the Postmaster General and Pennsylvania Senators and Congressmen, and to communicate with each local association, requesting similar action."

"WHEREAS, The collection of a mercantile tax by the State from merchants of this Commonwealth is a burden that should be lifted; be it

"Resolved, That this convention authorize its Executive Committee to commence a campaign for its abolishment."

"WHEREAS, The Eleventh Annual Convention is about drawing to a close, and desiring to express our appreciation of the many courtesies extended; therefore, be it

"Resolved, That we tender to the Retail Merchants' Association of York our heartfelt thanks for their openhanded hospitality and the many acts of kindness which have made our stay in their midst most pleasant, causing us to carry away feelings of joy at the spirit of true fraternity thus manifested."

"Resolved, That the thanks of the convention be tendered to the York Silk Mills for courtesies extended to the ladies attending the convention."

"Resolved, That the thanks of the convention be tendered to the officials of the city and county of York for courtesies extended, and to the press for the fair and generous reports of our proceedings."

Senator Drury inquired, at this point, what had been done by the commission appointed at the last session of the Legislature to inquire into the cost of living.

Mr. Holmeyer stated he had been informed that the commission had discovered the price of high living in Pittsburg was due to the trust problem in the respect that the prices are set, and the commission men are compelled to ask a certain price for goods before they reached Pittsburg, it having been proven that the wholesalers make over 300 per cent.;

that the trading stamp and such schemes increased the price of living only from three to five per cent.

Mr. Spangler stated that he did not think the commission made the trading stamp feature a part of their report. Co-operative buying, he said, was suggested by members of the Association; that if the merchants of Pittsburg would come together as an association and eliminate all these things, they could reduce the prices and treat customers better.

PRESIDENT KAISER: We will now have the report of the Retailers' Mutual Fire Insurance Company.

REPORT OF RETAILERS' MUTUAL FIRE INSURANCE COMPANY.

MR. HOWES read the report as follows:

January 1, 1907, to July 31, 1907.

Balance as per last audit..	$5,567.39	
Paid to Treasurer.....	7,481.27	
		$13,048.66
Disbursements under vouchers 1397 to 1803 inclusive:		
Agents' commissions	$1,179.01	
Office printing and supplies	33.45	
Labor	447.50	
Directors	139.52	
Transportation	131.79	
Refunds	172.73	
Bonds	5.00	
Taxes	6.83	
Advertising	41.02	
Fire loss	7,986.76	
Adjustment	160.06	
		10,303.67
		$2,744.99
Balance in treasury.....		$2,744.99

RESOURCES.

Due from agents.....	$630.69
Balance in treasury.....	2,744.99
Premium notes in force.....220,741.33	

LIABILITIES.

Agents' commissions	$82.05
Insurance in force.....228,604.16	
Comparison with old line cost:	
Old line premiums, 100 per cent. board rates, or.....$87,586.10	
Cost with us, 56 per cent. board rates, or.....	49,138.30
We saved our members 44 per cent. board rates, or.....	38,447.80
Losses paid by us, 35 per cent. board rates, or.....	31,063.46
Expenses paid by us, 17 per cent. board rates, or.....	14,781.21
Surplus on hand, 4 per cent. board rates, or.....	3,293.63
	$49,138.30

A. M. HOWES, *Secretary.*

PRESIDENT KAISER: Regarding the question asked here yesterday, the Directors of the company met last evening and referred this question to Mr. John A. Hoober, a very prominent attorney in this city, and I have his opinion, which I will now read:

"Responsive to your question as to liability under the premium note on the application for insurance in the Retailers' M. F. I. Co., I beg to advise: An applicant under this premium note cannot be called on for an amount in excess of the amount stated in said note, by assessment for less, necessary expenses, or any other purpose; in other words, it is competent in law for the company and the insured to contract that no liability be incurred by the insured beyond the stipulated sum in the premium note, and this is plainly intended in the company's application, doubtless to be protective against the unlimited liability which many insurers met some years ago in other mutual companies. I might add, parentheticallly, that I know of one other Pennsylvania company doing business on both a cash and mutual basis that has protected its mutual policy holders by a similar limited liability clause in its premium note."

PRESIDENT KAISER: I will state that the note contract was drawn up by a prominent insurance attorney in this State, and we are confident that we have, as far as the plan and scope of the insurance company are concerned, the best plan of any mutual in the State; we think it is safest, and we believe we are doing business more cheaply than any other company; we know we are going to save you still more money in the future.

SECRETARY HOWES: I will read the following resolution:

"*Resolved*, That the delegates of the Retail Merchants' Association of Pennsylvania, in convention assembled, express our appreciation of the fair rulings on all questions of debates in this convention work by the President of our said State Association, Mr. Kaiser."

I move the adoption of the resolution by a rising vote.

The resolution was so adopted.

PRESIDENT KAISER: I thank you, gentlemen.

MR. CHEATLE (St. Marys): What is the amount of a premium note for $1,000?

PRESIDENT KAISER: The premium is half the old line rate, and the premium note is fifteen times the premium which you pay.

MR. TEMPLETON (Butler): How much insurance can you take out on your stock or building?

PRESIDENT KAISER: The by-laws of the company permit an amount up to $3,000 on a single risk; however, it has been the policy of the officers to keep the risks down to $2,000 or less up until the surplus reaches a certain sum. If we feel the risk is an extraordinarily good one, we take a little more than another one.

MR. TEMPLETON: That amount can be taken only on a building by one person? Suppose there were four stories and four people?

PRESIDENT KAISER: It would come under one risk; yes, sir.

REPORT OF ELECTION BOARD.

Secretary Howes at this point read the report of the tellers, with the following result of the election:

President, Albert Kaiser, Philadelphia.

First Vice-President, Wilmer Crow, Harrisburg.

Second Vice-President, S. W. McCuen, Oil City.

Third Vice-President, L. K. Schroeder, Columbus.

Secretary, A. M. Howes, Erie.

Financial Secretary, E. J. Morris, Reading.

Treasurer, W. H. Nelson, Chester.

Executive Committee: P. M. Malloy, Williamsport; A. S. Deeter, Reading.

Next convention city, New Castle.

On motion of Mr. Edgar (Frankford) the selection of New Castle was made unanimous.

CREDIT RATING SYSTEM.

SECRETARY HOWES: The Executive Committee present to local associations the credit rating sheet adopted by the Bradford Business Men's Association.

Mr. Geesey (York) moved that the convention recommend to local associations the adoption of this sheet, and that the State Association provide each local association with a copy of it.

The motion was seconded.

PRESIDENT KAISER: This is a recommendation of the Executive Committee, and embodied in that recommendation is the provision that this list will be received by nobody but the Secretary of the Association.

After some discussion, which brought out the consensus of opinion that such a method was a step in the right direction, the motion of Mr. Geesey was carried.

NEW BUSINESS.

Senator Drury (Pittston) suggested, under this head, that the Association take some action in regard to an organizer, especially in the Wilkes-Barre District.

Secretary Howes stated that this matter was now receiving the consideration of the Executive Committee, and he believed that plans would be laid to extend, as far as practicable, the organization work during the next two years.

Mr. Geesey (York) moved that the Executive Committee be requested to give special attention, and make a special effort for a reorganization in Wilkes-Barre.

Seconded and carried.

UNIFORMED SECRETARIES.

SENATOR DRURY: We took up in our Association the other evening the question of supplying our Secretary with a uniform. Don't you think it a good idea to have the Secretaries put in uniform?

This suggestion brought forth considerable merriment, and amusing suggestions and incidents by various delegates, but resulted in no definite action.

Secretary Howes here read the following telegram from Hon. J. C. Delaney, Chief Factory Inspector, Harrisburg:

"MR. CLARENCE A. GEESEY,

"Secretary Pennsylvania Association Retail Dealers, York, Pa.

"If the Townsend bill had passed the last Legislature and became a law, your organization would have lost all the privileges in the way of open stores any evenings, even holidays, which you enjoy under existing laws. Remember, eternal vigilance is the price of liberty."

SECRETARY HOWES: Mr. Geesey has been in conversation with Mr. Delaney, who desires the co-operation of this organization in consideration of any closing-hour laws before the Legislature. We have not solicited this. The law he refers to, if passed, would have not permitted the stores to be open any evening—no store that employs clerks.

On motion of Mr. Smedley the matter was referred to the Executive Committee.

VOTE OF THANKS TO THE OFFICERS.

MR. SMEDLEY: We passed a resolution thanking the President for his fair and impartial rulings during the sessions of the convention. As one in this State who knows the hard work of the officers of your organization, I think, before we adjourn, we should pass a resolution of thanks to the President, Secretary and various officers of this organization for their self-sacrificing devotion to our interests during the past year. I therefore move that the thanks of this convention be tendered to the officers for their self-sacrificing labors in our behalf during the past year.

Seconded and carried.

PRESIDENT KAISER: Your sentiments expressed and support given during this convention have been sufficient thanks, as far as your President is concerned.

On motion of Mr. Smedley, the reading of the minutes was dispensed with.

PRESIDENT KAISER: Before adjournment, I beg to express my personal thanks to the people of York, the officials, their merchants, and officers of their Association, and committee for the very liberal entertainment, and very open hospitality extended to the delegates to this convention. I know I voice the sentiment of every member present. I also beg to thank the delegates for their prompt attendance and their continued attention during the sessions of the convention, and for the honor that you have again conferred upon me.

The convention, at 12.25 P. M., adjourned to meet in New Castle in 1908.

MEETING OF THE SECRETARIES' ASSOCIATION.

The annual meeting of the Secretaries' Association was called to order at 8 P. M. by President William Smedley, in the Court House, York, Pa., August 21, 1907.

The meeting was opened by the singing of "America," in which all those present joined with patriotic enthusiasm.

On motion of Mr. E. J. Morris, the reading of the minutes of the previous meeting was dispensed with.

Secretary Howes called the roll, showing forty-six secretarics in attendance.

The following officers were elected to serve during the ensuing year:

President, William Smedley.

Vice-Presidents: D. M. Evans, Pittston; I. W. Ranck, Shamokin; W. C. Armstrong, Connellsville; E. O'Brien, New Castle; G. W. Tozier, G. L. Dobie, C. A. Stuart.

On motion of Mr. Geesey, the by-laws were amended, increasing the number of vice-presidents from five to seven.

Secretary, A. M. Howes.

PRESIDENT SMEDLEY: The subject assigned for the meeting is "Weak Spots in Our Armor?" I trust the members will at once avail themselves of the privilege of opening up this discussion. I feel quite sure after the very delightful day we have had here, the magnificent speeches that we have heard, that we have discovered, as a result of all the talks, a number of weak spots in our armor. I have; and it occurs to me that one of the most significant weaknesses in our armor, as it applies to organization work in general—and I think part of it belongs to the Secretary and the other portion belongs to the members—is the statement made this morning by the Food Commissioner that in four years $360,000 had been collected from the merchants of this State in fines resulting from prosecutions by the Food Department. Suppose we had $360,000 for the purposes of the organization? That was taken from the pockets, perhaps, of members of this organization, and it would have been just as easy for them to have contributed one-fourth of that to the Merchants' Association of Pennsylvania. With such a fund, and an organization so perfect, they would not have collected $360,000 in four years. There are a great many weak spots in the Secretary's armor. The first weakness is lack of inspiration, ambition and willingness. I think another thing is that we lack purpose. There is no question at all that without purpose we cannot progress. We should have some definite purpose, the accomplishment of some good thing for our organization and for ourselves. When secretaries tell me of the salary they receive I am often led to believe that the salary they get is all they are worth. Therefore, I think that is a weak spot in the Secretary's armor. I believe that the office of secretary of a local association is one of the most honored professions we can have. I do not like the word "professional" secretary, but, nevertheless, there is the amateur secretary and the professional secretary. I believe that where a man has brought his organization up to the point that he becomes experienced and well equipped to handle an organization, he should be put in the professional class. I believe that one reason why some associations do not pay secretaries more money is because they lack ambition to make their offices lucrative. Another weakness is a failure to keep in touch with other secretaries throughout the State. The State Secretary and Secretary of our Association is one constantly trying to get in touch with local secretaries. There are two easy ways in which that could be accomplished. In the first place, your State Secretary is always open to receive letters from you. In our city we publish a small paper and send it to our secretaries. There is no reason in the world why the Secretaries' Department in that paper should not contain every month a brief letter from the secretaries of local associations, giving us in brief a little history of the month's work, or a suggestion or inquiry along lines that would lead to the betterment of each one of us. You can learn from me, and I can learn far more from you. We come to the convention, catch the enthusiastic fire of the meetings, then go home and forget each other. We should go home and resolve that somehow during the year we will get in touch one with the other. There is no reason why our ideas should not be passed along, why I should not help you, and why you should not help me. I appeal to you along this line to do that. I will go to any extent of labor in order to keep in mind this exchange of ideas, if we can only start it. We do need a clearing house. Another weak spot is the lack of trained secretaries—if we propose to maintain our organization. I do not want you to believe that the Secretary is the whole thing, but he is one of the spokes in the wheel, and he is one of the executive officers upon whose shoulder much depends. We must train ourselves and then help to train others. There has got to be a time when we will stop having towns organized. We have got to have a force of men trained that we can put in a town.

Another weak spot that I notice in the local reports is the lack of agencies for the Fire Insurance Company. If the Secretary is interested in the insurance department and can get his members interested along that line, he adds to the income. It is a deplorable weakness to ignore the insurance department. Another thing is lack of initiative. I believe there are two classes of secretaries—the secretary who does and the secretary who does not.

The one who does is the man who is planning and thinking to lead his organization further along; then there is the other secretary whose only ambition is to do what he has to do, and to do it as quickly as possible, and not do anything else. Those are the secretaries that are going to get down and out of the race. Get the confidence of your members and you can do anything with them. These remarks are only preliminary to the discussion.

SECRETARY HOWES: I believe, from observation of the secretaries, that the very ure of an organization may be traced to a secretary. The most discouraging featur my work is the disposition of many secret not to answer necessary business corres ence. The principal difficulty of this me is that those poor fellows are not here, of them. I don't know how to reach During the legislative session I had oc to send some of them telegrams. That di move them, even sending them postage st and postal cards. That is why some of organizations fail. To those secretaries like the work the harvest is ready. I b an organization, like a merchant, must tise. I keep on file in my office a reco all eligible firms in the city that are not bers, and periodically I canvass them, in person or hy mail. I find it to adva to get out a circular letter occasionally, e mg an application, and bringing out some of association work. Every time you lose member, get two more. That is a good to grow.

Another weak point in our armor is f to read trade papers. I believe trade and convention proceedings are the secret text-books, and I know of the things we accomplished at Erie, some of the best we have originated with some little orga tion. I believe the secretary ought alwa looking for ideas. Secretaries are to largely for the faults of our organization, as merchants are to blame for their bus troubles. I study every business organiz I come in contact with. From each of you will learn some practical thing. I b the secretaries ought to keep in close with and visit the members; they should c their dues closely. Non-attendance at ings is the principal reason for discourage of the secretary. I believe secretaries plan their meetings and make them intere will draw the members. The insurance sition is a good thing. Since the Reta was organized our members at Erie, I be have saved more money in insurance pre than all they have paid in dues, and we saved nearly $6,000 in premiums.

The exemption waivers should be used they are of great practical benefit to the and butcher particularly. It is an agree in duplicate between the merchant and tomer that in consideration of the extensi credit to a limited amount the customer w the operation of the exemption law. I b the experience of those who have used waivers has been that the merchant is a secured in almost every case from loss.

MR. GEESEY: The Merchants' Associ can be made a great success if the Secr has an object and makes it a point to that object. I find it depends upon the S tary to make the meeting interesting. the time of the institution of the Reta Mutual Fire Insurance Company it was work to hold up the interest of the me of the Association. Just as soon as we that feature we took on new members, were to hold the old members, and have them more interest in the Association. I belie good, live secretary will have a good, live o ization. To-day the Merchants' Associatio York is on the very best terms with local labor organization. The secretary creeps into a little shell, in my opinio always sure to make a failure. You have this eye—"Keep an eye on York." That originated by the Merchants' Association sooner had we adopted it than the large m facturers asked if they could use it on stationery.

Mr. Malloy, of Williamsport, stated th his opinion the office of secretary was n enviable one. The secretary should tell merchants of the benefits they derive fro Association, and the money saved by the tion of bad features in the business.

Mr. Edgar, of Frankford, voiced the ments expressed by the previous speakers good motto for the secretary to take, he was, "He that expecteth little shall neve disappointed." It is all work; you have g start from the ground up. The secretary got to shut his eyes to the discouraging t and go ahead as though his life depende the movement, without regard to the su he gets. He has got to show his peopl can make it interesting and profitable for t Co-operative buying seems to be the issue with the grocery end of an organiza Co-operative buying should not be done in other way than on a cash basis, cash bu and cash selling. "I believe in reading trade papers," concluded Mr. Edgar. "I lieve the experience of Mr. Smedley, Howes and myself could be used to adva to some organizations just starting out. only too glad to give information, and promptly answer any communication that ceive."

Mr. Brown, of Altoona, thought the for failure of an organization did not al rest with the secretary. The members sh pay their dues, and if a member was enough interested in the association to his dues the association was better off wi him.

Mr. E. J. Morris (Reading) told of th vantages of keeping in touch with other s tarics. When a bill was presented in Re Councils last spring to tax the merchant the city, Mr. Morris wrote to Mr. Brow Altoona, for information on the subjec to their experience with such a measur Altoona. The result of Mr. Brown's was that the Reading bill was defeated.

Mr. Stuart, of Carbondale, thought the retary should visit the members often, ta them on subjects nearest to their heart, get them to attend the meetings. Look at members; study them individually.

Mr. Clover, of Scranton, felt the weak in his armor had been strengthened by at

the Secretaries' meeting. He also believed members should be seen as often as pos-

r. Armstrong, of Connellsville, said their od of dealing with the deadbeat was by ishing judgments obtained against debtors sale. It was perfectly legal, providing ing was inserted in the advertisement re- ing upon the man's failure.

r. Evans, of Pittston, said the best induce- t they had for merchants to join the asso- on was the fire insurance feature. They written over $100,000 insurance.

answer to the question "Will Dr. C. H. worth explain how they are organizing hboring towns?" the doctor said: "We a member well acquainted in the town; isits all the merchants and tells them some the advantages of membership in the or- zation. If they are inclined to join the ciation we take about a dozen members go over and hold the next meeting in that . I do not think we have ever failed to g in about ten or a dozen new members."

r. Templeton (Butler) said he had gained e information at the meeting than at the le convention. He thought the members of association should bolster up the secretary, *vice versa*.

r. Tozier told of the success of a banquet held last January. "If all the merchants tell their woes to other merchants," he , "I don't think there would be any trou- at all on that line."

r. Kaiser was the last speaker of the even- and said, among other things:

This discussion seems to be a self-attain- t of the secretaries. The second question, he weakness in the armor, was only touched n a small way. There is no doubt but that success of an association depends very ely upon the work and jurgment of the secretary. You have to consider at all times that the secretary, in a very large measure, is subject to the influence of certain members of an organization. It is due to the officers of an organization, not only your secretary, but all the officers, to be in absolute touch, not only with the organization and its work, but with the local conditions with which they are coping. In my experience with organization work I find the average business man does not want outside interference in his personal affairs, yet the average man, when connected with an organization, wants somebody else to clear the road so that he can go along without any trouble and effort. Most of the evils of the retail merchant are the result of competition, and most of it the result of competition of men who do not know each other. As they become acquainted the undesirable methods of competition fade away. We want to bring the merchant up to an honorable plane; we want him to reach out and increase his business and broaden his commercial ideas; we want him to know that not by holding back the other fellow can he win the race, but, by becoming a stronger man, pass him on the road. If we have a condition in our community which seems to hold some of us back, let us see how we can pass over that condition, if not remove it. You know at one time it was all peddling. The mercantile business is only the outgrowth of the peddling business.

"I want to say to the secretaries that, if they will direct their attention to the expansion of business and the improvement of their home conditions, of whatever nature, they will soon find the merchants with them, not only supporting the secretary, but pushing him forward, and the underpaid secretary will be a thing of the past."

At this point, 10.20 P. M., the meeting adjourned.

/e would be pleased to have for publication this column the ideas of our readers upon le topics, it being understood that we do hold ourselves responsible for any views ressed therein. All communications must accompanied by the writer's name and ad- ss as an evidence of good faith, but not essarily for publication. All inquiries hin our power to answer will also be iced in this department.

ddresses of Glove Manufacturers.

Corry, Pa., Aug. 20, 1907.

litor "Grocery World."

Dear Sir:—Please mail us the dress of cheap leather glove anufacturers. Thanking you in vance for your kindness, we are,

Yours truly,

DAWSON BROS.

Standard Glove Works, Chi- go, Ill.; Richard Evans & Son, hnstown, N. Y.

* * *

Names of Coffee Roaster Makers.

——— Va., Aug. 26, 1907.

litor "Grocery World."

Dear Sir:—Kindly inform us the names and addresses of l reliable manufacturers of ffee roasters.

Thanking you in advance.

Yours truly,

Y.

Jabez Burns & Co., New York, e probably the largest manufac- rers of coffee roasting ma- inery in the East.

* * *

The Salmon Situation.

New York, August 29, 1907.

ditor "Grocery World."

Dear Sir:—The present situ- ion on salmon is unprecedented; olumbia River is short over 50 er cent.; there has been an al- most entire failure of sockeyes on Puget Sound and in British Columbia, and the pack of red Alaska salmon is at least 500,000 cases short of last year, which, taken in connection with the almost entire depletion of spot stocks, means that there has not been sufficient salmon packed during this season to supply the world's normal requirements, and that before 1908 packing salmon is available higher prices will obtain than ever before in the history of the industry.

Yours truly,

CORBY COMMISSION CO.

* * *

Wants List of Grocers' Names.

Huntingdon, Pa., Aug. 24, 1907.

Editor "Grocery World."

Dear Sir:—Will you kindly advise us if you know of a place where we can secure an up-to-date and reliable list of grocers and merchants handling groceries as a part of their line, both wholesale and retail. We desire to use such a list

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obtained on inventions and designs. Trade marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

Quaker City Preserve Co.
Philadelphia, Pa.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

AGENTS WANTED

To Solicit Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as a side line.

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.

DANDELION
VEGETABLE BUTTER COLOR

A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.

MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

"As Good As I Bought Last Time"

You ought to sell Swift's PREMIUM Hams for your own protection. Can you satisfy your trade unless your hams are uniform? And can they be uniform unless bought from a packer who can keep his raw material uniform?

Few packers have our facilities for keeping hams up to a given standard year after year. Swift's PREMIUM Hams scarcely vary a hair's breadth from one year's end to another. That does us a whole lot of good, as it will do you.

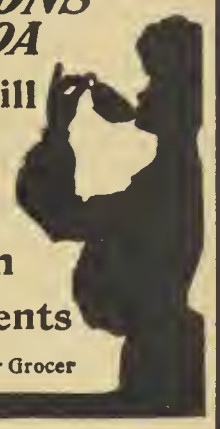
The woman who can always depend on getting good ham—"as good as I bought last time"—is going to buy lots of ham.

Swift & Company, U. S. A.

HOOTON'S COCOA

One Cup will prove its claims better than 1000 arguments

Get a can from your Grocer



Remember—Hooton's Cocoa, Newark, N. J.

Order a box of your jobber, or if your jobber does not carry it in stock, send direct to

Hooton Cocoa & Chocolate Co.
351 North Fifth Street
NEWARK, N. J.

LUSTRE BRAND is a strictly pure flint glass selected lamp chimney, composed of the finest material money can buy, and will not break from heat.

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Allegheny Ave. and Amber St.
PHILADELPHIA

for the purpose of sending out circular letters and have no doubt that you will know if such a list is published or can be obtained. We thank you in advance for any information which you may be able to give us in the matter and inclose stamped envelope for reply.

Yours truly,
G. E. SIMPSON,
Secretary.

P. S.—The territory which we desire to cover is Pennsylvania and the neighboring States.

Write Howe Addressing Co., 208 South Fourth street, Phila.

* * *

The Spice Market.

Baltimore, Md., Aug. 28, 1907.
Editor "Grocery World."

Dear Sir:—The market continues steady, with fair demand, but with little alteration in prices. There appears to be more activity in a general way, but little pressure for sales.

Pepper.—The market is more active, but practically unchanged. We note a fair business in futures and very steady prices.

Cayennes are somewhat firmer. Mombassas are now offered more freely.

Cloves.—Futures are quoted lower. Spot stock is scarce and the demand very good.

Pimento (Allspice).—The crop is without question small, and prices are firm and likely to advance any time.

Mace.—On account of the very excellent demand, prices keep firm, especially for prime stock.

Nutmegs.—Market steady, but unchanged. Grinding grades are in active demand, prices being somewhat higher.

Cassias firmer, but prices have not changed during the week. The demand is increasing.

Gingers, while firm, are unchanged. Nothing new to report.

Seeds.—Poppy continues scarce. Coriander much higher, due to political troubles in Africa. Caraway is very firm; prices are steady.

Yours truly,
McCORMICK & Co.

* * *

The Baltimore Canned Goods Market.

Baltimore, Md., Aug. 30, 1907.
Editor "Grocery World."

Dear Sirs:—There has been liberal buying of tomatoes for prompt shipment, and the outlook is for continued activity. The weather conditions continue favorable, though a hotter temperature for a couple of weeks would be an improvement. Sunshine is nature's great colorist of tomatoes. In our previous letter we noticed an inclination to buy tomatoes for delivery later on, in medium sized lots, at the present prices, and this week that demand has continued and extended to all grades, principally in lots of one or two carloads. The prices at the opening of the week were a shade lower than the closing prices of the week previous, because of the lower cost of the fresh tomatoes, with better quality, and they closed to-day practically at the same figures, there being little or no fluctuations in the market all week. It looks safe to buy tomatoes for prompt shipment.

During the week scarcely an article in the list of canned vegetables was neglected, though the bulk of the demand was for the same lines that have been active throughout the month, peas, string beans, sweet potatoes, etc.

There is no change in the peach situation here. The receipts of the fresh fruit for canning purpose averaged about the same in quantity, quality and cost to the canner as in the week previous. The offerings of the canned article continue exceedingly small. Think of it, not a case of unpeeled pie peaches offered for sale in the last two weeks, right in the heart of the canning season.

Gooseberries advanced from $1.05 to $1.20, and spot pears are nearly sold out. No new pears are offered yet; crop very short. Pie grated pineapples are getting scarcer. Every article in the line of canned fruits is strong, and so are cove oysters.

Yours truly,
THOS. J. MEEHAN & Co.

* * *

The Sugar Market.

New York, August 29, 1907.
Editor "Grocery World."

Dear Sir:—We have had a firm but dull market all the week. A few Porto Rico sugars have been sold at 3.92 cents, and that price is to-day the nominal quotation. The refiners will not make that bid for further lots, but a fair sized line of sugar, offered firm, could very likely be sold at 3.92 cents.

The raw market is firm, kept so by the comparatively small stocks left in the hands of the holders and the knowledge that those stocks will be needed by the refiners before the season's end. The strong statistical position of sugar and the advances in the European markets are counterbalancing the depressing effect caused by inactivity here and the more than adequate supplies for current needs held by our refiners; but the situation lacks the tone and life that should be present at this time of year, and the demand for refined has fallen into a rut, the country for the most part subsisting upon the stocks still left in the hands of the dealers, and the dealers replenishing upon a hand-to-mouth basis, fearful as to entering into new contracts with the refiners because of the reports coming in from all sections of the country regarding diminished fruit crops. The sugar stocks held throughout the country are being lessened every day, there has been a slight improvement in withdrawals here, the actual consumption so far this year still shows an increase over that for the same period in 1906, and there is yet no reason to suppose that the total for this year will be under that of 1906. The yearly increase of population means extra supplies to be provided and will probably offset the lessened demand caused this year by the damage to the fruits.

Europe's reports this week have been excellent. Prices there are higher, closing this afternoon at a figure almost up to their highest so far this season. Their quotation is now equal to 4.11 cents for raw beet sugar landed at New York. They are having a good trade demand and their markets are being upheld also through the light offerings, owners being wi ing to carry stocks in view of t probability of a continental be crop at least not exceeding th of last year.

The first Java cargo of this se son to arrive at New York ca in this week. New Orleans had Java cargo last week, the first arrive there in many years. It understood that two other Ja ships have orders to proceed New Orleans.

Refined Sugar.—The list pric of the American Sugar Refini Co., Howell, and Arbuckle, r main unchanged on a basis granulated at 4.90 cents, less per cent. cash, orders being plac at 4.80 cents. The Federal quot 4.70 cents, less 1 per cent. prom shipment, and 4.80 cents, less per cent. delayed shipment. Bu ness is a little better and with continued improvement a 10-poi higher market is to be expecte

Yours truly,
M. G. WANZOR & Co.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is b explained by the letter which appears below, and which was recently sent to "Grocery World." In the hope that a little such matter may be of interest and va to "Grocery World" readers, a short educational article along the lines indicated v appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Gunpowder Tea.

The Chinese name for this is Yuen Choo (round pearls). Its English name is derived from its irregular lumps which resemble the large grain of blasting powder. It is the finest kind of green tea, and consists of the early spring leaf buds, and particularly the fine hairy summits of the youngest branches of the shrub, which after being carefully picked are rolled and rounded by hand so as to have a granular appearance. One kind is known as Moyune, another as Imperial. Like other green teas gunpowder tea is prepared from the same plant as black teas, but roasted immediately after gathering, and in another manner.

Haddocks.

The haddock is a fish closely related to and resembling the cod, with similar arrangement of fi namely, three dorsal and two ve tral, also a similar barbule at e of lower jaw, but it may be di tinguished by its smaller mout and its first dorsal fin is mu more pointed. It has also a bla mark down the back, and on ea side of its body a round bla spot, just above the fin and behi the gills.

It is excellent fish when eith eaten fresh, or slightly salted a smoked.

Finnon haddock is so nam after the little fishing village Findon near Aberdeen, whe haddock-smoking with peat h attained the greatest perfectio Sometimes imitation Finnon ha docks are prepared without t aid of smoke, the fish being mer ly washed in acetic acid and wat and then hung up to dry.

quests for information in this Department ld tersely set out in full all the facts bear- on the case, and all questions should be ully framed to avoid misconstruction. e on one side of the sheet only. Letters ld be received at this office not later than day of each week to ensure an answer in Monday's issue following. The signature address of the writer must accompany all iries, and will be published unless there request not to do so. All inquiries re- d will be answered without charge. dress all communications to
Legal Editor Grocery World,
927 Arch Street.

Question: * * *—We hereby dly request information on the owing transaction: Some time spring we bought a deal on rn Kinks from one of our local bers which was as follows: th five cases (delivered), at a tain price, they agreed to mail our customers, of which we fur- hed a list, 185 souvenir postal ds, with coupons attached d for one package of Korn ks, this to be given free to h customer who would present coupon. Out of these 185 we eemed 145 coupons. Through pell of sickness we somehow ed to turn these over at an ly date. However, there was time specified when to do so. the meantime the jobbing house changed representatives. After my recovery I asked their new man whether they would still redeem the coupons and he said they would, that they were good any time. So about two weeks ago we had them ready and asked him to take them along. He then said they had quit redeeming them on the first of August, but they never notified us to that effect. But he agreed to take them along and try to turn them in yet for us, after which we received the inclosed letter. Now, can we hold them for this amount or must we lose it? If we can hold them for this amount can we deduct it from one of their bills when we pay it?

Answer.—The jobber's letter to the above correspondent is as follows:—

> In regard to the Korn Kink coupons given to our Mr. ————, would say that we cannot redeem them at this late date. The Korn Kinks people have failed, and we are told they are $3,000,000 in the hole, but are expecting to reorganize. In case they do we may be able to do something for you.

Two questions are involved here, first, who was the other party to the contract to redeem, in other words, who agreed to redeem these coupons, the jobber or the Korn Kinks Company; and, second, were they presented for redemption within a reasonable time? If the concern that actually promised to redeem was the manufacturer, and the jobber simply circulated the manufacturer's advertising matter among the retail trade, it is the manufacturer who has defaulted on the contract, and the only action which the correspondent has is against him. Naturally it would do him little or no good to bring suit against a bankrupt concern.

On the contrary, if it was the jobber, under his own name, who agreed to redeem, then he is responsible to this retailer for his failure to do so, regardless of the manufacturer's collapse. For the jobber, simply because the other party to *his* contract, i. e., the manufacturer, has defaulted, cannot get square by lying down on his own agreement.

But the jobber, in this view of the case, is responsible only if the correspondent presented his coupons within a reasonable time. What is a reasonable time is not always easy to determine. In this case the coupons were circulated in the spring, no date being set for their redemption. They were presented for redemption in August, which in my judgment is within a reasonable time. Clearly, after having induced this correspondent to buy goods on the strength of a coupon scheme which is without a date limit, the jobber cannot arbitrarily, some time after that, set a date beyond which redemption would not be made, without notifying every person who bought.

If the facts of this case are as I have outlined, I advise this correspondent that he can recover for these coupons from the jobber, and can set off his claim against any claim which the jobber may have against him; that is, he can deduct it from any bill which he owes the jobber.

Pickle Prospects Better.

Prospects for the pickle crop have improved. Rain in Wisconsin, Michigan and Illinois has made the outlook better, but the yield will be short notwithstanding. A canvas of the situation in the leading pickle States by a large Chicago operator shows that receipts so far have been light, owing to the backwardness

The Sun Never Sets
WHERE THE
BRILLIANT LAMP BURNS
and no other light **half so good or cheap.**
It's economy to use them, a saving of
50 to 75 per cent.
over any other artificial light, which is demonstrated by the many thousands in use for the last nine years all over the world. Write for G. W. catalog; it tells all about them and our system.
BRILLIANT GAS LAMP CO.
42 STATE STREET, CHICAGO, ILL.

Don't Get the Jobber Rubbed the Wrong Way
If you, Mr. Retailer, have signed any future canned goods contracts, ask your jobber what per cent. of your order he will absolutely guarantee to give you.
In most cases he will make no guarantee whatever. He can't, since the packer has made none to him.
In no case except one will he make a guarantee to deliver you all you ordered, or 100 per cent. That one case is where he buys *Blue Bell* or *Clover Farm* canned goods, for we, who sell those brands, always give a jobber 100 per cent. contracts on them, and the jobber can therefore give it to you.
The moral is to buy the brands that will give you what you buy.
STRASBAUGH, SILVER & COMPANY
ABERDEEN, MD.

Is This Your Idea of a Leader?
A great many grocers don't really know what a leader means; say a "coffee leader." To them it's just a coffee to be sold at a quarter.
In reality, a leader is a sample of your store; an illustration of your business methods; a thing by which the buyer can judge the rest of your stock; a bait to get orders for other things.
And all these offices a leader will fill—if it is our *Moco-Mo* Coffee. You can profitably sell it at 25 cents. It is a wonderfully good bean, but is made more wonderful by the fact that it is doubly packed. First, hot and fragrant from the roaster in a tight sealed bag, and second, in an outside carton, also sealed, "The coffee in the bag, the bag in the carton."
A superfine, profitable popular-priced coffee, kept fresh till consumed. That's *our* idea of a leader.
The John H. Fitch Coffee Co.
Importers, Roasters and Jobbers of High-Grade Coffees
YOUNGSTOWN, OHIO

of the growth, but the vines are looking healthy and the farmers now report expected good receipts from acreage planted if cold weather does not come too soon.

French Sardine Production Sharply Falling Off.

Consul Louis Goldschmidt, of Nantes, submits the following statistical report on the sardine catch in France for the years 1895 to 1906, inclusive, in kilos of 2.2 pounds:—

Years.	Kilos.
1895	13,405,683
1896	31,759,592
1897	44,681,138
1898	50,908,543
1899	28,480,666
1900	37,098,080
1901	38,964,511
1902	8,341,897
1903	9,444,369
1904	12,500,000
1905	9,300,000
1906	9,000,000

As will be seen by these figures the catch of sardines in France for the past five years has been much below normal. Sardine fishing along the coast for the present season began the latter part of June, and there are indications for a much larger catch this year if the fish keep coming to the coast, as the opening fishing seemed to indicate.

Magazine Notes.

A Rival to Sherlock Holmes.

Conan Doyle, Anna Katharine Green, and other writers of detective stories had better look to their laurels, for into their chosen field has come a new writer—new, that is, to that particular form of fiction—who seems destined to take a very high place. This is Carolyn Wells, who makes her debut as a writer of detective stories with a complete novel called "A Chain of Evidence," in the September "Lippincott's." Miss Wells' plot deals with the solution of a murder mystery in which the victim was killed in a way almost, but not quite, unknown in the annals of crime. The guilty party contrives to leave practically no clue, and the detective connected with the case—Fleming Stone—is hard put to it to ascertain who is the murderer. The reader is kept in suspense to the very end—the supreme test of a good detective story. In Fleming Stone Miss Wells has drawn a character decidedly original, and quite different from the Sherlock Holmes brand, such as we encounter in most modern detective stories. Other features of unusual interest in this September issue of "Lippincott's" are essays on "Queen Dolly" Madison and the poet Shelley, by Mrs. La Salle Corbell Pickett and George L. Knapp respectively, and short stories by Lloyd Buchanan, Elsie Singmaster, Elliott Flower, Joseph M. Rogers, E. Ayrton-Zangwill, Prince Vladimir Vaniatsky, and Robert Sterling Blair. The usual department of humor, "Walnuts and Wine," is brimful of laughs this month.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

An Iced Tea Window.

The accompanying illustration will give an idea as to what will be a very seasonable window.

First, get a good-sized Japanese parasol, open the same and hang upside down from the centre of the ceiling of the window; hang Japanese panels on the sides of the window.

Secure a large-sized thermometer, or if you cannot get one, make an imitation of one, and mark it about the degree that the weather has been the past few days, say, about 80 or 90 degrees, and hang it in a prominent place in the window.

Place a small table in the back of the window, and on this table place drinking glasses filled with tea or colored water to resemble tea, placing a straw in each glass.

To make it very realistic, place dolls on chairs at the table in the act of helping themselves.

Place a pyramid of package tea on either side of the back corners of the window, and finish up by filling the floor of the window with black tea, just enough to cover all bare spots, using the green tea to make the letters as shown in the illustration.

Place a card as shown with these words:—

> THIS IS THE WEATHER FOR ICED TEAS—TRY OURS.

This window is inexpensive and will attract the public to the window.

H. J. GUNDAKER,
Manager Coffee Department
of M. S. Miller & Co.
Lancaster, Pa., Aug. 25, 1907.

ASSOCIATION NEWS.

St. Louis.

The action of the St. Louis Butter and Egg Dealers' Association in notifying the retail trade that after September 1st all accounts will have to be paid by the 10th of the month and that failure to do so will cause such delinquents to be reported to the association secretary and all further credit stopped until the members of the association have been paid, meets with the full approval of the organized retail grocers.

St. Paul, Minn.

By far the most drastic measure which has been taken to make retail grocers more careful with credits is the action taken by the St. Paul (Minn.) Association, which proposes to impose a fine on all of its members who extend credit to a customer where there is an account which is unpaid after the thirty days which the association says is a reasonable time for payment.

The resolution, which was passed by the association a few days ago, is as follows:—

> Whereas, the retail grocers are required to settle each Thursday with the commission houses and pay their bills for purchases in full, and are required to settle and pay bills made with the wholesale houses each thirty days.
>
> Resolved, That the Secretary is hereby instructed to inspect the books of retailers, and in all cases found where credit is given customers exceeding the period of thirty days, impose a fine of $5.00 therefor.

This action was brought abo because members of the associ tion have become so careless collecting their accounts and forgetful of what the associatio recommended that a more seve penalty should be handed tho who are unmindful of the fact th collections must be made fro consumers if it is expected th the bills of the jobber are to paid.

McCaskey Register Sues for Infringement.

Three suits have been broug in the United States Circuit Cou for the Northern District of Oh at Cleveland, by the McCask Register Co. against the Ame can Case and Register Co., a also against Walter M. Elle Rollo M. Vick and Frank Mell, as officers of that compan These suits are for the infring ment of patents—one granted Benjamin P. Hazeltine and t granted to P. A. McCaskey, all which have been assigned to T McCaskey Register Co.

What's Your Most Valuable Fixture?

A number of representative groc were gathered together the other and the talk turned on the relative va of different fixtures. Every one of men present was one who fully app ciated the value of up-to-date fixtu of the store, and some interesting id were exchanged. The talk finally turn on the discussion of what each m considered the most valuable fixture his store, and out of sixteen men pres thirteen named the American slic machine. Two of the men present w large Chicago grocers, and the from various places out of town, pr cipally the smaller towns.

One of the thirteen expressed a reas for his belief very well when he sa "I suppose I have in my store as m up-to-date fixtures of one kind or other as any grocer in the country, a there are very few of them that h not proven of the greatest valu me. Many of them save me ti and labor, and save me considera money as well; but my American slic machine not only saves me time labor, and gets me a better profit ont each sale I make in this line, but satisfaction extends to my custom who are more than pleased at the ap tizing, uniform slices which we are a to give them. I do not think any of people who have once bought the m which we slice on our machine could persuaded to make their purchases wh only hand-slicing was the rule, and find that they tell their friends about also."

This man's experience has been same as that of thousands of other m chants, everywhere. Any store handl sliced meats, no matter how small trade in this line, cannot afford to without the machine. Your sliced m trade may be small when you start, it will not stay small for any length time after you have installed the m chine.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free of charge*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

NTED—Apples by the carload; any r variety, either dropped or hand-ed. Address Geo. F. Hoy, Hublers-g, Pa. 11

NTED—Grocery and specialty sales-, traveling in every part of United tes, to solicit subscriptions. Write for ticulars, "Grocery World," Philadel-a. tf

FOR SALE.

R SALE—General merchandise stock peremptory public sale. The under-ied will offer at public sale, on the prem-, in Quarryville Borough, Lancaster nty, Pa., on Saturday, September 7, 7, at 2.30 o'clock P. M., the entire stock erchandise of the general store of John McElhany. The stock consists of a fine, n, well selected variety of dry goods, ions, groceries, queensware, clothing, , caps, boots and shoes, etc. All trash unsalable goods have been eliminated a clearing sale held a year ago. A com-e inventory of the stock has been re-ly made by five experienced country chants and a careful record kept of all nt sales and purchases, all of which can een on application to the undersigned. storeroom in which this stock has been t and the business transacted can be ted, or arrangements can be made to p the stock there a reasonable time ding its removal. The sale will be emptory and upon favorable terms. ditions will be made known by Ross Collins, auctioneer or George W. Hen-Jr., assignee of John W. McElhany.

OTE—The location is one of the best rerooms in Lancaster County, in a build-of three stories. Quarryville is a town bout 1,000 population, the terminus of steam railroads, trolley line and two turnpike State roads. It is the only n of any considerable size in the ten er townships of Lancaster County. It two banks and does more business in a k than most towns of its size in a month. are opportunity is offered to obtain a fitable business on most advantageous ns. The site of the store is within 200 of the railroad, with terminals and ght depots. The building is in good dition, with an exceptionally fine cellar, ented, plate-glass front and side win-vs, and decidedly the best business site he town. 10

R SALE—Stock general merchandise, l inventory about $4,000; no old stock; to-date store; building 40 x 70, nearly v with skylight. Sales, $20,000, prac-lly all cash; no competition worth men-ing. Post Office in the building, pays o per year. One of the oldest and best wn stands in Northeastern Pennsylva-. Established 50 years. Located in beau-l country village surrounded by fine ning country; big lumbering industry hin three miles employing 50 to 75 men ending on us for supplies. Am positively ng out of business on account of health. ll reduce stock to $2,000 by November. t opportunity in the State to get an old ablished and big paying business with so all an investment. If you are looking a good paying business, don't look ther but write to-day for further particu-s. W. L. Burgess, P. M., Forkston, Pa. 11

R SALE—A nicely equipped cashier's k and office, 5 x 4 feet in size, made of low pine, with glass panels, brass rails, ging, cash drawers, etc., complete. Sub-ntial and ornamental in structure. Will l cheap. Address C. W. Reed, Spring d Calhoun streets, Trenton, N. J. 10

R SALE—Grocery store property, do-cash business in new and enterprising tion of Reading, Pa.; can give good rea-s for selling. For price and particulars dress or call on Kunibert Laible, S. E. r. Tulpenhocken and West Buttonwood eets, Reading, Pa. 10

FOR SALE—Hill refrigerator in good order, 9 feet high, 5 feet wide and 4½ feet deep. Will sell at a bargain. F. C. Van Horn, 152 Passaic street, Trenton, N. J. 10

FOR SALE—24-foot patent bins and shelves; also one 14-foot counter, patent bins, in best condition, almost new, finished in solid oak. L. W. McClain, 1313 South Twenty-second street, Philadelphia. 11

BUSINESS OPPORTUNITIES.

NOT A BETTER PLACE ON EARTH for a wholesale grocery house than Astoria, Ore. Live wire could control Alaskan trade. Two-thirds of the people of the world live on the Pacific shores; they all make regular business of eating. Young hustler ought to start co-operative company, or promote and locate it here. You would double your dollars in this business first year. Write Chamber of Commerce, Room 797, Astoria, Ore., for particulars. Remember, Astoria is only deep-water port on Columbia River, and is one of only five on Pacific coast.

EVERY ONE A GOOD CHANCE.

No. 236.—In best residential district of Norristown, Pa., one of the busiest towns in Eastern Pennsylvania. Store established for twenty years. Does $22,000 to $25,000 yearly on stock of $2,000. Uses one team, but horse not for sale. Nets 10 per cent. Owner going into other business and will sell at inventory. Take about $2,500. Can be greatly increased.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price inventory.

No. 258.—On North Tenth street, Philadelphia. Store 18 x 45. Does $350 per week, two-thirds cash. Stock about $1,000. Net profits 15 per cent. Uses one team. Good dwelling connected. Owner is in other business and cannot give time. Store established for thirty years and is making money. Good chance to handle meats. Price inventory.

No. 263.—In near Philadelphia suburb. Groceries and provisions. Store 40 x 40 feet. Yearly business, $25,000, half cash. Stock carried, $1,500. Net profits 15 per cent. Good dwelling connected. Uses two teams. Business established and prosperous. Good reason for selling. Price, inventory.

No. 266.—In Montgomery County, Pa., just outside Philadelphia. Only store in suburb. Store 30 x 60, with two back rooms, stable and large yard. Does $22,000 yearly, half cash. Stock $4,500. Uses three teams. Post-office in store, paid last year $332. Actual net profits, outside post-office, 8 per cent. Lack of capital cause of selling. Or will take good partner. Price inventory. Fixtures can be rented with store.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 269.—In Chestnut Hill, Philadelphia. Store 15 x 30 feet. Weekly business, $350, two-thirds cash. Stock about $800. Uses one team. Dwelling connected for rent, if wanted. This business nets 15 per cent. clear. Death of partner compels sale. Price inventory.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 288.—In West Philadelphia. Store 15 x 27 feet. Does $400 to $425 weekly, all cash. Clears $40 cash every week. Uses one team. Good house connected for sale or rent. Owner has a saloon license and must sell store. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 296.—In best northern residential Philadelphia suburb. General provision store. Opened April 1, 1907, and did $175 the first week. Last week in June, 1907, did $376. Stock about $1,000. Business thoroughly profitable, paying clear above everything $70 per week. Owner has other business and cannot attend. Splendid chance for increasing. Price inventory.

No. 300.—In busiest part of Columbia avenue, Philadelphia. Store 22 x 40 feet. Does $30,000, half cash, balance weekly and monthly. Stock $1,200. Uses one team, hiring the horse when needed. Cleared last year 10 per cent. on groceries and 30 per cent. on truck. Owner is retiring from business and will sell at inventory. Ice-box built in and will be rented with store.

No. 303.—In Frankford, Philadelphia. Size 20 x 20 feet (double store). Does $400 weekly, two-thirds cash. Stock $1,000. Good dwelling connected. Uses one team. Clean net profits 20 per cent. This store has been established forty years, and is a splendid proposition. Family reasons, which will be explained.

No. 304.—In one of the highest grade Philadelphia suburbs, only grocery store in place. Handles groceries, meats and provisions. Does $38,000 yearly, stock, $2,000 to $2,500. Uses three teams. Sells the very finest trade and gets good profits. This business nets $3,000 a year above everything. Good house connected. Owner retiring. Price, inventory, favorable terms.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,500-$2,800. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

o o o o o o o o o o o o o o o o o o o o o o o o o o
o o
o DO YOU WANT TO SELL o
o YOUR BUSINESS? o
o We find buyers for grocery and o
o general store businesses—nothing o
o else. We are specialists in that and o
o we know what we are about. o
o In the term "grocery stores" we o
o include butter and egg stores, tea o
o and coffee stores, green groceries and o
o anything else in the same line. o
o If you want to sell your business, o
o we have a customer. If you want to o
o buy one, we know where something is o
o that we're sure will suit you. o
o Write, call or telephone. o
o WARNER & CO., o
o 927 Arch Street, Philadelphia, Pa. o
o o
o o o o o o o o o o o o o o o o o o o o o o o o o o

THE BIGGEST GROCERY STORE BARGAIN OF THE YEAR.

We offer one of the best grocery stores in suburbs, seven miles from Philadelphia, only one other store. Does $40,000 yearly. Stock $1,500. Uses three teams. Net profits, clean 10 per cent. Dwelling connected. Owners both seriously ill and must sell immediately. Fixtures and teams are fairly worth $1,800, but will sell for $1,000. Stock inventory. A clean, handsome, active store. Fullest investigation.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THE ONLY STORE IN THE PLACE.

This seems like a rare chance. We offer the only grocery, meat and provision store in high-class Philadelphia suburb. Does $38,000 yearly to very best trade; quarter cash, quarter weekly, balance monthly. Stock, $2,000 to $2,500. Business has been established for several years and the owner sells only because he has a stock farm which he likes better. Comfortable house connected. Clean and clear net profits 8 per cent. Price, inventory, half cash, balance any fair terms well secured.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

SALESMAN WANTED—Scotch herring firm, opening branch in New York, requires first-class salesman for Aberdeen canned fish, Scotch and Holland cured herring, Irish and Norway mackerel and some knowledge of German herring trade; only those who have been in the trade need apply. Address Herring, care "Grocery World," Philadelphia. tf

WANTED—Salesman to handle the best jar ever put on the market. Salesmen for manufacturers' agents preferred. Address Kerr Glass Mfg. Co., Portland, Oregon. tf

WANTED—Grocery clerk; counter hand and first-class solicitor; one who is used to first-class trade, for suburban store near Philadelphia; good wages to the right man. Address S 29, care "Grocery World," Philadelphia. 14

SITUATION WANTED.

POSITION WANTED—Grocery and general store clerk, 10 years' experience, desires position as manager or chief clerk in above lines; age 28 and married. Good reasons for leaving present position. Will entertain proposition to purchase paying grocery or general store. A 1 references. Address B 28, care "Grocery World," Philadelphia. 11

POSITION WANTED—By a man age 40 years, married, as a salesman to travel for a reliable grocery, drug, or tea and coffee firm in northern Pennsylvania or southern New York. Twenty years' experience as manager of a general store in the country. Reference. Address stating salary, etc., Box 205, Hankins, N. Y. No fakers need answer. 11

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

"Make a Front"

Good advice though a little slangy

Our printed posters are cheaper than painting them yourself, only 2c. apiece, extra price included, and make the front of your store up-to-date and very greatly increase your trade. Samples for postal.

GROCERS' PRINTING CO.
66 N. Fourth St. Philadelphia

An Inflamed Tendon

Needs Cooling

ABSORBINE

Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. No blister; no hair gone; and you can use the horse. $2.00 per bottle delivered. Book 2-B free.

Absorbine, Jr., for mankind, $1.00 bottle. Cures Strained Torn Ligaments. Allays pain quickly. Genuine mfd. only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass

A profit of $22.50 on a gross

That is what you can make by handling

German Fir

the cough cure that is guaranteed. A 25c. bottle free upon request. Write for our advertising offer.

Dilliard Remedy Company
EAST BANGOR, PA.

Good Morning
How's Your Bank Account?

A larger Fall business than ever awaits the grocer who follows up-to-date methods to secure it. One such plan, sure but most inexpensive, will be explained to you if you write for it, using your letter head or enclosing a business card. No charge for complete details. Address

W. H. RIGHTER
150 Nassau St. NEW YORK

this is "Club Cocktail" Pineapple time

Club Cocktail Pineapple is one of the most vigorous sellers Martin Wagner Co. has ever put on the market. Surely you want a case.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Would You Like to Make More Money on Foreign and Domestic FRUIT?

If you would write us, we will tell you what to buy, when to buy and where to buy. We know this business like you do yours, and we expect to make you a customer by showing you how to increase your profits.

If you want to keep posted on the Foreign and Domestic Fruit and Produce Market, write

R. DAETWYLER & CO.
New Market and Callowhill Streets
PHILADELPHIA

FOREIGN AND DOMESTIC FRUITS.

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, September 2d. Terms, net 10 days.
First orders must be accompanied by references.

JAMAICA BANANAS.

Jumbo bunches, 10 hands, extra fancy	$2.00 per bunch
Selected, 10 hands,	1.85 per bunch
Selected, 9 hands, packed 2 in crate	1.70 per bunch
Selected, 9 hands, packed in barrels	1.65 per bunch
Selected, 8 hands, packed 1 in crate	1.25 per bunch
Selected, 8 hands, packed 2 in crate	1.20 per bunch
Selected, 8 hands, packed 3 in crate	1.15 per bunch
Selected, 7 hands, packed 1 in crate	.90 per bunch
Selected, 7 hands, packed 2 in crate	.85 per bunch
Selected, 7 hands, packed 3 in crate	.80 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.40 per bunch
Selected, 8 hands	1.10 per bunch
Selected, 7 hands	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

CALIFORNIA LATE VALENCIA ORANGES.

Fancy, 80 size, per box	3.50
Fancy, 96 size, per box	3.75
Fancy, 112 size, per box	4.00
Fancy, 126 size, per box	4.50
Fancy, 150 size, per box	5.50
Fancy, 176-200-216	6.00
Fancy, 250-288	5.50
Extra Choice, 80 size, per box	3.25
Extra Choice, 96 size, per box	3.50
Extra Choice, 112 size, per box	3.75
Extra Choice, 126 size, per box	4.75
Extra Choice, 150 size, per box	5.00
Extra Choice, 176-200-216, per box	5.00
Extra Choice, 250-288, per box	5.00

Both oranges and lemons continue scarce and high. Our quotations, however, are for the very best brands, which are bound to please you.

FANCY CALIFORNIA AND MESSINA LEMONS.

Fancy California, 240 size, per box	
Fancy California, 270 size, per box	
Fancy California, 300-360 size, per box	
Fancy Messina, 300 size, per box	5.00
Fancy Messina, 360 size, per box	5.00 to 5.50
Choice Messina, 300 size, per box	4.50
Choice Messina, 360 size, per box	4.50

CALIFORNIA FRUITS.

We are receiving daily all varieties of California pears, plums, peaches, grapes, etc., which will be shipped at lowest market prices on day of shipment. The quality never was finer.

ONIONS.

REGULAR BUSHEL CRATES.

Strictly Fancy White, per hamper	2.00
Strictly Fancy Yellow, per hamper	1.85
Bermuda, Prime, per crate	
Fancy Valencia Onions, per crate	1.15

VEGETABLES.

We carry a full line of vegetables in our truck department, but as the market fluctuates daily on this line of goods, orders will be filled at lowest ruling market prices on day of shipment.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

acked in paper-lined fancy bags or paper-lined sugar barrels.

	Per lb.
A" Java	.26
B" Java	.24
C" Java	.21
—Java and Mocha Blend	.24
—Java and Mocha Blend	.22
A" Mocha	.24
B" Mocha	.22
C" Mocha	.20
aguayra (Washed Caracas)	.18
A" Maracaibo	.18
B" Maracaibo	.17
A" Santos	.18
B" Santos	.16
C" Santos	.14
eaberry Santos	.14
A" Rio	.13
o. 1 Rio	.12
o 2 Rio	.10
ipton Special Mocha and Java, 1 lb. cans	.27
ipton Perfection, 1 lb. cans	.20
attleship, 1 lb. packages, any quantity	.15
og Cabin, 1 lb. packages, 100 to case	.14
rbuckle's, 100 lbs. to case	
ing Bee, 100 lbs. to case ...per case	15.00

TEA.

	Per lb.
o. 25 Gunpowder	.24
o. 28 Gunpowder	.35
est Gunpowder	.45
o. 25 English Breakfast	.20
o. 28 English Breakfast	.33
est English Breakfast	.40
o. 25 Moyune Gunpowder	.33
o. 28 Moyune Gunpowder	.38
est Moyune Gunpowder	.50
o. 25 Imperial	.33
o. 28 Imperial	.35
est Imperial	.50
o. 25 Oolong	.28
o. 28 Oolong	.35
est Oolong	.45
oung Hyson	.35
apan	.35
eno ⅛ and ¼ lb. packages	.50
ilver Moon	.27
ilver Bell, 1 lb. packages	.25
alada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ...per doz.	.90

CANNED VEGETABLES.

	Per doz.
aked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1 50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb, plain, 2 doz	1 45
Wagner's, 1 lb., tall, 4 doz	.48
Wagner's, 3 lb., plain, 2 doz	.95
Wagner's, 3 lb., sauce, 2 doz	1.00
Excursion, 3 lb., sauce, 2 doz	85
Saratoga, 2 lb., 2 doz	.50
orn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.90
Standard Shoepeg, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	.75
Belmont Cream, 2 lb., 2 doz	85
Winorr Brand Kernelled Corn, 2 doz	1.45
eas—	
Rowe & Co., extra sifted, 2 doz.	
Belle Brand, 2 doz	.90
Little Fellow, 2 lb., 2 doz	1.40
Rob Roy, 2 lb., 2 doz	1.00
Pin Money, petits pois, 2 doz	1 50
Pin Money, standard early June, 2 doz.	1.20
French, extra fins, 100 in case, per case,	18.50
in Money Combination—	
2 lb., 2 doz	.90
idney Beans—	
2 lb., 2 doz	.75
ima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1 00
Little Darling, 2 doz	1.30
umpkins—	
3 lb., 2 doz	.85
Gallons	
tring Beans—	
2 lb., 2 doz	.75
in Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.10
1 lb. Pulp, for soup	.48
uccotash—	
2 lb., 2 doz.	.95
omatoes—	
Pin Money, whole, 3s, 2 doz	.95
Standard, 3s, 2 doz	.92½
Gallon, ½ doz.	3.00
Fair Quality, 3s.	.90
2s, 2 doz	.75

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	
Jockey, 1 lb., tall, 4 doz	1.40
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.60
Sockeye, ½ lb, flat, 4 doz	1.25
Crab Meat—	
½ lb., 4 doz	1.00
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label. ½ lb., flat, 8 doz	2.60
Beaver, ½ lb., flat, 8 doz	2 30
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz	1.15
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1 10
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil. 100	3.50
¼ lb., oil, with key, 100	3.75
Glen Cove, ¼ oil, 100	4 00
¼ Mustard Sardines—	
Gold Label, 100 cans	6 50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
¾ Crown Mustard, 50 cans	4 00
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.50
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
Gilbert, 100 cans	9 00
Le Glitzic, 100 cans	
Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	9 25

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.00
Blackberries, 2 lb., 2 doz	90
Blueberries, 2 lb., 2 doz	1 15
Cherries, 2 lb., 2 doz	1.40
Gooseberries, 2 lb., 2 doz	1.15
Pie Peaches, 3 lb., 2 doz	1 35
Pears, 3 lb., 2 doz	1.[illegible]0
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 50
Grated Pie Pineapples, James, 3 lb., 2 doz.	.95
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1.35
Standard Peaches, Rialto, 3 lb., 2 doz	2.25
California Apricots, 2 doz	
California Cherries, 2 doz	
California Peaches, 2½ lb., 2 doz	
Wheeler Peaches, 3 lb., 2 doz	2.00
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.11
Evaporated, 1 lb packages, 4 doz	.12
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.15
Best, 25 lbs	
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.09
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ...per doz.	
Citron—	
American Brand, 10 lb.	.20
American Brand, 25 lb.	
Dates—	
Package, 30 1 lb.	.06
Stuffed, 1 lb ...per doz.	
New Prunes—	
40- 50, 25 lbs	
50- 60, 25 lbs	.08¼
60- 70, 25 lbs	08
70- 80, 25 lbs	.07¼
80- 90, 25 lbs	.06¾
90-100, 25 lbs	.06¼
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs.	
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs. ...per box	2.10
Seedless Muscatels, 50 lbs	
Seeded, 36 1 lb. packages	.13½
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¾
No. 2 Head, bbls. or 100 lb. sacks	.05¾
No. 3 broken, bbls. or 100 lb. sacks	.04¼
Japan, 100 lb. sacks	05½

SALT.

	Per sack
Fine Table, 224 lbs	1.03
Kiln Dried	1.08
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ...per cwt.	.95

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	1.95
Lady Washington Beans, about 200 lbs. to bag	2.05
Green Peas, dried, about 165 lbs. to sack	
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¾
Imported Lima Beans, about 90 lbs. to sack	.06¾
Split Peas, 210 lbs ...per bbl.	7.50
Less quantity	.04
Lentils, about 100 lbs. to sack	.09½

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O.	.43
Kingsland, N. O.	.32
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.29
Gold Medal	.30
King Syrup	.30
No. 12 Syrup	.18
No. 6 Amber Syrup	.27
California Amber Drips, 2 lb. cans, 2 doz.	1.75
California Amber Drips, 2½ lb. cans	2.00
California Amber Drips, 3 lb. cans, 2 doz.	2.30
California Amber Drips, ½ gal. cans, 1 doz.	1 95

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.85
Fine Granulated, 100 lb. sacks	4.85
Confectioners' A	4 80
No. 1. A	4.75
Light Yellow	4 35
Fine Granulated, 2 lb. bags	5.15
Fine Granulated, 5 lb. bags	5.05

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	3 85
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.20
Red Cross, 4 doz	4.20
Star, 4 doz	4.20
Dime Brand, 4 doz	3.55
Lion, 4 doz	4 20
Banner, 4 doz	3.85
Hires' Silver, 4 doz	4.15

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4 00
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3 35
Our Pet, baby size, 6 doz	2.91
Peerless, small size, 4 doz	2 00
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ...per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ...per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl White Floating	100	4.00
Ark	100	1 88
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4 20
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3 50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.65
*P. & G. Oleine	60	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.50
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2 08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box.
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3 25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb.	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1 90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New Yor

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.40@.45
Choice, barrels	.38
Good, barrels	.26@.30
Fancy, quart jars, per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@.35
Ordinary	.22
Blended, fancy	.34
Blended, choice	.30
Blended, good	.28
2-lb tins, 3 dozen, per case,	2.80
Quarts, 2 dozen, per case,	2.80
Sngar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.28@.30
Tins, 2-lb., 2 dozen, per case,	1.95
Tins, 2½-lb., 2 dozen, per case,	2.25
Tins, 3-lb., 2 dozen, per case,	2.50
Tins, 5-lb., 1 dozen, per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 100@110	
Georges count 110@115	23.00
Medium Irish 2s, count 325@375	15.00
Norway, count 400@450	
Norway, count 300@350	18.50
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.13
Halibut, fancy chunks, Iceland, 20 lbs	
Bloaters, Cromarty, 100s	

TEAS.

Gnnpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
mperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.13@.18
Superior to fine	.22@.30
xtra fine to finest	.35@.40
oicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.20@.25
Basket-fired—Superior to fino	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.11
ng—	
mon to fair	.13@.15
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
ouchong—	
Common to fair	.14@.18
Superior to fino	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

ava—Mandheling—Fancy brown	.34
Old Government—Best	.27
Old Government—Choice	.25
Old Government—Prime	.23
Old Government—Good	.21
Imitation	.20
African	.20
Mocha—	
Genuino Arabian	.23
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choico	.16
Cucuta—Primo	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.30
Cinnamon, Mats	.10½
Cinnamon, Twaio	.17
Cinnamon, Ceylon	.21@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.80
Cloves, Zanzibar	.19@.20
Cloves, Amboyna	.22
Cloves, Penang	.30@.35
Ginger, African	.08
Ginger, Jamaica, bleached	18½@.20
Ginger Jamaica, unbleached	.17@.19
Ginger, Calcutta	.08
Nutmegs, 75– 80s	.25@ 35
Nutmegs, 105–110s	.18@.20
Nutmegs, 130–140s	.15@.18
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.39½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Extra white 2½s, unpeeled Calif.	
Standard white 2½s, Calif.	
Tips, green, 1s	
Tips, white, California, 1s	
Beans, Baked—	
Standard, plain 1s	.42½
Standard, plain or sauce, 2s	.50@ .60
Standard, plain or sauce, 3s	.70@ .85
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.50@1.60
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.60
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	.60@ .80
Beans, Stringless—	
Fancy 2s	2.25@2.50
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1.10@1 15
Fancy New York 2s	.90@1.00
Standard New York 2s	.75
Maryland 2s, Maine Style	.75@ .80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.30@1.35

—3—

Telephone 2s	
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.15@1.20
Soaked 2s	.75@ .80
Succotash—	
Extra fancy Maine 2s	1.25
Fancy Maine 2s	1.00@1.10
Extra standard 2s	.75@ .90
Pumpkin—	
Fancy, 3s	.85@1.15
Fancy, gallons	2.75
Squash—	
Fancy 3s	1.15
Tomatoes—	
5½-in. cans, fancy New Jersey	1.50
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	4.50
Gallons, extra standard Maryland	4 25
Quarts, glass jars	
Beets—	
Fancy Strawberry 3s	1.50@1.75
Cut 3s	1.00@1.10
Sweet Potatoes 3s	.90@1.00
Sauer Kraut 3s	.80@1.10
Spinach—	
Standard Maryland 3s	1.45@1.50
Fancy New Jersey 3s	1.50@1.75
Gallons	4.75

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.30
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	3.00
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.75
Extra 2½s	3.00
Extra standard 2½s	
Fancy 3s	
Standard 2½s	
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.75
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s.	3.50
Extra standard 2½s	

EASTERN.

Pears—	
Choice New York 2s	1.50
Choice New York State 2½s	2.60
Standard 2s	1.25
Pineapples—	
Sliced or grated 2s	2.00@2.20
Sliced or grated 1s	1.00@1.10
Pie, grated, gallons	3.60
Singapore 1½s	1.15@1.25
Plums, egg, 3s.	
Plums, gage, 3s	
Apples—	
Gallons	3.25
Strawberries—	
2s, fancy	2.50
2s, extra	
Raspberries—	
Red, fancy, 2s	1.80
Standard 2s	

FISH.

Lobster—	
Flat 1s	4.50
Flat ½s	2.50
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	
Medium Red	
Red 1s	1.25@1.35
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.10
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.15
Smyrna Sult., fancy, 6 cr., 30 lbs	
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

Loose Raisins—	Per l
Valencia, 4 cr., 28 lbs	
California, 4 cr., 50 lbs	
California, 3 cr., 50 lbs	
California, 2 cr., 50 lbs	
Figs—	
Baskets, 1 lb. and 2 lb.	.15 @.
Layers, 2¾-in., 10 lbs	.0
2½-in., 12 lbs	
2¼-in., 12 lbs.	
2-in., 12 lbs	
Currants—	
Fancy, 1-lb. cartons	.1
Cleaned, 1-lb. cartons, choice	.0
Bulk, choice, 50 lbs	.0
Natural, choice	.0
Citron—	
According to quality	17 @.2
Lemon Peel—	
According to quality	.11 @.1
Orange Peel—	
According to quality	.11½@.1
Fard Dates—	
60 lbs., bulk	.06 @.
1-lb. pkgs., 30-lb. case	.0
Persian Dates—	
60 lbs.	
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.1
30x40, choice	.1
40x50, choice	.(
50x60, choice	.0
60x70, choice	.0
70x80, choice	
Choice. 50-lb. box—	
60x70, 80x 90	
70x80. 90x100	.0
Prunes in cartons—	
Fancy 40x 50	.1
50x 60	.1
60x 70	.0
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	
40x50	
Apples—	
Fancy, 50 lbs.	.1
Fancy, 1-lb cartons	
Prime, 50 lbs.	.1
Choice, 1-lb. cartons	.1
Peaches—	
Fancy, peeled, 25 lbs.	.2
Unpeeled, fancy, 25 lbs.	.1
Extra Choice Muir	
Apricots—	
Royal, extra fancy, 25 lbs	.2
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.2
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	@.5
Valencia, 28 lbs	.36 @.4
Flot, shelled	
In shells—	
California P. S., 80 lbs	.2
French Princess	
Tarragona, 120 lbs	.1
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.1
Filberts—	
Turkish	
Sicily, 130 lbs	.1
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.1
Pecans—	
Polished, 80 lbs	.16 @.1
Louisiana Paper Shell	
Walnuts—	
Chili, 1907 crop	1
Grenoble, 220 lbs	
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.1
Extra choice, boxes, 25 lbs	.1
Choice, bags, 125 lbs	.1

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@18.0
French quarters, boneless	
French quarters, with bones	14.50@18.0
High quarters, boneless	24.50
Halves, boneless	15.00@38.0
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.0
Mushrooms, ½s, accord'g to qual.	25.00@35.0
Mushrooms, ¼s, accord'g to qual.	15.00@18.0
String Beans, according to qual.	12.00@17.0
Lima Beans, according to quality	18.00@20.0
Brussels Sprouts	12.00@16.0
French Macaroni, cartons, 25 lbs., per lb.	.08@ .0

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office; it being undersiood that all prices are subject to market fluctuations.

ADVANCES.	Column.
Butter, all grades	7
Eggs	27
Rolled Oats	29
Oat Meal	29
Pure Lard	44
Dressed Poultry	45

DECLINES.	Column.

ADDITIONS.	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammunition	4
Axle Grease	5
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	5
Barley	29
Baskets	62
Bath Brick	59
Beans	29
Blacking, Shoe	6
Bluing	6
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	28
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	15
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	30
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	42
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Puddine	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	55
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	60
Tacks	59
Tapioca	30
Tar	48
Teas	1
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

Confectioners' Lozenge	5.25
" Powdered	5.25
" Crown A	5.45
" Crystal A	5.10
" Coarse Granulated	5.35
Eagle Tablets	6.38½
Crystal Dominoes	7.35
Cut Loaf	5.80
Patent Cubes	5.35
Powdered	5.20
Extra Fine Granulated	5.20
Coarse Granulated	5.20
Granulated	5.10
Fine Granulated	5.10
" in 50-lb. bags packed 2 in 100-lb. bag	5.15
" in 25-lb. bags packed 4 in 100-lb. bag	5.15
" in 10-lb. bags packed 10 in 100-lb. bag	5.25
" in 5-lb. bags packed in bbls	5.30
" in 5-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. bags packed in bbls	5.40
" in 2-lb. bags packed in 100-lb. bags	5.40
" in 2-lb. cartons in cases	5.30
" in 2-lb. paper packages in cases	5.30
Confectioners' A	4.90
1—Keystone A	4.85
2—American A	4.80
3—Centennial A	4.75
4—California A	4.70
5—Franklin B	4.65
6—Keystone B	4.60
7—American B	4.55
8—Centennial B	4.50
9—California B	4.45
10—Franklin Extra C	4.40
11—Keystone Extra C	4.35
12—American Extra C	4.30
13—Centennial Extra C	4.25
14—California Extra C	4.25
15—Franklin C	4.25
16—Keystone C	4.25

TEA.

	Per lb.
JAPANS—Basket-fired	18 @ 35
JAPANS—Pan-fired—Common to Fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	13 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	13 @ 20
Choice to extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	17 @ 38
CEYLON—Common to Fine	17 @ 40
ENGLISH BREAKFAST—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

	In ¼ & lb.	In ½ lb.
Ceylon and India, No. 1	.45	.47
" " " 2	.40	.42
" " " 3	.35	.37
Black and Green, " 1	.45	
" " " 2	.40	
English Breakfast, " 1	.45	
" " " 2	.40	
Formosa Oolong, " 1	.45	
" " " 2	.40	

Connter box, 30 ten cent tins, only packed in No. 1 quality, $2.00

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, " "	.60
Ex. Gold, " "	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Snn-Flower	.50
Mixed (Green and Black), "	.50
Formosa and Oolong, "	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades ... per doz.	.90

Carlcol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. "	.22½
½-lb. "	.23
¼-lb. "	.23½
⅛-lb "	25

Spring Garden Tea—

100 lb. barrels ... per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

McCormick & Co's, Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

—3—

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz., per doz.	.85
" " " quarts, 1 " "	1.40
" " " " 3 " "	1.40
" " " ½ gals. 1 " per bbl.	2.50
Colburn's, 16 oz., 2 doz ... per doz.	.75
" quarts, 1 " "	.90
" " 3 " "	.90
" ½ gals. 1 " ... per bbl.	1.80
Violet, pints, 2 doz ... per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross ... per gross	9.25
Mica, ¼ gross "	8.40
Peerless, ¼ gross "	4.40

BAKING POWDER. Per Doz

Davis' O. K., ¼-lb., 4 doz ... per doz.	.45
" ½-lb., 3 " "	.90
" 1-lb., 2 " "	1.65
" 5-lb., ¼ " "	7.20
Cleveland's, 10-c. size, 4 doz ... per doz.	.84
" ¼-lb., 4 " "	1.23
" ½-lb., 2 " "	2.28
" 1-lb., 1 "	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
" ½- " 2 doz. cases	.90
" 1- " 1 "	1.65
" 5- " 6 cans in case ... per lb.	.12
Sea Gull, 6 oz., glass, 4 doz	45
Parrot and Monkey, 4 doz	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass, 4 doz	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl ... per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz ... per doz.	.45
10c.-can, 4 doz. in box "	.90
½-lb. cans, 2 doz. in case "	1.25
1-lb. cans, 1 doz. in case "	2.50
Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1 lb. cans, per doz.	2.25
" " " ½ lb. " " "	1.25
Sea Foam Baking Powder—	
¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

—4—

Boston Brand, 5 lb. size, ¼ doz. case...per doz.	12.00
" 1 " 1 " ... "	2.50
" ¼ " 2 " ... "	.55
" ¼ " 3 " ... "	.75
Purity Brand 5 " ¼ " ... "	6.00
" 1 " 1 " ... "	1.50
" " 3 " ... "	.80
" ¼ " 3 " ... "	.45

BLACKING—Shoe. Per Gross.

Shinola ... per doz.	.75
Shinola, ½ gross in box, with 8 brushe sand danbers or rug, free ... per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz ... per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M ... per ½ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ½ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.10
T. M. French ... per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Browns, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co.—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@ 08½
" Choice	@.08
Santos Peaberry, extra fancy	.10
" Choice	@.09
" Fancy	.09¼@.09½
Maracaibo, Strictly Fancy, Mild	.11½@.11¾
" Choice	@.11
Washed Caracas, Fancy	.12½@.13
Java, Extra Fancy Old Government	@.19
" Extra Fancy	@.18½
" Fancy	@.18
Mocha, ½ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocba Seed, Santoz, Cboice	@.10½

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.13
" Prime	@.11½
" Choice	@.09½
Santos, Extra Fancy	.13½
" Choice	@.12½
" Fancy	@.13
Laguayra, Fancy	@.14
Maracalbo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.24½
" Fancy	@.23½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.18½
Eureka	.15½
Leader	.18
Jap	.13
Special, No. 6	.12½
Special Drive	.12

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 35/100
Lion	13⅛	13¼
B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins,	.26	
Saindo, lbs	.20	
" 50-lb. tins	.19	
" barrels	.18	
Viv, lbs	.16	
" 50-lb. tins	.15	
" barrels	.14	

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20
Packed in 30 and 60 pound cases.	
German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18
Tumbala, 60 or 100 1-lb. cartons	.16
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, M. & J. Blend, 40 or 60 1 lb. tins	.27½
Tourist, M. & J. Blend, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E L. C., 100 lbs. to case	.15
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box ... per box	3.90
12 tins in box ... per carton	.95
2 lb. tins ... per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans ... per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends ... per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin ... per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross ... per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06⅛
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04⅜
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Gun Caps, E. B ... per M	.60
Gun Caps, musket ... per M	.65
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB. bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.28
" First, "	.27
" Second, "	.26
" Third, "	.25
" Imitation, 30-60 lbs	.24
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.29
Ladles, 30-60 lbs., bakers' use	.23
Print Butter:—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.	.32
B. B., E. D. brands, 20-50-lb. boxes	31
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes	.30
Sheaf ("400") Elgin, 20-50-lb. boxes	.29
Sheaf	.25-.28
B. S. Gilt Edge, cartons	.32
Gurnse, pounds or half pounds	.30
Belle Spring	.28

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.11½
" 16's, "	.12½
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	09¾
Bright Light, " " ... per box	2 35
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	
Martha Washington, long 12s ... per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints ... per gross	4.35
Mason's, quarts ... per gross	4.60
Mason's, half-gallons ... per gross	6.50

—8—

Jelly Tumblers—	
Barrels, 22 doz ... per doz. (No charge for barrels.)	.16
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.75
Mason's Caps and Rubbers, ½ gro., "	2.05
Jar Rubbers—	
Lip, wide ... per gross	.8
Acme, wide, 1 doz. cartons ... per lb.	.45
" medium, 1 doz. cartons ... "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium ... per lb. (25 lb. lots 1 cent per lb. less.)	.25

COOKING HERBS.

Autumn brand, Sweet Marjoram ... per doz.	.25
" Sage ... "	.25
" Thyme ... "	.25
" Savory ... "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory ... per case	1.00
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—	
⅛-lb. cartons, 1 doz ... per doz.	.40
¼-lb. " " ... "	.75
½-lb. " " ... "	1.25
¼-lb. screw cap bottles, 2 doz ... per doz.	.90
¼-lb. square cans, 2 doz ... "	.80

CANNED GOODS.

	Per Do
Tomatoes—	
Frying, Good Luck Brand	1.15
DuBois' Frying	1.22
Jersey King, No. 3, Standard Jersey	1.02
Blue Hen Chickens, No. 3	1.00
Rio Grande, fancy, Jersey	95
Silver Lake, fancy, Jersey	1.20
Bull Dog, No. 2	.67
Lima Beans—	
Tinsley's, extra small	1.35
Turkey, fancy, Jersey	1 10
Silver Lake	1 10
Boyer's, Fancy	
Oxford, Maine packed	.87
Lanfair, 2s	.65
String Beans—	
Red Jacket, small	1.55
Cloister, fancy N. Y	1.45

Make a Leader of Spring Garden and It Will Make a Leader of You

For it is the finest Tea ever blended at the price we sell it for. Your customers will keep coming back for it at 60 cents per pound, and we sell it to you at

In 100-lb. Barrels	18	cents per lb. net
In 5-lb. Silver Bags (Packed in cases containing 100 Pounds)	19	cents per lb. net
In 1-lb. Silver Bags	19½	cents per lb. net
In ½-lb. Silver Bags	20	cents per lb. net
In ¼-lb. Silver Bags	21	cents per lb. net

Thomas Martindale & Co., Philadelphia, Pa.

Guaranteed Meat Products

From now on the wise grocer will sell only meat products that are absolutely guaranteed to conform with all the rigid laws—pure food and inspection—to which the packer is now subject.

Our **Vienna Sausages, Bolognas** and **Smoked Tongues** are among this extremely limited class.

Delicious and superfine products!

M. ZIMMERMAN COMPANY

Main Office: 318-24 East Houston St., N. Y.

Branch Offices: 717 N. Second St., Phila., Pa., and 125-27 Fulton St., Boston, Mass.

Buy Your Cheese and Delicatessen Here

You should buy your cheese, your delicatessen and your fancy groceries from me because I not only have made a specialty of these goods but because I carry full lines of all of them and can in most cases sell you cheaper than you can buy elsewhere.

All my goods are strictly high grade and from the best manufacturers in the world.

Let me quote you prices.

CARL WILDE, 357 N. Second Street, Philadelphia

—An Out-of-the-usual Specialty—

No grocery store with just the hackneyed groceries—sugar and soap and cheese—ever does a very large business or makes much money.

It's the store with the snappy little specialties—the new things—the out-of-the-usual things—that charms the extra pennies out of people's pockets and gets ahead.

Bismarck Heringe is one of these out-of-the-usuals. It's a foreign canned fish specialty, delicious and appetizing, and not even imitated in this country. Cured in pure vinegar and spices.

F. H. PHILLIPS & CO.

Nos. 444-446 Greenwich St., - - New York

Philadelphia Representative, F. H. FROMM & CO., 10 South Water Street

—9—

oyer's, 2s .... .82½
I. & B., 3s .... .95
I. & B., No. 2 .... .72½

ite Wax Beans—
corn .... .67½
hampion .... .62½
ompass, No. 10, 1 doz 3.00

ed Beans—
. & M., No. 3 .... 1.35
. & M., No. 3, tomato sauce 1.55
ampbell's, No. 2, plain .... .87½
ampbell's, No. 2, sauce .... .87½
xford, No. 3 .... .90
arragansett, No. 2, tomato sauce .... .97½
arragansett, No. 3, tomato sauce 1.37½
an Camp's, No. 1, sauce, 4 doz .... .87½
an Camp's, No. 2, sauce, 2 doz 1.32½
oore & Brady, No. 3, plain .... .77½
oore & Brady, No. 3, sauce .... .82½
oore & Brady, No. 1, picnic size, plain 37½
oore & Brady, No. 1, picnic size, sauce .... .40
ictory, No. 1, tomato sauce, 4 doz .... .45
artin Wagner Co., No. 3, plain .... .92½
artin Wagner Co., No. 3, tomato sauce 1.00
artin Wagner Co., Midnight Lunch, No. 1, 4 doz .... .47½
chimmel's, No. 1, sauce .... .50
chimmel's, No. 2, sauce .... .87½
chimmel's, No. 2, plain .... .82½
unker Hill, No. 3, plain .... .75
unker Hill, No. 3, tomato sauce .... .77½
nider's Pork and Beans, in tomato sauce—
3-lb. cans, 2 doz .... per doz., 1.80
2-lb. cans, 3 doz .... " 1.40
1-lb. cans, 4 doz .... " .90
1-gal. cans, ½ doz .... " 5.00
unnyside Pork and Beans, plain or in sauce—
3-lb. cans, 2 doz .... per doz. .95
2-lb. cans, 3 doz .... " .70
1-lb. cans, 4 doz .... " .45
1-gal. cans, ½ doz .... " 3.00

l Kidney Beans—
oan of Arc, No. 2 .... .82½
artin Wagner's, No. 2, 2 doz .... .72½
an Camp's, No. 2, 2 doz .... per doz. .82½
ictory brand, No. 1, 4 doz .... per doz. .45

n—
ornlet 1.50
merican Beauty, extra fancy, Shoe Peg .... .85
ream of Susquehanna .... .95
aker's, G. W., whole grain .... .85
ival Blue, fancy, York State, crushed .... .77½
hoe Peg, Susquehanna .... .80
hoe Peg, Osborn's .... .72½
ark, crushed .... .67½

—10—

Peas—
French, Extra Fins, 100 cans, per case 16.25
French, Tres. Fins, 100 cans, per case 14.75
French, Fins, 100 cans 13.75
French, Moyens, 100 cans 13.50
Belle Rose, Fancy N. Y. State Sifted, Little Champions 1.50
Boyer's, Midgets 1.85
Boyer's, Extra Sifted 1.50
Boyer's, Sifted 1.35
Boyer's, Early June 1.25
Parrot Junes 1.15
Jumbo June 1.15
B. F. F. Junes 1.00
Little Nell's, Baltimore .... .65
Beets—
Red Jacket, No. 3, small 1.45
Silver Lake, fancy, No. 3 .... 1.05
Bohemian, fancy, No. 2 .... .85
Succotash—Belle Rose, fancy N. Y. State 1.00
Quaker, extra fancy 1.05
Poland, extra fancy Maine .... .92½
McMurray's Mountain .... .80
Spinach—
Champion, No. 3 .... 1.25
Shawnee, No. 3 .... 1.27½
Farren's, No. 10 .... 4.25
Sweet Potatoes—
Plantation, No. 3 .... .92½
Delaware, 3-lb., 2 doz .... .95
Pumpkin—
Catawba brand, extra fancy, N. Y. State, No. 3 .... .85
M. & W., Dog Head, No. 3 .... .80
Andrews & Co., No. 2 .... .47½
Asparagus—
Del Monte, mammoth, No. 2½ 4.25
Extra mammoth, No. 2½ 4.25
Superior, large, No. 2½ 4.00
Staple, medium, No. 2½ 3.85
Swan, medium, No. 2½ 3.85
Del Monte Tips, No. 1½ 3.75
Extra Tips, No. 1½ 3.70
El Dorado Tips, No. 1½ 3.50
Grand Island, medium 3.35
El Rio, medium, No. 2½, 2 doz 3.25

CALIFORNIA CANNED FRUIT.

Per doz.

Apricots—
Extra standard 2.50
Standard 1.75
Pears—
Bartlett, extra quality, 2½s 2.65
Bartlett, extra standard, 2½s 2.60
Cherries—
Extra quality, 2½s 3.40
Extra standard, 2½ 3.30
Standard, 2½ ....

—11—

Peaches—
Extra standard, lemon clings, 2½s 2.85
Extra standard, sliced lemon clings, 2½s 2.85
Extra standard, sliced lemon clings, 1 lb., 4 doz 1.65
Prize Medal, lemon clings, No. 10, 1 doz 7.75
Express, yellows, 2½s 2.10
Plums—
Extra standard egg ....
Extra standard green gage ....
Standard egg ....
Standard gage ....

DOMESTIC CANNED FRUIT.

Apples—
Derby, No. 10, 1 doz 2.85
Pride of Shenandoah, No. 3, 2 doz 1.00
Spring Garden, fancy, 3s, 2 doz .... .95
Blackberries—
Farren's, extra preserved, No. 2 .... 1.30
Silver Lake, heavy syrup, No 2 .... 1.20
Blueberries—
Main, No. 2 ....
Main, No. 10 ....
Cherries—
Silver Lake, pitted, No. 2 ....
Flour City, white, No. 2 ....
Peaches—
Calumet, yellow, light syrup ....
Terrapin, No. 3 .... 1.05
Pears—
Matchless, extra fancy, No. 2 .... 1.40
Raspberries—
Mikado, red, fancy, N. Y. State, preserved, No. 2 .... 1.25
Rhubarb—
Silver Lake, No. 3 ....
Strawberries—
Anchor, No. 2 .... .90
Jumbo, No. 1, 4 doz 1.00
Silver Lake, No. 2 .... 1.65
Silver Lake, No. 10, 1 doz 6.25
Defence, No. 2 .... 2.00
Pine-apple—
Phonograph, grated, No. 2 .... 1.95
Phonograph, sliced, No. 2 .... 1.90
Acorn, grated, No. 2 .... 1.90
Acorn, E. & C., No. 2 .... 1.85
General, E. & C., sliced, No. 2 .... 1.75
Indian River, E. & C., No. 2 .... 1.60
Terrapin, E. & C., sliced, No. 2 .... 1.55
Wagner's, E. & C., No. 2 .... 1.50
Orange Grove, E. & C., No. 2 .... 1.40
Wallace, grated, No. 2 .... 1.30
Singapore Chunks, No. 1½, 4 doz 1.17½
Wallace, E. & C., sliced, No. 2 .... 1.25
Singapore, cubes, No. 1½, 4 doz 1.12½
Wagner's, No. 1, cocktail, 2 doz .... .95
P. & B., grated, No. 3 .... .85
James, No. 3, pie, grated .... .85
Singapore, cubes, No. 1, 4 doz .... .80

—12—

The Paul Taylor Brown Co's
Singapore Pineapple, extra preserved.
Tan Chop Hin, ⅞-lb. chunks .... per doz. .80
" 1 " " .... " .87½
" 1½ " " .... " 1.17½
" 1½ " sliced .... " 1.35
" 1½ " grated .... " 1.35
" 2½ " whole .... " 1.85
Packed in their own juice:—
1½-lb. chunks, extra heavy syrup .... per doz. 1.45
1½ " sliced .... " 1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

Per doz.

Crabs—
Devilled, No. 1, 4 doz 2.20
Devilled, No. 2, 2 doz 3.25
Clams—
Gold Label, No. 1, 4 doz .... .95
Star, No. 1, 4 doz .... .97½
Lobster—
B. & M., No. ½, flat, 4 doz 2.17½
B. & M., No. 1, tall, 2 doz 4.05
Star brand, No. ¼, flat, 4 doz 1.30
Star brand, No. 1, tall, 4 doz 3.85
Star brand, No. 1, flat, 4 doz 4.15
Shrimps—
Barataria Canning Co., new, No. 1, 2 doz ....
Lopez & Dukate (Barataria), new, pickled, No. 1, 2 doz 1.15
Mackerel—
Pickert's, soused, No. 3, 2 doz 3.15
Underwood, soused, No. 1, 4 doz 1.50
Underwood, soused, No. 2, 2 doz 2.50
Underwood, soused, No. 3, 2 doz 3.10
Oysters—
Boyer's, No. 1, 2 doz 1.15
Boyer's, No. 2, 2 doz 2.50
M. & B., No. 1, 2 doz 1.07½
Stewart's, No. 2, 2 doz 2.10
Stewart's, No. 1, 2 doz 1.02½
Victory, No. 1 doz 1.07½
Kippered Herring—
Maconache's, 2 doz., plain 1.50
Salmon—
Cook's, Holly, Colorado River, No. 1, tall 1.75
Cook's, Holly, Colorado River, No. ½, flat 1.15
Hapgood's, No. 1, tall, 4 doz 1.85
Hapgood's, 1 lb., flat 2.05
Hapgood's, 1 lb., flat, keys 2.10
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz 1.67½
Rising, light, fancy, red, No. 1, tall 1.20
Humes, Karluk, No. 1, tall, 4 doz 1.27½

Ritter's Guaranty

In compliance with the rules and regulations for the enforcement of the Food and Drugs Act published by the Commission appointed for this purpose, we have filed a guaranty covering all our products with the Agricultural Department in Washington under the serial number 1017.

In the future all our products will be labeled in accordance with Regulation Nine as follows: *Guaranteed under the Food and Drugs Act, June 30, 1906, No. 1017.*

This guaranty is sufficient and covers every sale we make and no individual guaranties are necessary.

It has always been our aim to manufacture pure and wholesome food, to comply with existing laws and to protect all who buy our products, and we shall carry out this principle in the future.

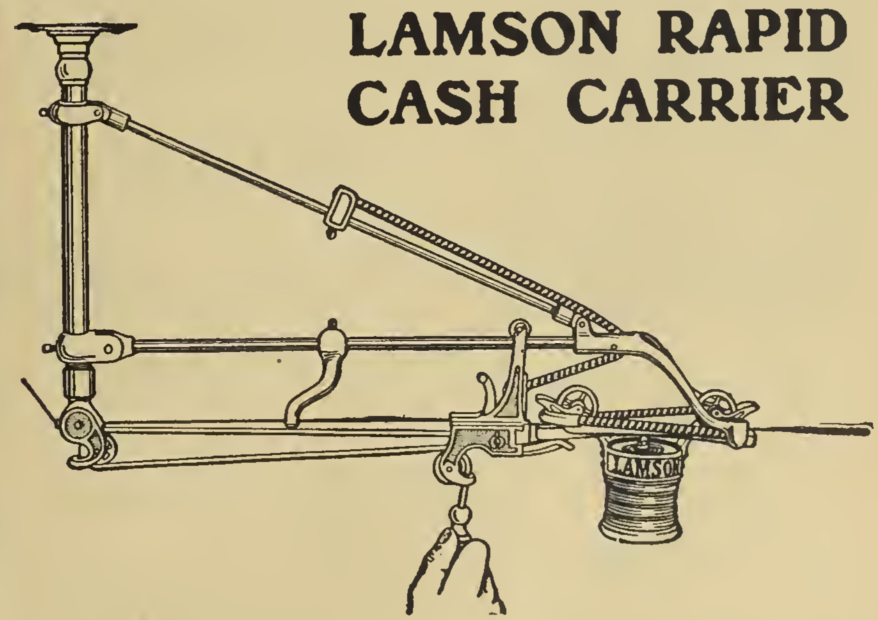
We hope to deserve your continued confidence and patronage.

Philip J. Ritter Conserve Co.

PHILADELPHIA, PA.

Fruit Butters — Preserved Fruits — Fruit Syrups
Cranberry Sauce — Catsup — Honey
Mince Meat — Chili Sauce — Mustard
Jellies — Salad Oil — Baked Beans
Jams — Crushed Fruits — Soups
Canned Fruits — Canned Vegetables

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.35
Leader, fancy, red, No. 1, tall	1.22½
Defender, medium, red, Alaska, No. 1, tall	1.20

Plain.

La Champagne, ¼'s, key	25.00
" ¼'s, key	17.00
Lucullus, ¼'s	13.00
C. Morel, ¼'s	10.00

SARDINES—Boneless.

Le Marchand, ¼'s	
La Champagne, ¼'s, key	
Cadean, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.40
½s, Martels	13.50
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8.25
Mustard—	
¼s, Irma, 100 cans	3.42½
¼s, Eureka, key, 100 cans	3.27½
¼s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3.00
¾s, Underwood's, 50 cans	3.95
¾s, Irma, 50 cans	3.25
¾s, Harbor, 50 cans	3.35
¾s, Booth's, extra, in cartons, 50 cans	2.70
¾s, Continental, key, 48 cans	2.45
¾s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.67½
¼s, Continental, key, 100 cans	3.32½
¼s, Le Baron, 100 cans	3.12½
¼s, Imperial, 100 cans	
Gold Label, ¼s, oil, 100 cans	6.25
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30

CANNED MEATS.

Corned Beef.

	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.20
" " with key, No. 2, 1 doz	2.25
Fairbank's, with key, No. 1, 2 doz	1.15
" with key, No. 2, 1 doz	2.15
" with key, No. 6, 1 doz	7.65
" with key, No. 14, ½ doz	16.50
Libby's, with key, No. 1, 2 doz	1.20
" with key, No. 2, 1 doz	2.20

Chipped Dried Beef.

No. 1, 2 doz	1.85
No. ½, 2 doz	1.05
Glass, No. ½, 2 doz	1.35
Glass, No. 1, 2 doz	2.35
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.72½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.55

—14—

Acme Sliced Smoked Beef.

	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz.	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.12½
Fairbank's, No. 2, 1 doz	2.15
Armour's, No. 1, 2 doz	1.22½
Armour's, No. 2, 1 doz	2.25
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.05
Kingan's, No. 2, 1 doz	2.05

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.48
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.40
Libby's, No. ½, 4 doz	.70

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.82½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

	per doz.
Snider's Tomato Soup—	
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's:—	
No. 1 cans, 4 doz. to case, straight or assorted, all kinds except Tomato ... per doz.	.87½
No. 1 cans, 4 doz. to case, assortment No. 1 containing 8 cans Tomato ... " "	.87½
No. 1 cans, 4 doz. to case, Tomato ... " "	.95
No. 8 cans, 24 to case, all kinds except Tomato ... " "	2.50
No. 8 cans, 24 to case, Tomato ... " "	2.65
Gallon cans, 6 to case, all kinds except Tomato ... " "	7.75
Gallon cans, 6 to case, Tomato ... " "	8.25

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONER[Y]

Croft & Allen Co.—		Per
Extra Mixtures	30-lb. pails	.0
Cream Jelly Mixtures	"	.0
Elcroften Mixtures	"	.0
Nobby Mixtures	"	.0
Cadella Mixtures	"	.1
Fine French Mixtures	"	.1
French Creams	"	.0
American Mixtures	"	.0
Variety Cut Drops	"	.0
Darling Mints	"	.
Golden Drip Bar	15-lb. boxes	.0
Sour Balls	30-lb. pails	.0
Pancella Cream Chocolate	"	.1
I X L Assorted Chocolate	"	.1
King B Assorted Chocolate	"	.1
No. 1 Fine Assorted Chocolate	"	.1
Nonpariel Drops	"	.1
Chocolate Covered Caramels	"	.1
Dairy Chocolate Chips	25-lb. pails	.1
Chocolate Mints	30-lb. pails	.1
Honey B Comb	21-lb. pails	.16
Cream Cocoanut Balls	28-lb. pails	.09
Cream Peppermint	30-lb. pails	.09
" Wintergreen	"	.09
Wellington Caramels	25-lb. pails	.07
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09
Mint "	"	.09
Assorted "	"	.09
Conversation "	28-lb. pails	.09
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.11
Rock Candy, assorted	10-lb. boxes	.09
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Do[z.]
Beef Steak Catsup, half-pints, 2 doz	1.10
" " pints, "	2.00
Waldorf, medium, 12 oz., screw top, 2 doz.	.87
Snider's Catsup:—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate ... per jug	.85

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—	Per Case
Small, 25 bottles in case	2.75
Medium, 25 bottles in case	4.25
Large, 12 bottles in case	3.25

Don't Fool Yourself

Mr. Merchant, don't think that because you are keeping the books and doing the posting yourself that you are saving money.

You are HOLDING PENNIES before your eyes and HIDING DOLLARS.

YOUR STORE needs your ATTENTION.

YOUR CUSTOMERS need your ATTENTION.

YOUR TRADE PAPER needs ATTENTION.

YOUR TRAVELING SALESMEN need ATTENTION.

YOU ARE LOSING MONEY every day by being so busy looking after little details that you can't take time to INVESTIGATE MORE IMPORTANT MATTERS.

THE McCASKEY ACCOUNT REGISTER SYSTEM takes care of every detail of your business with only ONE WRITING. All accounts charged, posted and totaled to the minute, ready for settlement without making another figure.

It don't cost you anything to INVESTIGATE.

Our 64-page catalogue is FREE.

THE McCASKEY REGISTER CO., 30 Rush St., Alliance, Ohio

Manufacturers of the Famous Multiplex Carbon Back Pads; also, End Carbon, Side Carbon and Folded Pads.

New York Office: 140 West Forty-second St., G. M. Orton, Mgr.

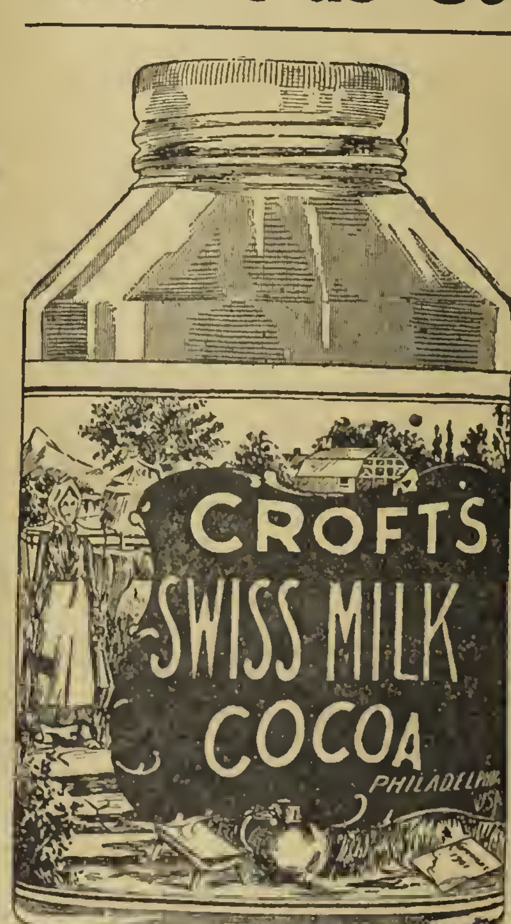
New Jersey Office, 15 Clinton St., Newark.

C. T. Baxter, Dist. Mgr. for Maryland, Eastern Penna. and Delaware. Office at 406 Central Trust Bldg., Cor. Market and 4th Streets, Philadelphia, Pa.

J. D. Lasley, Dist. Mgr. for Virginia, North and South Carolina and District of Columbia. Office at Room 15, Central Nat'l Bank Bldg., 7th Street and Pennsylvania Avenue, Washington, D. C.

AGENCIES IN ALL PRINCIPAL CITIES

How to Make Other Cocoas as Good as Ours



Take the average cocoa on the market and carry it through another process or two, and you may have an article about as good as **Croft's Swiss Milk Cocoa.**

The trouble is that other manufacturers will not use that "other process or two," because of its cost. They prefer to send out their product half made, as it were—containing indigestible and ill-tasting ingredients which should have been eliminated—so that they can save a little on the cost of making.

Croft's Swiss Milk Cocoa has everything taken out that should be taken out, and for that reason, among others, it has the smoothest, finest flavor of any cocoa made.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. *Philadelphia* PENNSYLVANIA

—17—

mpbell's Beefsteak Tomato Ketchup:—
½ pints, 24 bottles to case 1.10
Pints, 24 bottles to case 2.00
npbell's Tomato Ketchup:—
Pint bottles, 24 to case, per doz 1.40
½-pint bottles, 24 to case, per doz .... .90
npbell's Chili Sauce:—
Pints, 2 doz. to case 1.40
½ pints, 2 doz. to case .... .90
sst. Condiments, 2 doz. to case, per doz .... .90

CHOCOLATE AND COCOA.

lter Baker & Co's:—		Per lb.
remium, 12 to 25 lbs.		.30
aracas, sweet, 6 lbs.		.32
erman, sweet, 6 to 12 lbs.		.22
uto, sweet, 6 lbs.		.32
ocoa, ¼-lb. cans, 12 lbs. in box		.37
ocoa, ½-lb. tins, 12 lbs.		.37
H. Baker's:—		
est Cocoa, ½-lb. size	per lb.	.36
" ⅓-lb. "	"	.38
remium Chocolate, ½s, 12 lbs.		.30
" ¼s. 12 lbs.		.31
est Sweet Chocolate, ¼s		.21
est Sweet Chocolate, 1-5s		.21
anilla Sweet Chocolate, ⅙s		.29
shey's—		
anilla Sweet, ⅙s, 6 lb.	per box	1.55
wiss Milk, ⅙s, 6 lb.	"	1.45
oa, Epp's, ½-lb. tins, 7 lbs.		.42
Van Houten's, 6-lb. boxes, 1-lb. tins,	per tin,	.72
" 6-lb. boxes, ½-lb. tins,	per tin,	.37½
" 6-lb. boxes, ¼-lb. tins,	per tin,	.19
Huyler's, ½s, 6 lb.		.43
" ¼s, 6 lb.		.45

sdorp's Royal Dutch Cocoa, 12-lb. cases—

		Per can.	Per doz.
-lb. round cans		.18½	2.21
-lb.	"	.29	3.48
-lb.	"	.57	6.84
½-oz.	" 50 cans in case	.07	
			Per lb.
lb.	"	2.75	.55

sdorp's Chocolates, 6-lb. boxes, 24 boxes in case—

ilk Chocolate, 6 to lb.	.45
ueen, 4 to lb.	.42
weet Vanilla, 4 to lb.	.28
" 8 to lb.	.28
ain Cooking Chocolate, ½-lb. cakes	.32

ker's Cocoa Powder—

-lb. tins, 2 doz. in box	per doz.	1.88
-lb. tins, 2 doz. in box	"	3.50
-lb. tins, 1 doz. in box	"	6.50
-lb. tins, 1 doz. in case	per lb.	.52
-lb. bags, 1 doz. in case	"	.50

—18—

Wilbur's Cocoa—

Breakfast, ¼-lb. tins, 6-lb. boxes	per lb.	.37
" ½-lb. tins, 6-lb. boxes	per lb.	.36

Wilbur's Chocolate—

Premium, ½s, 12-lb.	per lb.	.30
Sweet Clover, ⅙s, 6-lb.	per lb.	.25

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ½s	.36
Cocoa, labeled, ⅓s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30

Ideal Chocolate and Cocoa Co.:—

Ideal Cocoa, ½-lb. size	per lb.	.40
" " ⅓-lb. "	"	.41
" Baking Chocolate, ½-lb size	"	.27
" " " ¼-lb. "	"	.29
" Milk Chocolate, 6-lb. box	per box	1.65
" Vanilla, Sweet, 6-lb. "	"	1.65

Lowney's:—

Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.33
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.33
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.33
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.33
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.28
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages	.28
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.28
Vanilla Sweet Chocolate, 50 5-cent packages in box .... per box	1.65
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.41
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.41
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	40

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.39
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.39
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.39
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.38
Diamond Chocolate, sweet, ¼-lb. pkgs.	
6-lb. boxes, 12 boxes in case ...... per lb.	.24
12 " " 6 " " ...... "	.24
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.30
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	32
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.30
Milk Chocolate, 50 5-cent packages in box, per box	1.65

Peter's Milk Chocolate:—

No. 61—½ lb. size, croquettes	per lb.	.48
No. 62—¼ lb. " "	"	.48
No. 63—½ lb. " flat packets	"	.48
No. 64—¼ lb. " " "	"	.48
No. 93—⅛ lb. " " "	"	.48
No. 66—⅙ lb. " " "	"	.50
No. 67—1/12 lb. " " "	"	.50
No. 68—1/20 lb. " " "	"	.50

Croft's Cocoa and Chocolate—

Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ⅛s, 2 doz. in box	1.85
" " ¼s, 6 lb. "	.37
" " ½s, 6 lb. "	.35
" " 1s, 12 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" " " 120 2-c. cakes	1.50
" Caracas, ¼-lb. cakes, 6 lb. in box	.30
" Superior Sweet, 6 lb. "	.22
" Premium, ¼s, 12 lb. "	
" " ½s, 12 lb. "	

Hawley & Hoop's Breakfast Cocoa—

A No. 1, ½-lb. tins, 12 in box	.34½
" ¼-lb. " 24 "	.35½
Cocoa Shells, cleaned, bags .... per lb.	.01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—

½-lb. decorated cans, 12-lb. boxes ..... per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box .... per box,	2.10

Blue Ribbon Breakfast Cocoa—

Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36

Bedford Cocoa—

Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ⅕-lb. " 6-lb. "	.31½
" ⅕-lb. " 12-lb. "	.31

Vanilla Sweet Chocolate—

Blue Ribbon, ⅙s, 6-lb. boxes	.26½
" ⅙s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes .... per box,	1.35
" 3-c., 72 " "	1.40

—20—

Premium Chocolate—

½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

Milk Chocolate—

40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	3.85
Defiance, 4 doz	3.85
Dime, 4 doz	3.55
Winner, 4 doz	4.15
Baby, 1 doz., glass	1.90
Red Cross	4.15
Peninsular	4.10
Dr. Hand's, 2 doz	3.10
Leader	3.80
Banner, 4 doz	4 05
Star, 4 doz	4.15

EVAPORATED MILK.

Peerless, family size, 4 doz	3 40
Peerless, 5c. size, 4 doz	1.92½
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	
Silver Cow, 5c. size .... 6 doz.	3.20
Pet, 10-c. size, 4 doz .... per case	3.25
Pet, 5-c. size, 6 doz .... per case	2.70
Van Camps, 6 doz., small	2.80
Van Camps, 4 doz., medium	3.55
Van Camps, 4 doz., large	3 75

HIRES CONDENSED MILK AND CREAM

	Per case.
Hires Condensed Milk	**5.60**
Queen	**4.00**
Blue Ribbon	**3.80**
Premium	**3.80**
Silver	**4.15**

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	**4.00**
Five cases or more	**3.95**
Twenty-five cases or more	**3.90**
Fifty cases or more	**3.85**

Compare This Picture With Your Store

We can make your place look like this and we can afford to do it for less money than anybody else.

MILLER & ENGLAND
7012-14-16-18 Woodland Avenue
PHILADELPHIA, PA.

CASH REGISTERS
SECOND-HAND

You cannot afford to be without a Cash Register when you can purchase one for so little money.

Come in and let us show you our line. It costs you nothing to investigate.

CASH OR MONTHLY PAYMENTS

American Second-Hand Cash Register Exchange
901 Filbert St., Philadelphia, Pa.

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ½s	.26
" ¼s	.28
" ½s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10½
" Slice, " 180 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Bijou Cookie	.07½	.08
Brown Edge Water		.09
Butter Toast	.07½	.08
Clover Mixed		.08
Cocoanut Ripple		.10
Cry Babies		.09
Fig Bars		.10
Fruit Cookies	.07½	.08
Fruit Gem	.08	.08
Ginger Snaps, XX	.06	.06½
Ginger Vedettes	.07	.07½

—22—

Graham Wafers		.10
Grandma Cookies	.07½	.08
Honey Jumbles, XX		.10
" " Iced		.10
Honey Kernel		.10
Iced Ginger Tablet		.08
Iced Penn Treaty		.07½
Iced Vedette Wafer	.07½	.08
Macaroon Cookie		.10
Man-in-the-Moon		.08
Matchless	.08	.08
Milk Lunch	.07	.07½
Oriental Cookie	.07½	.08
Quaker City Mixed	.07½	.08
Quiver Mixed	.07	.07½
Orange Cookies	.07½	.08
Peerless		.08
Soda Biscuit, XX	.06	.06½
" " No. 1	.07	.07½
Spiced Wafers	.07½	.08
Sunshine Cookie	.07½	.08
Suprema	.08	.08
Wavelets		.09

Package Goods—	Per doz.
Bonnie Water	.95
Butter Toast	.50
Cracker Meal	.84
Cresco Cookies	.95
Fairy Oyster	.50
Gingerettes	.95
Gold Medal Soda (10-cent size)	.95
" " (5-cent size)	.50
Graham Wafers	.95
Milk Lunch	.95
Ivinettes	.95
Butter Thins	.95

Freight paid on 100 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish.p. dz.	1.15

—23—

Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish.p. dz.	1.75
Wein Senf, in bbls. ...per gal.	
" 1 gallon stone jars ...per jar	.75
" 5 gallon kegs ...per keg	2.50
Prepared Mustard, in bbls. ...per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub.	.26
...loaf,	.26½
Sap Sago, 3 to a lb. ...cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
" in tin ...per lb.	.26
" 1-lb. tins ...per case	3.25
Camembert, in wood boxes ...per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.......loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each ...per lb.	.19
Limburger Cheese, No. 1.....box, .14 ; ½ box, 15 ; less	.15
Muenster Cheese ...per lb.	.18
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.19½
Pineapple (Picnic size), 6 in box ...per box	
" (Gem size), 6 in box "	3.00
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case ...per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size, per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.30
" d'Isigny, " 6 in box... "	1.30
Wm. Tell brand, 12 in box "	1.10
Neufchatel (Cow brand), 25 in box.....per box	.95
Star Cream, or Phila., 12 " "	2.00
Miniature Cream, or Phila. 12 " "	1.00
Hand Cheese, 8 doz. "	1.25
" 4 " "	.65
" 4 " Thuringer "	.85

—24—

Farmer Hand Cheese, 4 doz. in box... per box
Schutzen Cheese, 12 in box "
American Mountain Cheese (Alpen Kase), 50 1-lb. packages ...per lb.

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight) ...per lb.
Wiener Wurstel, 16 in tin ...per doz.
" 8 " "
Carlsbad Speck (Imported Bacon) "
Imported Cervelat Sausage (Rolff's)....per lb.
Imported Frankfurters ...per doz.
Goose Breast, imported, marked weight, per lb.
Pate de fois Gras, small size ...per doz.
American Holsteiner..by bbl. 11½ less, per lb.
" Landjager, short ...per lb.
" " long "
" Mortadella, Dry ...per lb.
" Knackwurst, 25 in box, per box, $4.75 ...per doz.
" Cervelat (E), 50 and 100-lb. boxes, .21½ ; less
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20 ; less
" Cervelat, Crescent, 50 and 100-lb. boxes, .16½ ; less
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14 ; less
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23½ ; less
" Salami (E), 50 and 100-lb. boxes, .21 ; less
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .19 ; less
" Salami, G. A. P., 50 and 100-lb. boxes, .17 ; less
" Tongue Sausage ...per lb.
" Smoked Braunschweiger Liver Sansage ...per lb.
" Lachs Ham "
" Petit Delicatess Frankfurters, plain, per doz.
" Petit Delicatess Frankfurters, with Sauer Kraut ...per doz.
" Lebanon Beef Bologna ...per lb.
" Paprika Speck "
Mettwurst, half-round "
Liver Sausage (Special), truffle, goose or sardellen ...per lb.
Smoked Thuringer Blutwurst "
" Pfefferwurst "

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.
" (Derby Brand), quart glass jars per doz.
" (Derby Brand), 10-oz. jars, per doz.
Calves' Head, in round tins ...per doz.
Pickled Meats, in glass "
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)

It Is Spelled R=A=M=L=Y

If you want to sell a really delightful smoke, get the **real** Ramly, don't take something gotten up to **look** like the Ramly, because there the similarity ends.

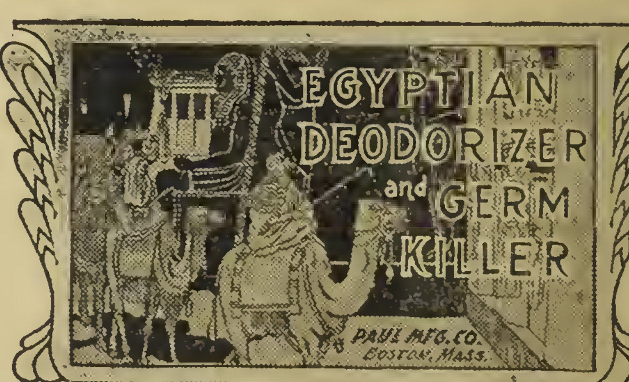
No cigarette ever made has jumped into such immediate popularity. It has become famous on its quality alone.

If you put Ramly Cigarettes in stock you will be assured of the permanent patronage of every man to whom you sell a package.

Don't get confused on the name—it is spelled R-A-M-L-Y.

Mentor Cigarette Company
404 Atlantic Avenue
BOSTON, MASS.
Phila. Rep., ARTHUR HAGAN & Co.
151 North Third Street

Want to Make Your Customers Grateful to You?



Most of them have mosquitoes and most of them don't know how to drive them away. Tell them ***Egyptian Deodorizer*** will not only do that, but it will drive away all kinds of insects and at the same time purify the atmosphere, perfuming it delightfully.

You can sell enormous quantities of it. Try a case and watch the result. Save the coupons each case contains, they are worth money.

Paul Manufacturing Company
BOSTON, MASS.

—25—

Beef Salad, in glass....per doz.	1.00
" " in pint jars, glass.... "	
" " in quart jars, glass.... "	
Lamb tongues, in glass.... "	1.60

HOLLAND AND SCOTLAND HERRINGS.

		Kegs or Pails.
Holland Herring, mixed, "Y. M." ½ bbl.	5.50	60–75
" milkers, " ½ bbl.	6.50	75–85
" mixed, Standard, bbl. ½ bbl....		
Holland Herring, milkers, Standard, bbl. ½ bbl....		
Scotland Herring, mixed, large fulls, bbl. ½ bbl. 8.00....		
" milkers, large fulls, bbl. ½ bbl. 8.00....		
Marinirte Herring, Imported, abont 40 in pail.	1.25	
Roll Herring, Imported, about 25 in pail....	1.00	
Spiced Herring, Imported, about 40 in pail.	1.00	
Norway Stockfish, dry....per lb.	15	
Matjes Herring....per pail		

BISMARCK HERRING.

Pint size, round tins, with key....per tin	.20
Quart " " " .... "	.35
2 Qt. " " " .... "	.55
4 Qt. " " " .... "	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box....	
Kruger's Roll- and Brat-Haring, oval tins, per doz....	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)....per keg	.75
" 5-lb. pails....per pail	.55
" 10-lb. pails.... "	1.05
Cut Spiced Sardines, per 10-lb. pail.... "	.75
" " 5-gal. keg....per keg	2.75
Russian Sardines, in glass jars....per doz.	2.25

NORWAY ANCHOVIES.

Original Package....per ½ bbl.	5.50
Repacked in 5-lb. pail....per pail	.60
" in 10-lb. pail.... "	1.10
" in 5-gal. kegs....per keg	2.75
" in ½-lb. flat tins....per doz.	.95
" in ½-lb. tall tins.... "	1.50
" in 1-lb. tall tins.... "	2.00
Fancy Kegs—1|1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg....	.20

SALT SARDELLEN.

Original Package, 1902....per anker	16.00
Repacked—kegs, about 8 lbs....per keg	2.75
" pint jars....per doz.	6.00
" large tumblers.... "	2.25
" small tumblers.... "	1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz	16.00	½ kilo Cans, per dz.	16.00
½ " "	8.50	¼ " "	8.50
¼ " "	4.25	⅛ " "	4.25
⅛ " "	2 25	1/16 " "	2 25

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—abont 2000....per cask	
50 " bbl.— " 1200....per bbl.	9.00
15 " keg— " 500....per 100	
10 " keg— " 300.... "	.85
5 " keg— " 150.... "	
10 lb. pail— " 50.... "	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask....per cask	
48 gal. bbl.....per bbl.	6.50
10 " keg....per keg,	3.20
5 " " .... "	1.15
10 lb. pail.... per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)....per lb.	.18
Spitzkugeln.... "	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg...per bundle	.30
Basler Lebkuchen, No. 1, 6 " ... "	.50
" " No. 2, 6 " ... "	.75
" " No. 3, 6 " ... "	1.00
Amandines, 9-lb. tins....per tin	5.25
" small tins.... "	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg....	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb, bags, per bag....	
Green Kern....per lb.	.09½
Potato Flour.... "	.07
German Dried Pears.... "	.14
Dried Mushrooms.... "	.60–.80
Juniper Berries.... "	.08
St. John's Bread.... "	.05
Bay Leaves.... "	.06–.08

COTTOLENE.

30 2-lb. tins....per case	6.85
15 4-lb. " .... "	6.85
6 10-lb. " .... "	6.85

Freight prepaid on two-case lots.

—27—

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates...	.25
Western....	.24

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.14
New York, Full Cream, new, 1st's, 40-lb. bxs.	.13
Picnic, Full Cream, new, fancy, 20-lb. bxs....	.14

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb....	.27
Anchovies, in oil, ⅝ bottles....	4.50
" " ¼ "	3.25
Anchovy Paste, fancy, per doz....	4.75
" plain, per doz....	3.75
Boullion, Burnham, pints, 2 doz. in case....	3.75
" " ½ pints, 2 doz. in case....	2.00
Capers, Nonpariel, ½ gallon kegs....	1.50
" " Quart, glass....per doz.	7.00
" " bottled, ⅝ size... .per doz.	2.35
" " " ½ " .... "	1.90
" " " ¼ " .... "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.50
" med. " " 12 " "	5.00
" small " " 24 " "	4.50
Cherries in Maraschino, in glass, 1-doz. case...	8.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" " 3 lb., 2 dz. case "	2.20
Currie Powder, pints, per doz....	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ⅛'s....	2.85
" ¼'s....	5.50
" ½'s....	10.50
" 1's....	20.00
French Peas, Extra Fins, per case....	17.00
" Fins, per case....	15.00
" Moyen's, per case....	13.00
Kippered Herring, 6 doz. in case....per doz.	1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case...	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb...	.19
" " Dinner Biscuits, per lb...	.29
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz....	1.25
" " ½ pints, per doz....	.60
Salt, in 4-doz. stone jars....	1.75
Morris' Extract of Beef, 4 oz., per doz....	6.50
" " " 2 oz., "	3.55
Armour's Beef Extract, 2 oz., "	4.45
" " " 4 oz., "	8.20
Anker's Extract of Beef, 120 vials....	4.00
" " " 4 oz....per doz.	4.00
" " " 8 oz.... "	7.25
" " " 16 oz.... "	13.50
Theodore Marquet Mushrooms:—	
First Choice....	
Choice, 100 tins per case....	
Extra, " "	
Hotel, " "	22.00

—28—

Truffles, 1/16....per tin,	.30
" ⅛.... "	.55
" ¼.... "	1.15
" ½.... "	2.25
Shrimps, Pickled, small size....	1.00
Dunbar's Shrimps, 2 doz., per doz....	2.25
" Figs in Cordial, 1 doz., per doz....	5.00
Bishop's Figs in Cordial, 1 doz., per doz....	6.50
Crystallized Ginger, 1-lb. tins, per doz....	4.00
" " ½-lb. " "	2.25
Rose's Lime Juice, per doz....	3.60
Victor Rose Water, per doz....	2.25
" Peach Water, per doz....	2.25
Pitted Olives, per doz....	5.25

FLOUR.

	Per Bbl
Gold Medal....	5.95
King Midas....	6.40
Millbourne....	6.00
On Top....	6.15
Ceresota....	5 85
Pillsbury's....	5 85
Taylor's Fancy....	5.00
Semper Idem....	4.75
Pride of the West....	4.70
Sunbeam....	4.60
Quaker City....	5.50

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages....	
Franklin Pancake, 30 2s....	3.55
Uncle Jerry's Pancake, 40 packages....	
Hecker's Buckwheat, 16 3s....	
" " 64 1½s....	
" Flapjack Flour, 24 2s....	
Log Cabin Pan Cake Flour, 36 2s....	3.25
Ralston's Purina Pancake Flour, 36 2s....	3.00

HONEY.

Domestic, barrels....per gal.	.69
Selser's, lunch bottles, 2 doz....per doz.	.95
Selser's, medium bottles, 2 doz....per doz.	1.35
Schimmel's, 12-oz. bottles, 2 doz. in case....	1.35
" 6-oz. " " "	.90

A Tip to Grocers Who are in Business to Make Money

Nothing will clean Porcelain Bath Tubs and all enameled ware as quickly and thoroughly as **Porcela**—which means you please your customers by recommending it. You not only make as good, or a better profit on it than you do on many inferior articles of a similar character, but byconcentrating your efforts on its sale alone you are certain of a very handsome present as a reward for your efforts, as every case contains Universal Coupons, and it won't take you long to get enough of them to entitle you to almost anything you may need—a new Safe, Roll-Top Desk, Standard Platform Scales, new Harness, or even a good Wagon. The same coupons are packed in **Radax** and **Tilo**.

THE PORCELA COMPANY

PITTSBURG, PA.

241 SOUTH FRONT STREET, PHILADELPHIA OFFICE

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

—29—

FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, 100 lbs	1.75
" yellow, granulated, 100 lbs	1.75
" " table, 100 lbs	1.70
Western yellow, 100 lbs	1.50
Quaker, 36 packages	2.65
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.10
Beans—	
California Lima, new, per lb.	.06
Marrows, Fancy N. Y. State, grain bags bush.	2.12½
Marrows, New, Extra Choice, N. Y. State, grain bags, bush.	2.10
Medium, Fancy N. Y. State, grain bags, bu.	1.85
Pea, fancy, N. Y. State, grain bags, bushel	1.87½
Pea, fancy, Michigan, grain bags, bushel	1.80
Red Kidneys "	2.60
Peas—	
Green, per bushel	
Scotch "	2.00
Split, yellow "	2.00
" green "	2.40
Lentils—	
110-lb. bags, per lb.	.08¾
Less quantity "	.09¼
Shaker Corn—	
Fancy, barrels, per lb.	
Less quantity "	
Hominy—	
Lea's Breakfast, 10 pkgs, case	1.45
Lea's Pearl, 100 lbs, per bag	1.90
Schumacher's Breakfast, 10 pkgs. to case	1.25
Barley—	
OO	.05½
No. 3. 100-lb. bags	3.15
Noodles, Climax, 24 10c. pkgs., case	1.05
" " 48 5c. pkgs., case	1.15
" " asstd., 24 5c., 12 10c. case	1.10
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Oatmeal, B, per bbl	6.25
" " kegs 100 lbs., per keg	3.75

Oaten Goods, in cases—	Per case
Avena, 36 packages	3.00
Banner Oats, 20 packages	4.00
Friends' Oats, 36 packages	3.00
Mother's, 36 packages	3.15
Pawnee, 36 packages	
Quaker, 18 small size	1.50
Quaker, 20 large size	4.10
H-O, 24 2's	3.00
Rolled Oats—	
Avena, per bbl., 180 lbs	6.50
Avena, per keg, 90 lbs	3.40
Standard, 180-lb. bbls	
" 90-lb. bags	3.10

—30—

Sago—	
Fine, bags about 160 lbs	.06½
50-lb. lots	.06½
Admiral, Pearl, 24's	.08½
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 24 1-lb. pkgs	.07¾
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs, per lb.	.06
" " less quantity "	.06½
" Pearl, 150 lbs "	.06½
" " less quantity "	.07
Ralston Hominy Grits, 36 2-lb. pkgs, case	2.70
Purina Cream Graham, per bbl.	5.00
Ralston Barley Food, 24 2's, per case,	3.15
Purina Health Flour, 20 5's, Cartons "	3.60
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour	5.00
Packed in 12's, 24's and 48's.	
No. 1, assorted case containing 15 2-lb. packages Wheatlet and 10 5-lb. packages Franklin Flour	4.00

MALTA-VITA, 36 packages 2.85

Egg-O-See, 36 packages	2.85
Egg-O-See Corn Flakes, 36 packages	2.85
Cook's Malto Rice, 36 2-lb. packages	4.25
Force Food, 36 packages	4.25
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 85 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.60
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	
Pettijohn's Food, 24 packages	2.35
Quaker Puffed Rice, 36 packages	2.80
Quaker Wheat Berries, 36 packages	2.75
Vigor, 36 packages	2.65
Ralston Kornkins, 18 25-lb. sacks, per bale	3.75
" Health Crisps, 36 10c. packages	2.80
Ralston's Breakfast Food, 36 2-lb. pkgs. pr. case	4.50
Ralston Health Food, 24 1s, per case	
Triscuit, 30 packages	2.50
Toasted Corn Flakes, 36 packages	2.50
Zest, 36 packages, 10 cent size	2.15
Zest, 36 packages, 15 cent size	2 65
Zest, 20 packages, 25 cent size	3.40

—31—

HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs	4.75
Cases, 3 doz. pkgs.	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling	per doz	1.07½
" Acidulated	"	1.07½
Cox's, large	"	1.57½
" small	"	.95
Plymouth Rock, Pink or White	"	1.20
Nelson's	per doz.	1.35
" small	"	.95
Bromangelon, assorted 3 doz	"	.87½
Fruit Puddine, 2 doz., asst. flavors	"	.80
Jell-O, assorted flavors, 2 doz	"	.87½
Jell-O Ice Cream Powder, 2 doz	"	.97½
Chaimer's	"	.90
Peter Cooper		.90
Trypbosa	per doz.	.92½
Imperial Wine Jelly	per doz.	.95
" "	per gross	11.00
Gelatine, McKinley's	per doz.	.85
Wetmore's Donbie Refined, 36 10c. pkgs	per case	2.70
Kusto, 60 5-cent packs	per case	2.00
Puddine, assorted, 2 doz	per case	1.60
D-Zerta Jelly, assorted, 2 doz	per doz.	.90

—32—

MACARONI.

	Per l
Larosa Alphabets, square, 25 lbs	.05
" Elbows, " "	.05
" Marcaroni, long, "	05
" " square "	.06
Larosa Spaghetti, long, 25 lbs	.05
" Vermicelli, square, "	.05
" Macaroni, bulk, "	.05
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spagbetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.83
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spagbetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.9
Spice Drops, in baskets, 20 lbs	1.6
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.

Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	83.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	18.00
Standard Cash Register	80.00
Tea Caddies, round front, No. 2 per doz.	9.00
" " " 3 "	6.50
" " " 4 "	4.50

"THE BOTTOM AS GOOD AS THE TOP"

Our **Apelpi Evaporated Apples** are a prime grade of New York fruit, selected from the best flavored and matured apples.

The square cartons are lined with waxed paper and their contents are guaranteed to be as fine as anything in the market.

Every piece of fruit is hand picked and must be perfect before it goes into our machines.

The result is a product for which the demand is not only enormous, but constantly growing.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON, Distributers — 28 So. Front Street, Philadelphia, Pa.

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY

In every leading magazine published you can find the advertisements of **Ralston Health Food** and **Purina Whole Wheat Flour,** preaching the gospel of pure and nutritious food.

And incidentally building up the already enormous business in these products—building it up by bringing orders to retail grocers the country over.

If you believe in selling products of unimpeachable purity and wholesomeness, and particularly if you believe in filling orders which we are inspiring for you every day, why not stock up **Ralston Health Food** and **Purina Whole Wheat Flour.**

RALSTON PURINA MILLS
PORTLAND, ORE. ST. LOUIS, MO. TILSONBURG, ONT.

Samples supplied for your trade upon written request to the Mills.

—33—

'obacco Cutters	1.50
larm Money Drawers	1.50
ag and Twine Holder	1.00
arrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
eef Cutters	6.00
ung Borers, Enterprise No. 2, 1½ to 2 in	1.60
an Openers, "Never Slip"...per doz.	.90
opper's Can Opener...per gross	13.80
heese Cutters	8.00
offee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
ruit Augers, 2 prong	1.50
leasuring Faucets	2.00

hiladelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

aerer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from
se prices, f. o. b., Ilion, N. Y.

ales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins. 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...					
Ex. Norway, No. 3...	25.00	13.10	6.65	1.50	1.25
Ex. Norway, No. 4...					
Ex. Bloaters, xxx...	36.00	18.50	9.40	2.05	1.69
Ex. Shore, No. 1...	24.00	12.50	0.40	1.45	1.21
Shore, No. 1...	22.00	11.50	5.90	1.35	1.13
Large, No. 1...	20.00	10.50	5.40	1.25	1.05
Large Irish, No. 2...	19.00	10.00	5.15	1.20	1.01
Extra Irish, No. 2...	18.00	9.50	4.90	1.15	.97
Medium Irish, No. 2..	17.00	9.00	4.65	1.10	.93
Small Irish, No. 3...	16.00	8.50	4.40	1.05	.89
Irish, No. 3...					
Large, No. 3...	16.00	8.50	4.40	1.05	.89
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	6.00	3.60			
Shore, Round, Med...					
Ocean Whitefish...	6.00	3.60			
Salmon, Halifax...					
Shad, No. 1, Mess...	15.00	8.00	4.15	1.00	.85
Shad, No. 2, Mess...	12.00	6.50	3.40	.85	.73
Haddock, Pickled...	6.00	3.60			

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.07½
Our Choice, Haddock, 40 lbs	
Gilt Edge, Hake, 40 lbs	.06½

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	08

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

—35—

LOOSE CODFISH.

Extra Large Georges Cod	.08
Large Bank	.08
Medium Bank	.07
Pollock	
Hake	

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.15
Small Extra Scaled Herring...per box	.15
Boneless Herring, fancy 10 lb. boxes, per lb.	.13
Smoked Salmon, whole fish...per lb.	.27
New Cromarty Bloaters, 50s...per box	
" " 100s... "	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.09¾
Fancy N. Y. State, 48 1 lb	
Fancy N. Y. State, 50-lb. boxes	.09
Apricots—	
Extra Choice Royals, 25 lbs	.22½
Choice Royals, 50 lbs	.18½
Cherries—	
California, Royal Ann, unpitted, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.08⅝
Gold Medal, loose, 25 lbs	.08⅜
Private Growth, extra, cleaned, 36 lbs	.08¾
" cleaned, 30 lbs. bulk	.08½
Nectarines—	
White, 25 lbs...per lb.	
Peaches—	
Fancy yellows, 25 lbs	.14½
Extra choice Muir's, 50 lbs	
Fancy Muirs, 25 lbs.	
Pears—	
Fancy California, Bartlett, 25 lb	

—36—

PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs				
30– 40, 25 "	.10½	.10		
40– 50, 25 "	.09	.08¾		
40– 50, 50 "				
50– 60, 25 "	.07¾	.07½		
50– 60, 50 "				
60– 70, 25 "	.07	.06¾		
60– 70, 50 "				
70– 80, 25 "				
70– 80, 50 "	.06			
80– 90, 50 "	.05½	.05½		
90–100, 25 "	.05			
90–100, 50 "	.04¾			
100–120, 50 "	.04	.03⅞		

Raisins—	
Muscatels, 4 crown, 50 lb	
" 3 " 50 lb	
" 2 " 50 lb	
Cal. Thompson Seedless, 50 lbs	
Cal. Cleaned Sultanas, 50 lbs	.10
Cal. Sultanas, 50 lbs	.09½
Seedless Muscatels, 50 lbs	
Raisins, Seeded—	
Admiral, fancy, 40 1s	.12½
Ensign, fancy, 36 1s	.12¼
Not-a-Seed, Ideal, 36 1s	.12
Citron, 10 lbs	.17½
" 25 lbs	
Lemon Peel, 10 lbs	.12
" 25 lbs	
Orange Peel, 10 lb	.12
" 25 lb	

CEREAL COFFEE.

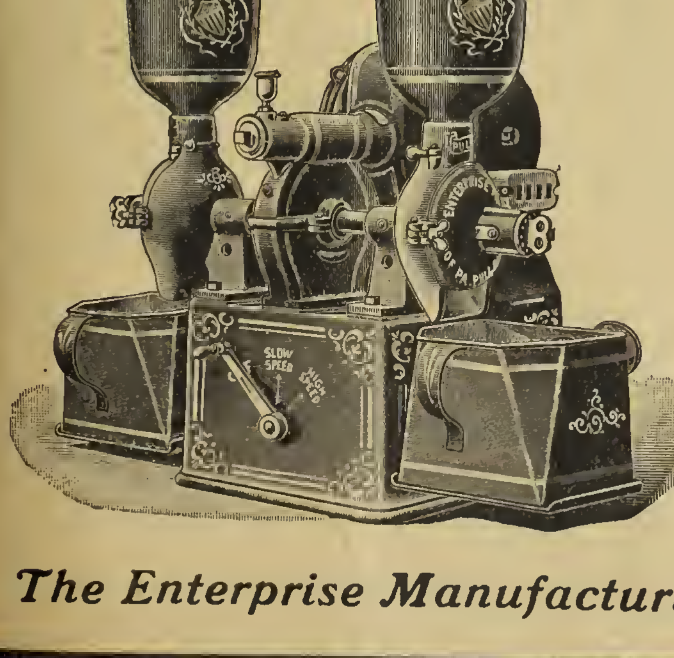
Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb...per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.
Tumblers, 5-c. size, 4 doz... "
Tumblers, 10-c., Lord's Prayer, 2 doz. "

Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An

"Enterprise" *Electrically Driven* Coffee Mill



will save your clerks' time, your customers' time, and advertise your store. Write for catalogue describing our various Electric Mills, with capacities for granulating from four ounces to nine pounds of coffee per minute.

The illustration shows our double mill No. 08712, with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee per minute. Fitted with ¾ H. P. motor for direct current, or with ½ H. P. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

The Enterprise Manufacturing Co. of Pa. = = Philadelphia, U. S. A.

—37—

INK.

Arnold's, black, 3032.................. .....per bottle	.48
Continental, red, 1 doz..................................	.30
" black, 3 doz..................................	.25
Royal, black, 3 doz..................................	.25
Stafford, Commercial, 3032.. ....per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.84	4.60	5.30
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top.........	3.00	3.60	4.20
Crystal, Crimp Top..............	2.10	2.70	3.30
No. 0, Tubular Lantern Globes ....5 doz.			2.75
Cold Blast..................................4½ doz.			3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain.......per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners.......................	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass...............................per doz		2.25
1- " Galvanized.........................	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner..............................	"	8.00
5- " Climax, Pump.................	"	10.00
5- " Home Rule, Pump..........	"	12.00
Lanterns—		
No. 0, Standard...............................per doz.		4.75
No. 0, Dash....................................	"	7.80
Cold Blast....................................	"	8.00

LIME.

Prepared, 2 doz. in case ....per doz.	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.......per lb.	.05¼
" " 25 lb. boxes, ½ lb...... "	.06¼
Acme, 1 lb., sifting, 25-lb. boxes	.05½

LYE AND POTASH.

Banner, 4 doz....................................per case		3.60
Babbitt's Potash, 4 doz......................	"	3.30
Lewis'..	"	3.25
Red Seal, 2 doz..................................	"	1.95
" 4 doz..................................	"	3.85
Popular, 4 doz....................................	"	1.45

MATCHES.

			Per gro.
Swift & Courtney's,	200's, 1-gross case.....		1.75-1.90
"	400's, 1	"	3.50-3.70
"	500's, 1	"	3.75-4.00
Blue Hen,	200's, 1	"	1.50-1.60
"	500's, 1	"	4.00-4.25

—38—

	Per Gross.
Vulcan Parlor, 65's...	.41
" 100's, 5-gross in case............	.92½
" 500's..	3.95
Vulcan Safety, 65s, No. 1..................................	.55
" 65s, No. 2..................................	.50
Columbia Safety, No. 2, 5-gross cases...........	.55
" No. 37, 5-gross cases..........	.50
" 100's, 5-gross cases............	.90
" No. 15, gross cases......	1.20
" No. 32, 5-gross cases..........	.55
Safety..	.45
Mazeppa, Parlors, 500's..............................	3.50-3.75
Searchlight, 500's...	4.25-4.50
Press, 200's	1.80-1.90
" 500's...	4.50-4.75
America, 200's	1.30-1.35
American Paraffine, 500's, ex. qual..............	4.15
Telegraph, blue head, 5-gross cases...............	.60
Our Darling, 1 gross, No. 3, 1,000.................	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case......................	5 00
Red Skin, 500s, 1 gross to case......................	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case.....	4.50
Lenox, 400s, 1 gross to case..........................	3 00
Red Cross, 200s, 1 gross to case.....................	1 30
Blue Ribbon, 165s, 5 gross to case.................	1 00
Blue Ribbon, 165s, 1 gross to case.................	1.05
Astral, 150s, 5 gross to case..........................	.85
Astral, 150s, 1 gross to case..........................	.90
Planet, 100s, 3 gross to case..........................	.80

MINCE MEAT.

John Bower & Co.:—	
Barrels and half barrels, Superior.........per lb.	.08¾
18, 37 and 68-lb. buckets, " .... "	.09
10-lb. buckets, 6 in crate, " ......per crate	6.25
5-lb. " 6 " " ...... "	3.65
5-lb. glass jars, 6 in case, " ....per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior..per lb.	.13
5-lb. gl. jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Fairmount......per lb.	.07¾
18, 37 and 68-lb. buckets, " ...... "	.08
Wm. J. Troth:—	
Barrels and half barrels, Famous..........per lb	.08¾
18, 37 and 60-lb. buckets, " .... "	.09
10-lb. buckets, 6 in crate, " ....per crate	6.25
5-lb. " 6 " " .... "	3.65
5-lb. glass jars, 6 in case, " ....per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous..per lb.	.13
5-lb. glass jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Golden...........per lb.	.07¾
18, 37 and 60-lb. buckets, " .... "	.08
Campbell's Mince Meat, 30-lb. pails..... "	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits, per lb.	.06
New Year, bbls and kegs and 30-lb. kits..per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits "	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls...per lb.	.07½
" 18 and 37 lb. Kanakins...... "	.08
" 10-lb. Kkns, 6 to crate...per doz.	9.80
" 5-lb. " " "	5.30
" 5-lb. Glass Jars, 6 to case "	6.25

—39—

National, 30-lb. Kits, bbls., ½ bbls......per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls. "	.04¾
Atmore & Son, Extra Family—Seedless:—	
No. 5, glass jars....................per case 6 jars	4.50
No. 3, glass jars...... .... per case 6 jars	3.15
Family—Seedless.	
No. 5, wooden pails.............per box 6 pails	3.75
No. 10, wooden pails...........per box 6 pails	6.40
No. 18, 37 and 68, wooden pails..................	.09¼
Celebrated—Seedless.	
Barrels, Halves, Quarters............ .....per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs.......... "	.09¾
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz..	2.00
Cartons Condensed, (3 dozen in case,) per gross..	11.00
Keystone—	
Barrels, Halves, Quarters............ .....per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs......... "	.08¼
Wooden Kits, No. 20 and 35......................	.08

OILS.

Stove Gasoline ....per gal.	.18
Headlight, 150 test.............................. "	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Per Doz.
Theodore Marquet, Mammoth, 64 oz............	15.50
" Extra, 64 oz....................	13.50
" Mammoth, quarts...........	7.25
" Extra, quarts	6.75
" Extra, pints.....................	4 50
" Mammoth, ½ pints.........	3.15
" Extra, ½ pints................	3.00
Fourees, 19 oz., fluted bottle...........................	4.75
De Lucques, 10 oz.	2.40
Farcies	3.75
Queen, 6 oz..	1.30
Pim Olas, 18 oz..	6.00
Pim Olas, 10 oz..	3.50
California, quart tins..	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

—40—

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz.....	4.9
" " pts., 2 doz.....	2.9
" " ½-pts., 2 doz.	1.9
Rae's, Lucca, litre bottles, 1 doz....................	11.5
" 25-oz. bottles, 1 doz.	8.7
" Finest Sublime, qts., 1 doz.......	6.5
" " pts., 2 doz.......	7.5
" " ½-pts., 2 doz...	4.7
" " 8-oz. flasks, 2½ doz.	7.5
" " 12-oz. flasks, 2½ doz........	9.0
" Sublime, 8-oz. flasks, 2½ doz...	6.5
" " 12-oz. " 2½ doz...	8.0
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.4
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.3
" " 1 qt., 40 to case, "	2.6
" Sublime, 1-qt. tins, 40 to case..............	2.3
" " ½-gal. tins, 20 to case..........	2.2
" " 1-gal. tins, 10 to case............	2.1
" " 5-gal. tins, 1 or 2 to case........	2.0

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles..	4.7
24 8 oz. bottles..	7.5
12 18 oz. bottles.	6.7
2 5 gal. cans, case..	20.0
10 1 gal. cans, case..	21.0
20 ½ gal. cans, case..	22.0
40 ¼ gal. cans, case..	23.0
80 ⅛ gal. cans, case..	25.0

Bulk at $20 for 10 gallons.

Jas. Hill & Sons Co.

Quarts, Cal. style, 1 doz. in case....per case,	8.5
Pints, " 2 " " ..... "	9.0
½ Pints. " 2 " " ..... "	4.7
Oliver's Olive Oil—	
1 dozen quarts	6.0
2 dozen pints..	6.7
2 dozen half-pints	4.2
6 1-gallon tins.................................per gal.	2.0

Special prices for quantities, on application.

AMERICAN OIL.

Lubon's No. 8, 2 doz. ....per doz.	.5
Lubon's, No. 16, 2 doz. ....per doz.	.9
Lubon's No. 32, 1 doz.........................per doz.	1.8
Table Oil, No. 61, bottles, 2 doz., per doz	1.0

We GUARANTEE the Purity of

ATMORE'S MINCE MEAT

Contains No Adulterant or Preservative

ATMORE & SON Philadelphia

Woman's Greatest Gift from Science

Every customer to whom you sell **Sulpho-Napthol** will bless you. It is the most wonderfully effective cleanser and purifier ever used in the home.

Mixed with water, as per directions in booklet in each package, and used in sinks, toilets, closets and cellars, a perfect sanitary cleanliness is the result.

It drives away roaches and other vermin, and a general air of purity pervades the air of the homes in which it is used.

Universal Coupons packed in every case as an inducement for the retailer to make its unprecedented value known to their customers.

The Sulpho-Napthol Company

BOSTON, MASSACHUSETTS

—41—

PAPER.

WRAPPING.

Straw, Milo, 7 lb., 15 x 20	per ream	
Manila, 15 x 20, full	"	.36
" 24 x 36, full, 20 lbs	"	.70
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.18½
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.11
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03
Roll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide	"	.03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	.03⅛
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03½
White Tea Paper, 12 x 16, reg	per package	.14
" " 15 x 20, reg	"	.19
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼	.48	.29		.31	.35	.45
⅜	.53	.35		.37	.43	.55
1	.71	.45	.78	.49	.55	.73
2	.89	.53	.97	.61	.71	.93
3	1.09	.65	1.25	.75	.89	1.15
4	1.25	.77	1.39	.87	1.05	1.33
5	1.45	.91		1.07	1.21	1.55
6	1.73	1.03	1.95	1.23	1.41	1.81
8	2.09	1.19	2.29	1.49	1.68	2.19
10	2.27	1.37	2.55	1.65	1.83	2.41
12	2.69	......	3.11	......	......	2.89
14	3.37	......	3.97	......	......	3.75
16	3.87	......	4.41	......	......	4.01
20	4.39	......	4.79	......	......	4.55
25	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25
Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10

—42—

Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	.18

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.90
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 3 doz	.92½

PICKLES.

Barrels, 40 gal., 1200s	9.50
10-gallon kegs, pine, 600s, full count	2.75
10-gallon kegs, 300s	2.50
Sweet Pickles, 500s to 600s, 5 gal......per keg,	2.65
Sweet Pickles, 700s, 5 gal "	3.00
Sweet Pickles, 1,000s, 5 gal "	3.65
Sweet Pickles, 2,000s, 5 gal "	4.50
Chow-Chow, No. 1, 5 gal. kegs	1.95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00
Williams Bros.—	Per Doz.
English Spiced Pickles, 8 oz., octagon (any assortment except onions	.85
English Spiced Onions, 8 oz., octagon	.90
English Spiced Pickles, 10 oz., octagon	.90
English Spiced Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart	3.00
Sweet Gherkins or Sweet Mixed, 32 oz., octagon	3.10
Highland Brand Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart	2.35
Sweet Gherkins or Sweet Mixed, 32 oz., octagon	2.35

Crosse & Blackwell's:—

Chow-Chow, Gherkins, Mixed Pickles, Cauliflowers, Piccalilli, Walnuts, Onions (Octagonal Style.)	Qts. Casks. 4 doz.	Pts. Casks. 5 doz.	Pts. Casks. 4 doz.	½-Pts. Casks. 6 doz.
	5.75	3.25	3.50	2.10
Smaller Quantities.	5.90	3.35	3.60	2.25

Chow-Chow, quarts, stone	5.50

Pin-Money Pickles—

Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—

Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

—43—

Melon, Cucumber, Bur, Pepper—Mango—

Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls	.16
" " " 40 grain, bbls	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.14
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's......per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs	.13¾
" 14–16 lbs	.13
" 10–12 lbs	.14
Picnics, 6–8 lbs	.09¼
N. Y. Shoulders, 10–12 lbs	.10
Dried Beef, sets (city smoked)	.13
" Tenders and Knucks	.17
" Flats	.11
" Air Dried, sets	.18
" " Tenders and Knucks	.21
Jersey Pork, Butt......per bbl.	18.50
" Family "	20.50
Breakfast Bacon, rib in	.14½
" boneless	.15½
S. P. Bellies, 14-15 lbs	.11½
Bologna, 25-lb. boxes	.08
Boiled Boneless Ham	.21
Beef Tongues, smoked, 5–6 lbs......per doz.	10.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ⅛-cent extra

John Bower & Co.—	
Superior Honey-cured Hams, skinback	.16
" " " large	.15
" " " medium	.15
" " " small	.15
" " Breakfast Bacon	.15
" " " boneless	.17
Beef, air-dried, regular sets	.18
" " insides and knuckles	.20
Ham Bologna	.10
Beef "	10
Boiled Hams	25
Beef Tongues......per doz.	11.00–12.00
Swift & Co.—	
Premium brand Hams, 10 lb	.15½
Premium brand Hams, 12 lb	.15
Premium brand Hams, 14 lb	.14

—44—

Premium brand Hams, 16 lb	.14
Premium brand Hams, 18 lb	.15
Premium brand skinned Hams, 18–20 lb	.15½
Premium brand boiled Hams, skinned, fatless	.25
Premium brand Bacon	.20
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut	.17
Winchester brand skinned Hams, all aver	.14¼
Winchester brand Picnics	.09¾

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	10	9⅛
Plain Tubs, 50 and 60 lb. cans	10	9¼
10-lb. Tin Pails, 60 lbs	11	9⅞
5 " "	11⅛	10
3 " "	11¼	10⅛

John Bower & Co.—	
Pure Kettle Rendered, tierces	.11¼
" " tubs	.11½
" " 3, 5 and 10-lb. cans.	.12½
Swift & Co.—	
Premium brand, tierces	.11
Silver Leaf brand, tierces	.10
Jewel, compound, tierces	.09⅛
Cotosuet tierces	.09⅜

DRESSED MEATS.

	Per lb
City Dressed Beef—	
Choice, native	.10 –.10½
Common to fair, native	.07 –.08
Western Dressed Beef—	
Choice, native cattle	.10 –.10½
Common to fair "	.07 –.09
City Dressed Veal—	
Prime	–.12
Good to choice	–.11
Dressed Hogs—	
Pigs	–.09½
Hogs, heavy	–.09½
" 180 lbs	–.09¼
" 160 lbs	–.09½
" 140 lbs	–.09½
Dressed Sheep and Lambs—	
Lamb, Western, good	.12
Lamb, Western, culls	.09
Sheep, choice	.09½
" medium	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues		.90-1.00
Cow Tongues		.75-1.00
Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25

SOLE LEATHER, NAILS, Etc.

If you carry a line of Sole Leather, Strips, Cut Soles, etc., send to us for quotations. We shall deliver all goods to your destination prepaid.

G. B. Weiss & Son

229 EAST FORTY-SECOND ST., NEW YORK CITY

JOHN BOWER & CO.

GENERAL PROVISION DEALERS

ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia

CURERS OF HONEY-CURE BRAND

Beef, Beef Tongues, Breakfast Bacon, etc. **HAMS** Pure Kettle-rendered LARD a Specialty

BOILED HAMS AND BEEF TONGUES

SUPERIOR AND FAIRMOUNT MINCE MEAT

U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

—45—

Beef Kidneys	per doz.	1.00
Beef Livers		.05
Ox Tails	per doz.	.50-.65
Hearts, beef	per lb.	.03-.05
Rolls, beef		.10
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.11
" " western		.11

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H.	.15 -.16
" Y. T.	.15 -.16
Old hens and toms	.15 -.16
Common to Good	.11 -.12
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.24 -.27
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.24 -.27
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.24 -.27
Western, 4 to 4½ lbs. to pair, fancy	.18 -.20
" 3 to 3½ lbs. to pair, fancy	.18 -.20
" fair to good	.16 -.18
Fowls—	
Western, fancy	.15½-.16
Heavy Roasters, 4 to 5 lbs	.20 -.22
Fair to good	-.18
Old cocks	.10 -.11
Western capons, fancy, frozen	
" " small, frozen	
Squabs—	Per doz.
Prime, large, fancy	4.20
Mixed	2.50-3.50
Dark	1.00-1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.15 -.17
Large Springers	.16 -.18
Fowls	.14½-.15
Roosters	-.11
Ducks	.12 -.14

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

SAUER KRAUT.

Extra Quality Long cut, 50-gal. tierces	
Extra Quality Long Cut, 15 gals., kegs	2.75
Compass, No. 3, cans, 2 doz	.82½

—46—

PLUM PUDDING.

Richardson & Robins:—		
Individual Size, 2 doz. in case, ½ lb.	per doz.	1.00
No. 1, round conical, with key, 1 doz.	"	2.35
No. 2, " " 1 "	"	4.25
No. 3, " " ½ "	"	6.50
No. 4, " " ½ "	"	8.50
P. P. Sauce, 2 doz., No. 1	"	1.50
Atmore's Genuine English Plum Pudding—Seedless:—		
Individual, per case of 2 doz		2.00
1-lb. cans, " 1 "		2.25
2-lb. " " 1 "		4.00
3-lb. " " ½ "		3.25
4-lb. " " ½ "		3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz.
Assorted, No. 2, stone crocks	1.12½
Assorted, No. 32, jars	.90
Assorted, No. 5, toy pails	2.25
American, pure apple, tumblers, assorted slices	.87½
American, assorted, uncolored, No. 10, tumblers	.87½
Schimmel's, assorted, No. 10, tumblers	.77½
National, assorted, No. 10, tumblers	.67½
National, assorted, No. 6, tumblers	.45
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.11
National, 30-lb. pails	.07¼
Southwark, 30-lb. pails	.05¼
Vineyard, 30-lb. pails	.05⅜
Southwark, 5-lb. toy pails, ½ doz	3.60
Fruit Butters—	Per doz.
Apple, No. 2, stone crocks	1.12½
Apple, No. 32, jars	.90
Apple, Southwark, No. 3, tins	.95
Apple, No. 5, toy pails	2.25
Apple, 30-lb. pails per pail	.88
Apple, 20-lb. crocks per lb.	.06⅞
Apple, Schimmel's, 30-lb. pails per lb.	.05½
Peach, Plum, National, 30-lb. pails per lb.	.06¼
Prune, 30-lb. pails per lb.	.06¾
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.10
Vineyard, assorted, No. 16, jars	.88
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.65
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

—47—

	Per Doz
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, "	4.60
Raspberries, "	4.60
Apricots, " peeled	4.85
Pineapple, "	4.60

DRUGS.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb.	per ca.	2.40
" " " ½-lb., "	"	2.60
" " " ¼-lb., "	"	2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.09
" Lump, bulk	"	.09
Butter Color, W. & R.	per doz.	2.00
Bluestone, bulk	per lb.	.09
Copperas	per lb	01¾
Camphor, gum, 1-oz. blocks	"	1 40
" Flakes, bbls	"	.02¼
" " less quantity	"	.02¾
" Tar Balls, bbls., 250 lbs.	"	.02½
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Chill Tonic	per doz	3.60
Epsom Salts	per lb.	.01½
" Bee Brand, ¼-lb. carton,	per doz.	.30
" " ½-lb. "	"	.40

—48—

Glauber Salts	per lb.		.01¼
Glue	"		.11
Goff's Cough Syrup, 25c. size	per doz.		1.75
Goff's Herb Bitters, 25c. size	"		1.75
Goff's Oil Liniment, 25c. size	"		1.75
Goff's Sarsaparilla, 50c. size	per doz.		3.50
Goff's Worm Syrup, 15c. size	"		1.20
Goff's Horse and Cattle Pwd., 15c. size	"		1.20
Goff's Dyspepsia Tablets, 10c. size	"		.75
Gum Arabic	per lb.		.55
Haarlem Oil	per doz.		.35
Licorice, P. & S., 5c. stick, Imported	"		.36
" M. & R., 5-lb. boxes	per lb.		.23
" " Lozenges, 5-lb. boxes,	"		.27
" Y. & S., " 5-lb. glass front,	"		
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"		.24
" Root	"		.11
Putty, 25-lb. cans	per 100 lbs.		1.60
" 50-lb. cans	"		1.55
Petroleum Jelly, screw top, 5-c. size	"		.35
" " 10.c. "	"		.75
Paris Green, 100-125-lb. kegs	per lb.		28½
" ¼-lb. packages	"		.32
" ½-lb. "	"		.32
" 1-lb. "	"		.30
Jamaica Ginger, Hires', flasks	per doz.		.90
Sewing Machine Oil, 3 oz.	"		.35
Rosin	per lb.		.04
Saltpetre, crystal, barrels, about 350 lbs.	"		.05⅓
" granulated, kegs, " 100 "	"		.05¾
Sulphur, Flour, 175-lb. barrels	per 100 lbs.		2.45
" 100-lb. bags			2.25
" less quantity			.03½
Squills, Syrup, 1 oz.	per doz.		.34
Syrup of Figs	per doz.		2.00
Venetian Red	per lb.		.02½
Whiting	"		.02
		1 oz.	2 oz.
Glycerine	per doz.	.37	.65
Laudanum	"	.45	.85
Paregoric	"	.35	.65
Peppermint	per doz.	.40	.58
Sweet Spirits Nitre	"	.40	.70
Sweet Oil	per doz.	.30	.40
Turpentine	"	.36	.45
Husband's Magnesia	per doz.		2.85
Bull's Cough Syrup	"		1.90
Roach Powder, Omega, 4-oz. cans			.80
" "	per gross		9.00

	Per Doz.	Per Gross
Roachsault, large	4.00	45.00
" medium	2.00	22.50
" small	.80	9.00

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.40

	Per doz
McCormick & Co., Bee Brand—	
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES
and the
"STAR" COFFEE MILLS
Electric Coffee Mills

For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also SHERER COUNTERS. WRITE FOR CATALOGUE.

MORGAN & CORNELL - 211 DUANE ST. NEW YORK

—49—

Reliable Brand—	10c. size.	25c. size.
Castoria, Dr. Pitcher		2.00
Castor Oil, tasteless	.80	2.00
Death-to-Pain	.80	2.00
Diarrhœa Cure	.80	2.00
Vermifuge	.80	2.00
Cough Cure	.80	2.00

W. F. Young's Veterinary Remedies, wholesale prices—	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days. F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S, Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—		Per doz.
Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00

auer's Flavoring Extracts:—		
No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistacho, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen, No. 25,	per doz.	2.00
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
" Lemon, " " No. 25,	"	1.75
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
Ingersoll's Flavoring Extracts:—		
High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.75
" Lemon	"	.75
" assorted	"	.75
" small size	"	.45
Vanilla	per gal.	11.00
Lemon, 1 oz	per doz.	.80
" 2 oz	"	1.50
" 4 oz	"	3.00
"	per gal.	7.00

Orange, Almond, Peppermint, Wintergreen and Jamaica Ginger same price as Lemon.

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hanson's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

Draught Cider—	Per gal.
Corson's Champagne	.18
" Dry Hard	.18
Bottled Cider—	**Per case**
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅝
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07¼
Fancy Head, 100-lb. bags	.06¼
Choice, 100-lb. bags	.05½
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05⅛

SALT.

WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 30 10-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel, per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS
TABLE SALT
PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

P. J. Ritter Conserve Co., ½ pts., 3 doz. cases		
" " pints, 2 "		
" " quarts, 1 "		
Campbell's ½ pints, 2 doz to case, per doz.		.87½
Durkee's, large, 1 doz	per doz.	4.00
" small, 2 doz	"	2.40
Schimmel's, small, 2 doz	per doz.	.87½
My Wife's, pints, 1 doz		2.30
" half-pints, 2 doz		1.35
Snider's Salad Dressing:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Luncheon, 3 doz	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.67½
Kegs, 150 lbs	per 100	.85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell, ½ pts., 2 dz.	per doz.	.77½
" " " pints,	" "	1.40
North of England Sauce, ½ pints	per doz.	.77½
Chef Sauce, ½ pints, 2 doz	per doz.	.80
Snider's Chili Sauce:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

How to Answer Their Questions

Put a box of **I-V Washing Tablets** on your counter. They will be such a novelty that every woman who comes in will ask what they are and what they will do. Tell them this:—

1—They contain no acid of any sort.
2—They wash clothes without rubbing.
3—They make clothes beautifully white;
4—They can be used in hard water;
5—They take stains from table linen without any rubbing whatever.

Any one of these points would sell a package—just see the women's eyes glisten when you name them all.

I-V WASHING TABLET COMPANY, Inc.
251 North Front Street, Philadelphia, Pa.

—53—

SEEDS.

Canary, bush. 60-lb	3 25	Mustard, Brown...	.06
Caraway.............	.08	Mustard, Yellow..	.05½
Celery................	.10	Rape, per lb.........	.05½
Coriander, bleached	.26	Poppy, per lb.......	.10
Flax....................		Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs....................	per keg	1.80
" bulk, 25-lb. boxes..............	per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes...	"	.04⅝
Arm & Hammer bd., ¼'s, 36 lbs..........	per lb.	.05⅝
" " " lbs., 36 "	"	.04⅞
" " " ¼, ½, 36 lbs..........	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04⅞

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz..................	1.50
Hires' Root Beer, Carbonated, 2 doz..............	.87½
Hires' Ginger Ale, Carbonated, 2 doz............	.87½
Welchs Grape Juice, case quarts, 1 doz.........	4.50
" " " pints, 2 doz...........	4.75
" " " ½-pints, 3 doz.......	4.25
" " " 3-ounce, 8 doz........	6.00
" " " ½-gallons, 1 doz....	8.00
" " " gallons, 6 gal.........	7.50

5 per cent. discount on 5 case lots.

Clicquot Club Co. :—	Per case
Ginger Ale, extra dry, pints, 2 doz............	2.10
Sarsaparilla, extra quality, pints, 2 doz.......	2.10
Blood Orange, extra quality, pints, 2 doz...	2.10
Birch Beer, extra quality, pints, 2 doz.......	2.10
Lemon Soda, extra quality, 2 doz..............	2.10
Root Beer, extra quality, pints, 2 doz........	2 10

POLISHING AND CLEANING COMPOUNDS.

Bon Ami, 10-cent size......................	per gross	2.50
Electro Silicon, 1 doz......................	per doz.	.72
Putz Liquid, large, 3 doz..............	per gross,	16.50
Putz Liquid, large, 3 doz................	per doz.	1.45
Putz Liquid, small.........................	per gross,	7.00
Putz Liquid, small.........................	per doz.	.60
Putz Paste, large...........................	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No 2, pint cans..........................	"	32.00
No. 3, quart cans.........................	per doz.	4.50
No. 4, half-gallon cans...................	"	7.50
No. 5, gallon cans	"	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs.......................per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme..............................	100	3.40
Acorn.............................	120	2.70
Ark.................................	100	1.72½
American........................	72	2.80
Bee	100	3.85
Best, Babbitt..................	100	3.70
Babbitt's New York City......	60	2.95
Benzine-ated	100	4.10
Big Master......................	100	4.25
Brown	60	2.40
Borax, Dreydopple.............	40	2.60
" Pearl, Yonng & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome....................	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's.....................	100	2.80
" Red Seal......................	100	4.00
" Swift's	100	4.00
Circus.............................	100	3.50
Cotton Oil........................	100	5.80
Coal Oil Johnny...............	100	3.50
Cygnet............................	100	4 00
Doobins' Electric.............	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha.....................	100	4.00
Five-case lots freight prepaid......	100	3.95
German Family.................	100	4.30
Good Morning	100	3.75
Glycerine Tar....................	100	3.75
Gloss..............................	100	3.50
Grand Pa's.......................	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox..............................	100	3.50
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha................	100	4.00
Magic Cleaner...................	100	3.00
Marseilles, laundry size	100	6.00
" 5-cent size..................	100	4.00
" toilet size....................	100	4.00
Mayer's...........................	100	3.80
"	50	1.90
Miller's Naptha..................	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G..................	100	4.00
Octagon..........................	100	3.90
Old Mill...........................	100	3.30
Ozone..............................	100	3.75

—55—

Oleine, Conway's....................	60	2.90
" Golden..............................	60	2.55
" Eavenson's.........................	60	2.50
" Hamilton's.........................	60	2.50
" Kirk's	6c	2.30
" Philadelphia, 1 lb................	60	2.90
" " 14 oz.........................	60	2.65
" Pennsylvania	60	1.75
" Procter & Gamble..................	60	3.00
" Young's Best	60	2 80
Pride, Swift's........................	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs...................................	150	4 50
Sunlight, oval.........................	100	3.85
" twin bars............................	100	3.95
Santa Claus..........................	100	3.10
Saratoga................................	120	2.70
Star	100	3.50
Sunny Monday.........................	100	4.00
White Clond..........................	100	3.85
Wool Soap, large.....................	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo..........................	gross	6.40
Buttermilk Cosmo..........................	doz.	.60
Buttermilk, Swift's..........................	gross	4.05
Castile, imported, Conti	lb.	.13½
Castile, Conti, original boxes............	lb.	.11¾
Cutaneous, Dr. Raub's....................	doz.	.70
Elderflower, large cake....................	gross	4.40
Fleur-de-lis..................................	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers.......................	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box..................	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box.....................	lb.	.09
Turkish Bath................................	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross...........	gross	3.25
Witch Hazel, Swift's.......................	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 30 bars	1 24
Young's, 48 bars..	1.80
Brooks' Crystal, 100 bars............................	3 70
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars..	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars.....................................	3 75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars..............................	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes.............	per box	2.70
" 6 oz., 100 packages............	"	2.65
" 8-oz. packs......................	"	2.70

—56—

Soapine, 7 oz., 100 packs.............................		2.37½
" 12 " "		3.90
" 17 " 36 packs.................	per box	2.42½
Babbitt's 1776 Powder, 100 6-oz....................		2.20
Finola, 100 packages....................................		3.60
Gold Dust, Fairbank's, 100 12-oz. packages ...		4.00
" " 24 4-lb. " ...		4.50
Naptha Borax, 100 packages, large..............		4.75
" 100 5-cent packages...............		3.75
Kirkoline, white, 24 4-lb. packs....................		3.70
Young's Pearl Borax. 60 1-lb. packages.........		3 60
Snow Boy Washing Powder, 24 4s.................		4.00
" " 50 2s....................		4.00
" " 100 1s....................		4 00
Nine O'clock Tea, 100 packages		3.15
I-V Washing Tablets, 3 doz..............	per doz.	43
Swift's Washing Powder, 100 1s....................		3.85
Swift's Washing Powder, 24 4s......................		3.85

SPECIALTIES.

Anker's Boulllion Capsules..............................	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade.................	18½	.19½	.21½
Black, Low Grade..................	.14	.15	.17
White, High Grade	....	.32	.34
White, Low Grade..................	....	.23	.25
Cayenne, High Grade.............	....	.21	.23
Cayenne, Low Grade.......	....	16	.18
Cinnamon—			
High Grade...........................	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade...........................	.31	.32	.34
Low Grade	.24	.25	.26
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade...........................	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade...........................	....	.78	.80
Nutmegs—			
High Grade...........................	....	.35	.37
Mustard—			
Yellow, High Grade	19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade.................	.14	.15	.17

McCormick & Co., Bee Brand—		Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice..............................	⅛ lb.	.40
	¼ lb.	.75
Banquet Brand—		
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice..............................	⅛ lb.	.40
	¼ lb.	.75

WALKER STORE FIXTURES

—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St.

PHILADELPHIA, PA.

"As Good as the 'J. M.'"

No delivery wagon built is as good as the "J. M.," though many are said to be. The makers of other wagons do the best they can, but they haven't our facilities.

The "J. M." wagon is the handsomest, longest-lived delivery wagon on the market. No other wagon manufacturer we ever knew rejected everything but second-growth hickory for wheels, as we do.

Write for our catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

olburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	"	.85
¼ lb. net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
olman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.

	Per doz.
ampbell's, jar, 2 doz.	.87½
ulden's, No. 6, with spoon, 2 doz.	.95
ulden's, No. 20, with spoon, 2 doz.	.88
ulden's Mustard and Horseradish, 2 doz.	.85
eer Mug, fancy, large size, 2 doz.	.65
emonade Glass, tall, 2 doz.	.67½
orseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
ilk Jar, glass top, 2 doz.	.85
ater Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
epper, Black	.10
llspice	.06½
loves	.18
ace	.48
utmegs, 80's	.24
" 110's	.17
innamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
reen Ginger Root	.05½
hole Mixed Spices, bulk, 6-lb. boxes	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		.04⅝
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb, "		.06⅝

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes		.03½
" Patent Gloss, crates, 12 6-lb. wd. bxs.		.05½
" Linen Gloss, 3-lb. cartons		.04⅜
Kingsford's, Pure, 3-lb. cartons		.06¼
" Pure Gloss, lb. packages		.06¼
" Silver Gloss, 12 6-lb. wd. bxs.		.07⅝
Duryea's, Superior, 3-lb. cartons		.06¼
" Satin Gloss, lb. packages		.07¼
" Superior B, bulk		.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes		.07⅝
Niagara, laundry, 50-lb. bulk		.03½
" 1 lb. packages, 48 lbs		.04¾
" 3-lb. cartons, 48 lbs		04⅜
" 6-lb. boxes		.05½
Celluloid, 64 10-cent packages		4.30
" 64 5-cent "		2.20
Elastic, 64 10-cent packages		5.00
" 64 5-cent "		2.50
Dreydoppel's Mourning Starch for black goods, 36 packages	per package	.08
Starch Polish, 20 cakes	per box	.50

STOVE POLISH.

		Per gro
Enameline Paste, small, ¼ gross		4.00
Enameline Paste, large, ¼ gross		7.00
Enameline, Liquid, large, ¼ gross		6.65
Enameline, Liquid, small, ¼ gross		4.90
Electric Paste, ⅛ gross boxes		4.20
Magic Paste, ¼ gross boxes		4.75
Parlor Pride, large size	per doz.	.87½
" "	per gross	10.25
" small size	per doz.	.70
Climax Enamel ¼ gro	per gross	9.40
Black Jack, ¼ gross, per gross		6.60
Rising Sun	per gro.	5.75
Sun Paste, 5-cent size	"	4.50
" 10-cent size	"	7.20

—59—

X-Ray Stove Polish—		
5-cent size, No. 5, per box of ¼ gross		1.25
Per box of ½ gross		2.50
14 dozen to gross		5.00
10-cent size, No. 10, per box of ¼ gross		2.25
Per box of ½ gross		4.50
Per gross		9.00

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¾
McAllister, 36 packs	"	.05⅜
Rosensteins, 1lb. pkgs., 2 doz.	per lb.	.05½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per doz.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 doz.	"	.70
Bath Brick, 25 bricks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ½ gross case, assorted, 6, 8, 10's	per case	90
Carpet Tacks, Silver Steel, 4 oz.	per doz.	.06½
6 oz.	"	.07
8 oz.	"	.07½
10 oz.	"	.08½
12 oz.	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.09
No. 11, steel	per doz.	.09½
No. 12, steel	per doz.	.12
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather, cut into taps, 6 inches high		1.50
5½ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.90
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80
Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb.	"	.0)
Best Jute Plow Line, 8 yds. to lb.	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.6)
Jute Clotheslines, 108 ft to bank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 610	.52
Fancy, No. 626	.50
Strictly Choice, No. 615	.49
Strictly Choice, No. 628	.45
Strictly Prime, No. 627	.38
Good, No. 635	.29
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 101	.34
Choice, No. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery	2.50
Five A, for confectionery	2.60

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	.90
1 " case	"	.92½
Karo, 10 cent size, 2 doz.	per doz.	.85
Karo, 25 cent size, 1 doz.		2.20

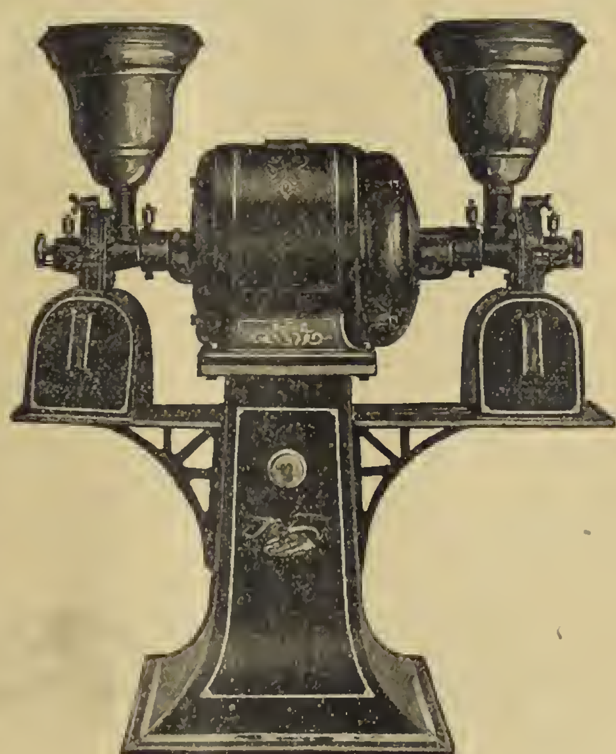
HENRY TROEMNER'S

Electric Coffee Mills

ARE THE FAVORITE MILLS

SAVING DOLLARS AND LABOR

THEY ARE FOOL PROOF



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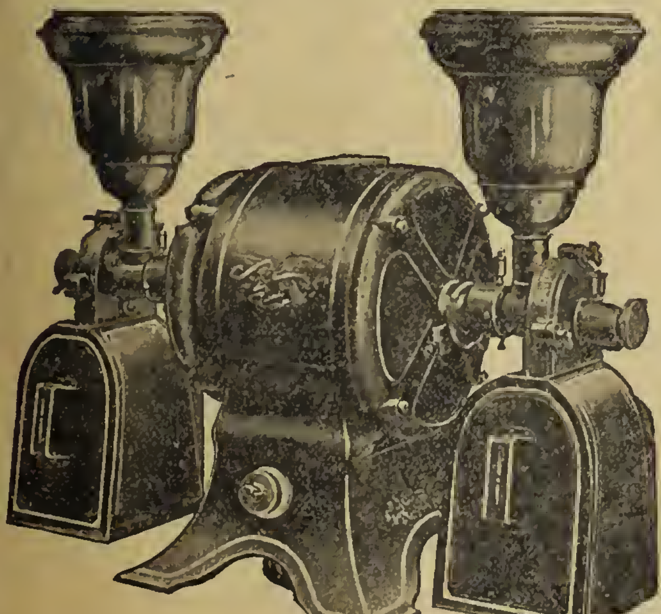


No. 192 MILL

WRITE FOR PRICE LIST

HENRY TROEMNER

PHILADELPHIA, PA., U. S. A.

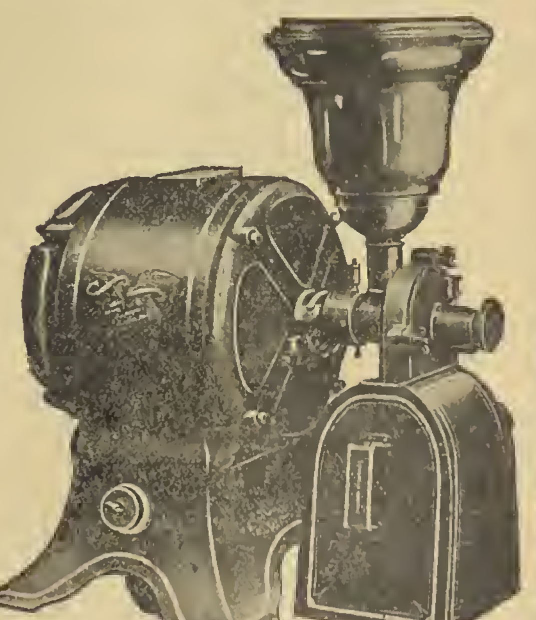
No. 911 ARCH STREET

ESTABLISHED 1840

Illustrations show mills fitted with direct-current motors; made also for alternating-current services.

Don't be talked into buying something "as good." There's nothing like or as good.

TROEMNER'S IS UNEQUALED



No. 19 MILL

—61—

Banner, in jars, compound	per doz.	.97½
White Clover, in jars, compound	"	.92½
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00
Maplecane, 2 dos. 2½-lb. cans	per case	3.80

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per dos.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per dos.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans	per gallon 1.00

CRESCENT MAPLEINE.

	Per dos.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons	each 11.00

OIL OF MAPLEINE.	Per dos
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons	each 15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, 3 string, split handles	2.50
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per dos.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.40
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118, Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per dos.
O. G., 2 electric hoops	1.65
O. G., 3 electric hoops	1.80
Clear, 2 hoop	1.60
Clear, 3 hoop	1.70
Electric Cedar, 2 hoop	2.35
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	2.55
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.25
2, Wire ends	1.45
3, Wire ends	1.65
5, Wire ends	
Picnic Plates, 8 inch	
Picnic Plates, 9 inch	

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per dos.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per dos.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	2.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.85
8, 6 in., A., hair bristle	2.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.

Battle Ax
Deer Skin
Gold Rope
Jolly Tar
Newsboy
Old Honesty
Piper Heidsick
Spear Head
Standard Navy
Toddy
Vinco
Town Talk

SMOKING TOBACCO.

Briar Pipe
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G. & A. Navy, 3½ oz.
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Polar Bear
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Sensation
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The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

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447 Commercial Street, Boston, Mass.

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TO USE WITH
COFFEE

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No. 2. Combination Cans
No. 3. Cardboard Cans

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Circulates in every State of the Union and Canada.

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Contents.

PAGE

y Cocoa Is Higher Than for Twenty-five Years..... 8
e New York Letter 9
itorial 12
'oison Foods.
teducing Expenses.
'he Core of the Question.
o-Minute Sermons for the Retail Grocer..... 11
iss Milk Chocolate Advances..... 12
eful Facts About Groceries..... 13
tsburg Grocers and Produce Jobbers in Sharp Fight 14
k Salmon Coming Forward..... 14
te Seems Almost Clean..... 14
ndow Dressing for Grocers..... 15
e Grocery Markets 16
rket Notes..... 18
iong the Trade 18
e Science of Advertising..... 19
w Every Man Can Sell More Goods... 20
aced Fruits Will Be Scarce..... 22
art-to-Heart Talks with Grocery Clerks..... 24
e Stroller's Column (Contributed)..... 25
Getting Back My Dollar.
rrespondence 27
sociation News 29
ant Department..... 31
ltimore Prices-Current..... 33
w York Price-List..... 34
Grocery World" Prices-Current..... 35

Index to Advertisements.

PAGE

"Advertising World"..... 27
American Slicing Machine Co., The..... 15
Anker's Bouillon Capsules..... 19
Arbuckle Bros..... 15
Atmore & Son..... 44
Baker & Co., Limited, Walter..... 19
Baker Co., The Franklin..... 5
Baker, W. H.....Cover 4
Baltimore Manufacturers' Advertising Association..... 6
Barber & Perkins 10
Beardsley's Sons, J. W..... 5
Bell Co., The William G. 39
Bell & Sons, Samuel..... 41
Bishop, R. W. 27
Blooker's Cocoa..... 10
Borden Condensed Milk Co.....Cover 3
Bower & Co., John..... 45
Bown Bros. 36
Bradshaw Co. 24
Bradstreet System, The 27
Brown & Co., P. F..... 41
Buchan's Soaps Corporation..... 4
Buckley, Elton J.. 8
Burk, Louis..... 17
Carter & Williams..... 19
Central Egg Carrier Company..... 22
Clicquot Club Co. 36
Consolidated Law Association, Inc., The, 50
Cowan & Sons, H..... 36
Corbett & Co., Burton H. 23
Crescent Mfg. Co..... 16
Croft & Allen Co..... 38
Daetwyler & Co., R..... 32
Dilliard Remedy Co..... 32
Dixon Crucible Co., Jos..... 5
Donaldson & Shultz Co..... 24
Enterprise Mfg. Co. of Pa., The..... 43
Esterbrook Steel Pen Co., The.....Cover 4

PAGE

Exton & Co., A..... 25
Fell Manufacturing Co., E. C. .....Cover 2
Fischer & Co., B. 11
Fleischmann's Yeast..... 32
Flesch, J. A..... 47
Forbes, J P. 16
Franklin Sugar Refining Co.....Cover 1
Freihofer Vienna Baking Company..... 21
Fulton & Walker Co..... 48
German-American Coffee Co..... 29
Goff & Sons Co., S. B. .....Cover 1, 19
Gold Medal Flour..... 41
Grocers' Printing Co..... 31
Hagan & Co., Arthur..... 40
Harding & Co., E. E. 16
Hires Condensed Milk Co.....Cover 4
Hooton Cocoa and Chocolate Co..... 27
Holland Rusk Co..... 45
Indexed Coupon Books..... 16
Johnson, A. W..... 18
Kellogg & Sons, H.....10, 42
Kerr Glass Mfg. Co..... 25
Kingsbury, H. P. D..... 45
Lamson Consolidated Store Service Co., 37
Lautz Bros. & Co.....Cover 2
Levering Coffee Co., The 19
Loughery & Co., Jas. J. 42
Lutz & Schramm Co..... 20
Maher's Veterinary Hospital, Dr...Cover 1
Martindale & Co., Thos..... 36
Mentor Cigarette Co. 40
Mince Meat 44
Moneyweight Scale Co., The..... 46
McCahan Sugar Refining Co., The W. J., Cover 3
McCanna & Fraser Co..... 4
McCaskey Register Co., The..... 38

PAGE

Natural Food Co., The..... 50
Philadelphia Electric Co., The..... 20
Piqua Bracket Co.....Cover 2
Porcela Co., The 4
Quaker City Preserve Co..... 31
Rae's Lucca Oil..... 42
Ralston Purina Mills. 19
Reeve, James Knapp 26
Righter, W. H..... 32
Ritter Conserve Co., Philip J..... 37
Royal Milling Co..... 41
Royal Specialty Co..... 19
Sauer Co., C. F.....Cover 4
Scott & Co., Inc., John..... 9
Shafer Co., Jacob C. 19
Shane Bros. Co..... 16
Shinn & Kirk 39
Smith's Sons Co., John E..... 24
Snider Preserve Co., The T. A..... 44
Standard Cash Register Co. 26
Stickney & Poor Spice Co.....Cover 1
St. Croix Co..... 21
Strasbaugh, Silver & Co. 24
Sulpho-Napthol Co., The..... 5
Swift & Co. 27
Tongue & Bros., R. E..... 27
Troemner, Henry..... 49
Wagner Co., Martin..... 32
Walker Patent Pivoted Bin Co..... 48
Washburn-Crosby Co..... 41
Weber & Loesch 42
Wells & Richardson 13
Whittemore, Bros. & Co.....Cover 2
Wilde's Sons Co., Samuel.....Cover 3
Williams Bros. Co., The 47
Williams, R. S.. 36
Wrigley Mfg. Co..... 4
Young, P. D. F., W. F..... 31
Young & Co., Chas. W..... 40
Zimmerman Co., M..... 39

Why Cocoa Is Higher Than for Twenty-five Years

All Authorities Agree That It Is Because Cocoa Beans Are So High, But Opinions Differ as to Why. Louis Runkel Says Natural Conditions Such as Short Crop and Increased Demand Are Responsible. Another Authority Says Speculation Has Done It.

There is at the present time considerable speculation among the trade as to the cause of the existing high prices of cocoa. All manufacturers agree that the cause is the high prices of the cocoa bean, but their explanations as to what makes cocoa beans high is not clear.

As to what this moving cause is, there is some difference of opinion among manufacturers apparently. The "Grocery World" has received copies of two statements on the subject, one issued by Louis Runkel, of Runkel Bros., New York, and the other by Verlog des Gordian, of Hamburg, Germany. The two take exactly opposite positions, and portions of both are reproduced for the information of the trade.

Mr. Runkel's statement is in part as follows:—

Within the last ten months the price of cocoa has steadily advanced in price until to-day it is 90 per cent. higher than it was at that time and higher in value than it has been for over twenty-five years, and the fact is that the cheapest grades of cocoa beans are worth almost as much to-day as the finer grades. Some manufacturers of confectionery who use the article whether in large or small quantities have not so far recognized the fact that it will affect them collectively to the extent of six million dollars, and this advance is not caused from any speculation, notwithstanding the fact that that statement has prevailed for the last nine or ten months.

When the first advance on cocoa beans came along it was stated that the article had been cornered in Europe, and in Europe the manufacturers stated that it had been cornered in America. Now, nothing of the kind has happened. What has happened is the fact that the increase in consumption, according to statistics, proves conclusively that the increase in the use of chocolate and cocoa, and chocolate confectionery, has throughout the world been growing at an average rate of from 18 per cent. to 22 per cent. If you multiply that by five, you find that in five years there has been one hundred per cent. increase in the consumption of an article which is not produced, like many others, where you have a crop which will grow every year, like wheat or cotton, but is produced by the planting of trees, which take from five to twenty years to yield the mature fruit, which is the cocoa bean of commerce of to-day.

Therefore this increase in consumption in five years of one hundred per cent. and the failure within the last two years of two successive crops in the principal countries where the cocoa bean grows, has brought about this increase in prices. In order to acquaint myself with this condition I decided to make a trip in the month of March of this year to the West Indies and South America, where the crops have suffered most of all the countries where cocoa is raised, and I found that the statements which had been sent out were not only correct, as to the poor condition of the crops, but I found it even worse than I anticipated, and if it had not been that within the last ten or twelve years the cocoa plant had been introduced in Africa, and that these crops had been constantly increasing until to-day they yield from 5 to 600,000 bags per annum, we would have to pay now from thirty to forty cents per pound for cocoa beans, and it is only the increase in that enormous crop continuing year after year that has kept prices down; as the West Indian crops in Martinique, Hayti, San Domingo, Grenada, the Island of Trinidad and in Venezuela have for two years not yielded more than forty per cent. of an average crop, and the shortage in that time has amounted to over one million bags.

Last June and July the cocoa growers in Africa who make most of their shipments to Lisbon, recognized the fact that there was going to be a large shortage, and they at once commenced to hold back their crop and started to ask higher prices for their cocoa. They have gradually found that they have been right, and that the shortage has been so great that gradually they realized more and more for their goods, as they found out that there was not enough cocoa to go around, and that they could get any price they asked for their cocoa.

A condition of this kind is not a speculative one. It is only the result of the natural laws of demand and supply, and nothing else. In order to acquaint myself with what effect the higher prices of cocoa were having with the trade, I decided to take a trip from Boston to Colorado and visit most of the large manufacturers and ascertain whether the consumption of chocolate at the advanced prices had been reduced. I found that every one of them was having an increase from twenty to forty per cent. since the first of January of this year in the sale of their chocolate confections, and in fact a larger increase in that particular part of their industry than in any other. Therefore we cannot expect lower prices as long as these conditions continue.

I would like further to state that in order to convince you of my statement, the amount of cocoa beans to-day in the different centres of Europe, such as Havre, Hamburg, Lisbon and London, is not now sufficient to carry the wants of the world at large with the present consumption for more than ninety days. In London, which is one of the large markets of the world, it is claimed, that there is not more than a seven weeks' supply for England. Here in New York we have only 11,000 bags of cocoa available in first hands, where we ought to have double as much. Last year at this time many of the chocolate manufacturers carried at least from twenty-five to seventy-five per cent. of their requirements or what they would want from now until the end of the year, whereas to-day there is not an average of more than fifteen per cent. in the hands of these same manufacturers.

Mr. des Gordian takes issue as follows:—

You think and say that this condition is only the result of the natural laws of demand and supply. It is quite right that the prices prevailing in 1905 and in the first part of 1906 were so low as to command higher prices, for those prices, also made by the speculators, did not pay the costs of production. We often said in our special review, the "Gordian," that a price of 13 cents per pound c. i. f. in bond for Thome, Bahia, Accra and Samana Sanchez cocoa is to be considered as one doing justice to both the manufacturers and the planters, but we cannot consent to a price level of 17⅓ to 19½ cents per pound for these middle class cocoas when the prices for the finer and finest grades but slightly differ from this quotation. Now, there was a day that made it clear to the bears that they could not go further any more, feeling that the planters were out of patience. For a business man it is not so very difficult to perceive the tricks of the speculators, who, at first, being bears, developed into bulls. How much we are indebted to the speculators for the present unhealthy situation may also be proved by the following facts, viz.:

"You are positive on the point that the consumption of cocoa has in five years increased by fully 100 per cent. Very well, but we tell you that there has been an increase of only 27 per cent. exactly. And why? Because the world's consumption has increased from 269,000,000 pounds in 1902 to 342,000,000 pounds in 1906, or 73,000,000 pounds, or 27 per cent. On the other hand, there has been in the United States of America an increase in the same period from 51,000,000 pounds to 83,000,000 pounds. That is an increase of about 60 per cent. And if we look into the statistical reports of the Department of Commerce and Labor, Washington, which have always proved as being the most valuable ones, we find an increase of only 7¾ per cent. in 1906. It is true that the statements of private persons differ from the official ones, but we made some strange experiences with these private sources and prefer to rely, ourselves, on official statistics."

Concerning Mr. Runkel's reference to two successive crop failures, he is wrong, as there was but the failure of the Trinidad crop last year. The arrivals of Havre, New York, Hamburg and London, they show by statistics to have been heavier than ever. Only the United States has until now shown any important increase in consumption, taking the entire quantity imported into this country. Of this quantity it is doubtful as to what has been manufactured and how much has been warehoused.

You attribute the increase of consumption principally to the increase of confectionery, but you will surely admit that but little chocolate, in comparison, is used for confectionery purposes. Therefore raw cocoa has not so much to do with confectionery, and the position you give the raw cocoa in the confectionery trade seems to us to be somewhat exaggerated. Moreover, the world's consumption cannot be judged by the increase or decrease in America, because Europe's consumption is three or four times as large as the consumption in the United States of America. Now, it is certain that the European countries do not consume so much cocoa as before. In England, Spain and Belgium there is even a decrease, according to official statistics.

It is true that the stocks are smaller than formerly, but only at Havre and in London, which means the visible stocks. As everybody knows, the trade has removed from London and Havre to Hamburg and New York, where the stocks are invisible for want of the official statistics.

We cannot believe that you will still insist upon your opinion that the to-day's situation is due to the natural laws of demand and supply, when carefully going into the matter and examining it thoroughly.

For all these reasons we sincerely trust that you will change your mind and blame the speculators, no matter if bulls or bears, for the present standing and situation of the cocoa market.

Enormous Increase in Home Rice Production.

Rice production in this country and the acreage allotted to the crop has in recent years undergone an enormous increase. Only 161,312 acres were grown in 1889 and 342,214 acres in 1899, while the area devoted to the crop in 1905 was 482,479 acres and the total production for the year amounted to 13,606,989 bushels. The first rice was grown in the United States about the middle of the seventeenth century, and the crop was introduced into South Carolina toward its close. For years our rice culture was limited to certain sections along the South Atlantic coast, until within recent years some of the prairie lands of Louisiana and Texas were opened up to the culture of the crop. During the last four or five years a good beginning in rice culture has also been made in Arkansas, with results indicating the possibility of widely extending the area of profitable rice culture on lands not hitherto considered adapted to this crop.

Sent promptly, carriage charges paid, any quantity from a dozen up, if you want Forbes Coupon Books.

ELTON J. BUCKLEY
Editor "Grocery World"
Attorney and Counsellor at Law
730-731 Drexel Building, Philadelphia, Pa.
Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

The New York Letter

New York Jobbers Want Food Guarantees Given General Acceptance. More Discussion Over Subsidizing Salesmen. Big Biscuit Company Failure. Small Items of Trade News.

Special correspondence of "Grocery World."

New York, Sept. 6, 1907.

Pursuant to the policy agreed upon at their meeting last week, the members of the New York State Wholesale Grocers' Association will now endeavor to have the food guarantee given under the Federal law accepted for all purposes. The problem that confronts them is caused by some diversity in the State laws of several States, especially Pennsylvania. The jobbers say that it is not practicable to give different kinds of guarantees on the same kind of food shipped to various States. They hope to have affairs so adjusted that the Federal guarantee will answer everywhere.

The general plan of the jobber is to get for himself the guarantee of the manufacturer so that he is then protected in passing along such guarantee to the retailers. The retailers here are asking for guarantees on all invoices so that they are protected on all articles, including those that have the serial numbers and those that have not.

It is anticipated, however, that in States where the statutes make requirements at variance with those of the Federal law, the retailers will naturally ask for a guarantee to protect them equally in case of a prosecution under the State or under the Federal law. It is this kind of a guarantee that the jobber wishes to avoid, and it is stated that some manufacturers are not willing to take this additional responsibility. As to the products which the jobbers themselves pack, they feel the same as other manufacturers.

The attorneys for the association will endeavor to have the questions settled with the authorities of the States concerned, so as to have the Federal guarantee uniformly acceptable, for it is recognized that retail dealers are everywhere quite determined not to assume the responsibility under either Federal or State laws for food prepared and packed by others.

The subject is to be further considered at a meeting to be held in Chicago, September 20th, by the Executive Committee of the National Wholesale Grocers' Association, at which a report will be submitted on the conclusions reached at the New York meeting.

* * *

Retailers will hear with interest, if not amusement, that the jobbers at their recent conferences have continued the discussion of the evil of subsidizing salesmen, and there is to be more consideration of the subject by the National Association, it being realized that local action is futile. This is regarded by many as one of the cases in which the jobbers must begin by setting their own house in order, but they have not at present the means for doing so.

The difficulty is deep-seated in the methods of the business, it is believed. Within a day or two after the last conference, when the subject was discussed, the individual jobbing houses sent out their usual instructions to salesmen, directing them to push this, that or another brand, and, in some instances, offering a special bonus to the salesmen for unloading the goods mentioned in such letters. Now, this is not the same as a manufacturer giving a bonus to the salesmen who work for jobbers, but it is an easy step from one practice to another, and the jobbers know it.

Sometimes the buyer for the jobber gets the bonus, or the jobbing house gets it in the form of a special price, and then the salesman may not work so hard as when the inducement reaches him. The extra money that the salesman gets comes either directly or indirectly from the manufacturers, he knows, and it is not surprising that he quite often fails to appreciate the distinction which the jobbers try to make between the two methods. Then the salesman is likely to feel that he will get a larger percentage if he deals directly with the man-

STATE HOUSE

CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

ufacturer than if the bonus first passes through the hands of the jobber's buyer.

So, while the subsidizing is evil and, perhaps, in violation of law, yet it seems likely to go on secretly, as in the past, for some time to come, or until a change is made in the methods which the jobbers themselves follow in pushing sales.

* * *

The New York Retail Grocers' Union will give its twenty-sixth annual picnic Sunday in Schuetzen Park, Union Hill, N. J. The association has the reputation of having rousing good times at all its social affairs, so that there is never any trouble about getting a large attendance. Money-making is not thought of in planning the entertainments of the union, and significant of this is the fact that after giving successful affairs of all kinds for years, the organization has only a modest sum in its treasury—just sufficient for comfort, while other organizations under similar circumstances have accumulated quite large accounts in their banks. Upward of forty manufacturing companies have contributed prizes for bowling, shooting and other contests.

* * *

Higher wages having been demanded by the Truckmen's Union a meeting was held yesterday by the Wholesale Grocers' Protective Association, which was formed to look after labor matters of this kind in behalf of the jobbers. The drivers obtained an advance quite generally a year ago. The jobbers did not take any definite action on the present demand, it is understood, and it is likely that a conference will be held with a committee of the truckmen. It is not expected that there will be a strike.

* * *

About sixty managers of plants were present at the annual meeting which was held in the Hotel Breslin Tuesday and Wednesday by the Crackers Manufacturers Co. The organization comprises about one hundred independent concerns which have factories in different parts of the country. It is understood that the proceedings, which were not of a public character, had to do with questions as to cost of material, prices, freight rates and competition. The new officers chosen at this meeting are: President, C. R. Boss, New London, Conn.; vice-president, T. G. Robinson, Cleveland, Ohio; treasurer, J. G. McClurg, Pittsburg, Pa.; secretary, H. B. Grubbs, New York. The directors include Eugene Ivins, Philadelphia; Edward Graves, Washington, D. C.; W. D. Morris, Chicago; Wm. Deininger, Rochester, N. Y.; W. H. Collins, Buffalo, N. Y.; Albert P. Streetman, Cincinnati; S. W. Lee, Birmingham, Ala.; L. D. Manchester, Sioux Falls, S. D.; Brooks Morgan, Atlanta, Ga.

* * *

The case begun by the Government against the Standard Oil Co., of New Jersey, for the purpose of dissolving the corporation as a trust was again called in the Federal court here yesterday, ar at the request of the oil compar another adjournment was take this time to September 17th. Tl reason given was that the Go ernment had made very broad d mands for the production books and papers and that the had not been time to bring the articles into court. The case before former Judge Frankl Ferris who came here from S Louis as special examiner.

* * *

The strike of the meat drive which began a couple of wee ago has been confined to the me in that trade, and development of the last day or two indicat that a settlement of the troub is likely. Propositions lookin to that end have been prepare by both sides and are to be co sidered at a conference of con

BLOOKER'S COCOA

IS A LUXURY TO THE PALATE
A NECESSITY TO THE STOMACH
AN ECONOMY TO THE POCKET

ALL GROCERS SHOULD HAVE IT

American Depot, 46 Hudson St., New York

In stock by H. KELLOGG & SONS, 19 South Front Street, Philadelphia, Penna.

TWO AND TWO MAKE FOUR NOT SOME OF THE TIME BUT ALL OF THE TIME

An eighth of a cent or a quarter of a cent per pound or 5 or 10 cents per box saved on your purchases, is that much saved—Not some of the time, but all of the time

JAR TOPS, BOYD'S BEST QUALITY ZINC PORCELAIN LINED, without rubbers, ½ gross in box	per gross,	$1.60
JAR TOPS, BOYD'S BEST QUALITY ZINC PORCELAIN LINED, WITH RUBBERS	per gross,	1.80
Codorus Brand Cut Stringless Beans, No. 2 size cans, 2 doz.	per doz.,	.90
5 or 10-case lots	per doz.,	.87½
S. & W. Brand Extra Fancy Tomatoes, large No. 3 size cans, 5 or 10-case lots, or over	per doz.,	.97½
This is a great Tomato bargain in our estimation, and our trade will do well to secure a good stock of them.		
Extra Choice New York State Marrow Beans, grain bags	per bush.,	2.10
No. 0 Tubular Lantern Globes, 5 doz. in a case	per case,	1.80
Cold Blast Lantern Globes, 5 doz. in a case	per case,	2.45
NO CHARGE FOR CASES		
Horseshoe Salmon, 1-lb. tall cans, 4 doz.	per doz.,	1.37½
Hulme's Karluk Salmon, 1-lb. tall cans, 4 doz.	per doz.,	1.27½
We believe these are both better bargains in well-known brands of Salmon than you will find elsewhere on the market.		
Lineboro Brand Sifted Early June Peas, small, uniform in size, sweet and tender, 5-case lots or over	per doz.,	1.10
Star Brand, ¼s, Oil Sardines, 100 cans	per case,	3.10
5 or 10-case lots	per case,	3.07½
Fox Brand, ¼s, Mustard Sardines, 100 cans	per case,	3.00
New Brazil Nuts, extra large, bright, clean and excellent crackers, bags about 210 lbs.	per lb.,	.11¼
50-lb. lots	per lb.,	.11½

These Prices for This Week Only—September 9th to 14th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

mittees representing the butchers and the labor union.

* * *

A bankruptcy petition was filed yesterday against the Manhattan Biscuit Co., manufacturers of crackers and biscuits, at 392 Greenwich street, this action on the part of creditors following an assignment which the company made last Saturday. The liabilities are estimated at $65,000 and the value of the assets is placed at $100,000, this total including $80,000 as the valuation of the manufacturing plant. The company's statement made in January showed assets of $195,000 and liabilities of $50,000. Frederick W. Brooker, the president, said after the assignment was made, that in his opinion the assets will amount to $150,000. The tight money market is said to have precipitated the trouble.

The company was incorporated in 1899, with a capital stock of $250,000, of which $130,000 was paid in and the remainder, it is said, comprised the good will of two Philadelphia baking companies. The factory and site are said to have cost $100,000. Besides President Brooker, the officers included W. H. Becker, secretary. The company had agencies in New Jersey, Maryland, Georgia, North Carolina, Florida and Porto Rico.

According to the statements of the officers, business has been sufficiently brisk, but the increased cost of raw materials and the withdrawal of credit by banks during the stringency of recent weeks, caused the failure. Most of the accounts due the company have been assigned to banks.

This is the second of the so-called independent cracker companies of this city that has failed in three months.

* * *

New corporations filing certificates this week included: W. M. Trimble & Co., who are to deal in butter, cheese and eggs in Brooklyn; capital stock, $1,500; directors, W. M. Trimble, C. H. Hager, Brooklyn; M. H. Ahrens, New York.

Schnackenberg & Co., to deal in provisions in Brooklyn; capital, $2,000; incorporators, J. H. Schnackenberg, A. H. F. Schumm, Brooklyn; Frederick Phillippi, Mayaguez, Porto Rico.

FRED. A. MCGILL.

Watermelons from near-by points range from 15 to 35 cents each, and are selling well.

Two-Minute Sermons for the Retail Grocer

IX.—Are You a Real Salesman.

Are you a salesman, or just filling the place of one?

Be it known that a great many people who claim they are salesmen have none of the qualifications for such a position, and some of them cannot be even classed as high as an "order taker." The "order taker" books what business he can find at the regular prices, but the man who grades lower than the "order taker" is the one who is always cutting prices.

He gets business. His order book will show that, but at what profit to his house? Many such men are absolutely unable to show any net profit to their house, and under such circumstances they are worse than useless to that house.

The man who depends on cutting prices to sell goods admits that he is no salesman. If he was a salesman he could sell the goods at the same price the customer had been paying for them. A lower price than a competitor on the same goods is not only an admission that the man making the cut is a poor salesman, but that his house is a back number for employing him.

An order taken from a retailer without profit does not bring you his future business unless you continue the unprofitable tactics. He merely makes it a point to use you to beat down prices. If the cut on one article on the order is made up by increasing the price of another, he will eventually find you out, and then you are worse off than before. If you are going to be a salesman, make them show you the price the other man made, and do not go below that figure in booking the order.

F. A. P.

The Dog May Bite

Honestly, you will be much more likely to succeed by pushing **Hotel Astor Coffee** than by pushing a blend of your own.

We have been in coffee blending for many years. Obviously, we must know more about it than you do. And then **Hotel Astor Coffee** has been tried on the dog—the hardest dog to please in the United States—the patrons of the most exclusive hotels of New York City. The dog pronounced it good at once, and with the stamp of weighty approval upon it we offer it to you.

When you blend your own coffee the dog you try it on is your own customers—that's risky; the dog may bite.

A perfect blend of superfine coffee. For the very finest trade.

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

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CHARLES M. WESSELS,
President and General Manager.
ELTON J. BUCKLEY,
Vice-President and Editor.
DAVID EZEKIEL,
Advertising Manager.
W. H. NAYLOR,
Circulation Manager.
FRANK D. WARNER,
Manager "Prices-Current."

Truly we are getting on. Dr. H. W. Wiley and other yellow sensationalists of the same school have done their best to make us feel that the bulk of our food was poisoned by adulteration, but now comes Dr. Woods Hutchinson, who in September "McClure's," points out that many of our favorite foods are poison naturally.

Poison Foods.

The comforting title of Dr. Hutchinson's article is "Poison Foods" and he makes the following contentions:—

That potatoes are poisonous under certain conditions.

That beans contain an aromatic oil and a bitter alkaloid, both of which are poisonous.

That peas cause burning of the stomach, flatulence and loss of appetite.

That cheese irritates the stomach, upsets digestion and constipates the bowels.

That nuts contain a substance which is a decided irritant to the digestive canal.

That bananas are dangerous.

That strawberries, cherries, raspberries, prunes, melons, grape fruit, oranges, apricots, peaches, plums and apples are all more or less bad in the order named.

Among the products here mentioned are some which the best authorities have always declared were veritable staves of life. Nuts and apples for instance. What, forsooth, can we eat with the realization of perfect safety? Meat is bitterly condemned by a large and rapidly growing contingent, bread made from white flour has many enemies, and everywhere one turns to partake of this or that he finds a warning hand upheld.

Truly after reading modern food literature, the "Stroller's" despairing suggestion that we may be obliged to return to the maternal sustenance of our infancy takes on the aspect of wise prophecy.

Reducing Expenses.

The members of the Minneapolis Retail Grocers' Association are talking about abolishing solicitors and getting their orders in by telephone or asking customers to come to the store, which in many cases they would have to do if nobody called for their orders.

This may be a very good plan indeed. Any plan is good which promises to reduce expenses without impairing the efficiency of the business. There is one thing to be said, however—that the chance of this plan's success is quite remote, owing to the great difficulty of securing absolute unanimity of action. One grocer in a community or a neighborhood who sent out for orders could weaken if not entirely upset a plan like this.

It may not be amiss, either, to suggest that reduction of expenses may go too far. Witness the experience of the amateur agricultural scientist, who invented a way to support his mule without eating. The plan worked splendidly. Day by day the mule got through with less and less until at the precise moment when the farmer was on the verge of complete success, i. e., keeping the mule on no food whatever, the contrary beast heartlessly died.

The Core of the Question.

Regarding the use of benzoate of soda as a food preservative, which is one of the most mooted food questions of the day, the Pennsylvania Dairy and Food Department, through its latest monthly bulletin, makes the following observation:—

It is said that the Federal authorities have determined to allow the use of benzoate of soda in this year's crop, but that they will not permit it to be sold under a guarantee bearing a serial number. But if benzoate of soda is really injurious to the human body, why allow its use until January 1st? Why not prohibit it now, before the year's crop is put up? If it is not injurious, why not allow its indefinite use in quantities of one-tenth of 1 per cent.? But if it is a harmful substance, why temporize and put off the inevitable until January 1st, or any other period in the future?

The harmfulness or harmlessness of benzoate is indeed the core of the entire matter. If it is harmful the Federal authorities not only lack all worthy reason to continue its use, but they also lack all manner of legal right to do so. If it is not harmful, its use cannot be interfered with, fraud being absent, and all laws seeking to interfere with it are invalid.

This question ought to be decided. Dr. Wiley and his subordinates are simply trifling over it and have been from the beginning. In their hearts they know that benzoate of soda cannot be proven harmful in customary quantities. If they do know it, it is dishonest to assume to know the contrary and contemptible to keep five thousand men on the anxious bench for a year. If it can be conceived that they really know the contrary, then it is unfair and against the law to temporize. The question ought to be settled and settled at once.

Philadelphia: Market Street, Eighth to Ninth
Milwaukee: Grand Ave. & W. Water St.
New York: 377 Broadway
Paris: 17 Boulevard Poissonnière
Berlin: Neue Str. 53

Gimbel Brothers.

Cable Address: Gimbel.

Philadelphia, Aug. 28th, 1907

Mr. E. J. Buckley,
c/o Grocery World,
927 Arch Street.

Dear Sir:-

Enclosed you will please find my check for $3. for the renewal of the Grocery World for another year as I think one of the best and economical purchases in the Grocery business is the Grocery World.

Yours respectfully,
E. L. Smyser,
Manager Grocery Dept.

Currant Market Strong on Other Side.

The general course of the currant market on the other side during the past six months has been remarkably steady, and in consequence of the comparatively small crop shippers have shown no inclination to operate except at full market value. Prices which at the beginning of the season opened at about 15s. 6d. (shilling = 24½ cents; penny = 2 cents) per hundredweight for Provincial fruit, rapidly advanced to about 23s. per hundredweight, cost and freight New York. In spite of the higher prices ruling, the demand has been greater than in previous seasons, and shipments to the United States up to June 30th totaled about 14,700 tons, against 13,700 up to the same period in 1906. Practically no old crop fruit is now available for shipment, except that held by the Privileged Company, and this fruit can only be exported at the fixed minimum price of 200 drachmas (5½ drachmas = $1) per 1,000 Venetian pounds, which is equal to about 21s. 9d. per hundredweight packed in barrels and cost and freight New York.

Swiss Milk Chocolate Advances.

Foreign Manufacturers Meet and Put Up Prices Twenty-five per Cent. on Account of High Cocoa Beans. May and May Not Affect American Trade. One Large Concern to Establish a Factory Here.

American chocolate manufacturers will welcome the news that practically all the foreign manufacturers of Swiss chocolate and cocoa have already, or are about to, advance their prices about 25 per cent. If this advance is extended to this country, and it is not seen how it can be avoided,

he result is bound to be a sharp lecline in the sale of Swiss milk hocolate on this side.

The cause assigned for the advance abroad is the continued very igh prices of cocoa beans, some eference to which is made in nother column. All grades of Swiss cocoa and chocolate are ffected.

There is some ground for the heory that American prices for Swiss milk chocolate may not advance. One of the largest manufacturers of these goods, whose hocolates have been imported in ery large quantities into the United States, is about to establish a factory in New England, hus escaping the duty. It is believed that several other Swiss oncerns who also have a share of he American market will be compelled to hold their prices down in rder to meet the competition.

Personal.

Henry D. Silver, one of the oremost grocers of Rochester, N. Y., called at the "Grocery World" office during the week. He was on his way to the Jamestown Exposition.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Hake.

A fish of the cod family, sometimes called herring hake or stock-fish.

It is a coarse quality, of whitish color, with gray on the back. Mostly caught by line on the Atlantic coasts at the North of Europe and off Nova Scotia.

Hakes are two to four feet long, with broad flat head, the mouth very wide, and the lower jaw extending beyond the upper. Of its two dorsal fins, the first is small and triangular, while the other extends to half the length of its body, and its anal fin (of same shape and size) is exactly opposite.

The hake is very voracious, feeding chiefly on herring and pilchards.

Its flesh is somewhat coarse, and is not much esteemed; but it is always cheap, and large quantities are salted and dried.

Halibut.

The largest species of the flounder or flat-fish family, measuring three to six feet long, and weighing up to 100 pounds, 200 pounds, and even 500 pounds each.

Its two eyes are both on the right side of its head. Mostly caught by hook and line off Greenland, Norway, Scotland and similar northern latitudes.

After being caught they are often kept alive six or eight weeks by being packed in large perforated boxes, which are sunk or floated in a dock or other shallow water.

Usually sold wholesale by the stone, price 5 to 10 shillings.

The flesh is white and firm, but rather dry and coarse; the fins and flaps, however, are considered tender and delicate.

Besides being cooked and eaten fresh, it is salted, dried and smoked. Halibut is also often sliced up and pickled in barrels.

Herring.

The herring is the commonest and most important class of fish that visits our shores. The word herring is derived from the Dutch word "herr," an army. It is essentially a northern fish and is found in the highest latitudes.

Herrings are marketed and treated in a variety of forms.

More Profit for Thrifty Grocers

Thousands of progressive grocers have discovered, and many more are discovering every day, that it is greatly to their advantage and profit to carry in stock a good supply of

DANDELION VEGETABLE BUTTER COLOR

A perfectly Pure Vegetable Butter Color, and one that complies with the pure food laws of every State, and of the United States.

It is the Butter Color the Butter Maker Wants

It is a vegetable butter color that will not spoil the butter.

It is a butter color that is pure and wholesome, free from taste and devoid of smell.

It is a butter color that never becomes rancid, stale or sour.

It is a butter color that never turns the butter a reddish or brownish **hue.**

It is a butter color that is absolutely harmless.

It has the greatest **keeping** qualities of any butter color.

It is the strongest butter color made, goes farther and is therefore the cheapest.

It imparts to butter that indispensable rich June shade—a shade that never varies.

It makes butter better, makes it sell quicker and bring a higher price.

It is the butter color that helps the buttermakers win 90 per cent. of all the prizes offered, and is, therefore, the butter color that the butter maker wants.

Dandelion Butter Color is the Only Successful Vegetable Butter Color on the Market and Its Perfection is the result of 25 Years' Experience.

Manufacturd by

WELLS & RICHARDSON CO., Burlington, Vt.

Pittsburg Grocers and Produce Jobbers in Sharp Fight

Suit Begun Which Has Association's Support, Charging Produce Men with Maintaining an Illegal Restraining Combination. Cases Where All Members of Produce Association Refused to Sell Retailer Until He Paid Bill Which He Considered Unjust.

Special correspondence of "Grocery World."

Pittsburg, Pa., Sept. 5, 1907.

There is a heavy war on in the city of Pittsburg, Pa., between the Pittsburg Retail Grocers' Association and the Wholesale Produce Association. The latter concern has just been made the defendant in an action brought by W. H. Arbour, a retailer. This suit is sympathized with and morally backed by the Retailers' Association. Mr. Arbour was placed on the delinquent list for a small amount which he claimed he had paid.

In his action, which was promptly begun by Mr. Arbour after all the members of the Produce Association refused to sell him until he had paid the bill he claimed was unjust, he claimed that the association was an illegal combination in restraint of trade. Later on he filed an amended complaint, in which it is claimed that the association is in restraint of trade in using a "black list" against certain dealers in retail produce.

The amended bill gives the detailed list of the wholesale firms and individuals composing the defendant association, and attached is given the by-laws and rules of the association by which the plaintiffs expect to prove the association is performing illegal acts by using a "black list." This is alleged to be shown by Section 6 of Article XIV of the by-laws, which reads:—

> All members are held bound that they or their firm shall refuse to sell on credit or for spot cash to any person or firm reported as a debtor until duly notified by the secretary that such party's name has been removed from the list. The penalty for each violation shall be the same as sections 2 and 3 of this article.

In the bill are given a number of alleged instances where retail dealers who had paid their bills had been reported and their names put on the black list and interfered with in their business by denial of the right by association members to sell them goods. Bills that had been paid, it is alleged, have been reported as unpaid.

It is averred that the by-laws of the association are illegal for the reason that they are in violation of the order of Court granting the charter that its objects were lawful and not injurious to the public. It is held that the regulations of the association are in violation of laws of the State and the United States and of the Constitutions of both State and nation. It is also averred that the right of freedom of contracts is violated. A permanent injunction is sought and the court is asked to hear testimony as to damages sustained by the defendant and his fellow dealers on account of the acts of several members of the association.

Among the affidavits attached to the complaint is one made by A. F. Bacon, of McKeesport, a produce jobber. Bacon says he once bought produce to the amount of about $1,500 weekly in Pittsburg, but is unable to buy any there at present. He says that on March 6, 1905, he bought a car of apples from John C. Blume & Co. which were frozen when delivered. He refused to accept or pay for them and was placed on the delinquent list. The bill was $344.50. The matter was referred to the association and it decided Bacon was entitled to a credit of $50, and he was compelled to pay Blume & Co. $294.50, which he paid, so that his name could be taken from the list to enable him to do business. The transaction, Mr. Bacon claims, was interstate business, as the apples were loaded at Albion, N. Y., and shipped direct to McKeesport. Bacon also swears that on May 1, 1907, Culver & Co., also members of the association, refused to fill an order for eggs because of the rules of the association. A little later he went to the Pennsylvania Railroad produce yard to try to buy fruit and vegetables, but on all occasions various commission merchants belonging to the Produce Association advised other parties not to sell to him, saying he was indebted to some member of the association.

As published several weeks ago, this litigation promises to be interesting, as the Government is interesting itself in it.

P. W. B.

Pink Salmon Coming Forward.

High Price of Other Salmon Stimulates Business in the Second Grade of Alaska Fish.

One very noticeable result of the high salmon prices, which have ruled for some time, and seem likely to rule for some months more, is the increasing demand for the grade of Alaska salmon known as pink salmon.

Pink salmon is the grade next below red Alaska, chums coming last. Both pinks and chums have formerly been largely sold in the South to the poorer trade. Only since prices of other grades became so high has it made its appearance in the North to any extent. Now all Northern jobbers report a decided increase in the demand for it. Retailers are offering it from 1 to 2 cents below the price of red salmon.

The pink grade costs delivered in the East in a large way, around $1 per dozen, at which red Alaska has very often sold.

State Seems Almost Clean.

Monthly Bulletin Dated August 15th Reports Only One Case of Adulteration. Summary of the Month's Work

The monthly bulletin of the Pennsylvania Dairy and Food Department for the month ending August 15, 1907, is at hand, and shows fewer reports of impure goods than any bulletin previously issued.

Two editorial observations which appear in this number of the bulletin are worthy of reproduction:—

> The State of Pennsylvania now has a very efficient law regulating the traffic in food. With the active co-operation and sympathy of manufacturers and dealers it is believed the Pure Food Division will be able to prevent the sale of adulterated or poisonous articles of food. How many lives have already been saved by the legislation now in force nobody will ever be able to tell. But it is clear that there has been a great improvement in the quality of the food offered for sale to the people of Pennsylvania.
>
> It should be apparent to all who give the matter the least attention that the pure food laws need to be supplemented by a properly framed act regulating the sale of alcoholic and non-alcoholic drinks within the Commonwealth. It is quite as important that the people have pure drinks as that they have pure food. The quantity of drink consumed in this State in the course of a year, and especially during the summer months, is simply enormous. To poison the consumer by adulterating his drink is quite as serious an offense against the health of the individual and the happiness of the family as to vend poisoned food.
>
> * * *
>
> The most cleanly disposed grocer may not be able to drive the flies entirely out of his establishment, and he certainly can't keep them from buzzing about the vegetables, fruits and berries he displays in front of his store. But he can keep these articles covered with netting in such a way as to prevent the flies covering them. Many a grocer loses important sales by carelessness in this respect. A goodly proportion of housekeepers will not buy goods which have been covered with flies for hours. The fly is an unclean insect and a disease-carrying one. For that reason it is highly dangerous.

A summary of the month is as follows:—

REPORTS OF ANALYSIS.

Butter Samples, 15.

Colored oleomargarine	3
Pure	12
Total	15

Pure Food Samples, 16.

Pure	16

Oleomargarine Cases, 3.

Terminated	3

LICENSES ISSUED FROM JANUARY 1 TO AUGUST 15, 1907.

Oleomargarine Licenses, 207.

Boarding house	3
Restaurant	3
Retail	193
Wholesale	8
Total	207

Renovated Butter Licenses, 15.

Retail	13
Wholesale	2
Total	15

Total amount of money received from said licenses for 1907 is $25,671.74, and this sum has, in accordance with law, been deposited in the State Treasury.

Sample bought of David J. Seifert, Beaver Falls. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of David J. Seifert, Beaver Falls. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of David J. Seifert, Beaver Falls. Sold for butter. Chemist's report—Colored oleomargarine.

With the exception of three cases brought against David J. Seifert, of Beaver Falls, Pa., for selling colored oleomargarine as butter, the bulletin contains no reports of adulterations at all. Practically the only samples reported upon are of milk and cream, all of which were found pure.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Fancy Grocery Display.

Window dressing, in the writer's opinion, is one of the most important branches of the grocery business.

It is an art, which demands and deserves all the energy that can be enthused into it.

The window display extends the invitation to the observer to step inside.

How to make the display which will give the best results is the subject for consideration.

Different classes of trade demand different styles of display. Some neat and attractive, some quiet and conservative, some of a sensational order.

I will endeavor to demonstrate the value of each class in different styles.

This week we will have a show of fancy groceries; some of the tempting things which have built up the high-class business.

My style this week is one which I have reaped wonderful results from. A slanting show at an angle of 45 degrees, showing the goods in sections, running towards the window.

Each section is relieved by a strip 2 by 3 inches, stained and varnished, thus giving an individuality.

Such goods as brandied fruits, French prunes in jars, olives, sardines, Wiesbaden prunes, washed figs in baskets and jars, sweet pickles, etc., etc., may be used. Do not have too large a variety.

Cover your boards with nice white demy paper; silks and velveteen, frills and crepe paper may be used in another form, but not in this.

Run your sections of as fair a width as space will afford, and you will hear your display talk to the observer, and who can resist the tempting invitation.

Once inside the store your object has been attained and it remains with you to sell a big bill of goods from the more generous variety and display which you have not room to show in your window.

Always have a little corner near the door for the tempting bait, such as a tray of ginger cakes or pretzels in generous form. This will catch man, woman or child, and who cannot recall the customers made through mamma's desire to please the children.

Inside, at the rear of your display, run a counter, at the ends of which you may make a pyramid of jellies and preserves.

How tempting they look! You hear it remarked and feel proud of it.

Have a nice variety of handy package dainties on this counter, for your customer will invariably hang around the door as though she hates to leave the good things and will carry this or that along with her.

Don't forget your signs. The writer has seen more of the

FINEST BONELESS SARDINES, $4.50 per doz.

sold by the dozen and half dozen than you can credit; don't be afraid of quoting dozens, there are lots of people who will buy this quantity as readily as a smaller one; you won't lose the small sales either.

The best drawing card I ever saw was a show during the season of finest washed figs.

A generous show, with a fresh basket opened daily.

I have seen most remarkable results from this method of display and hope to give another in some future issue.

WALTER WOODCOCK,
Thomas C. Fluke & Co.
1309 Walnut street,
Phila., Pa., Aug. 31, 1907.

Please find check inclosed for $3 for the "Grocery World" for one year. It is the best paper I ever read for our business; it is to the business man what the Bible is to the Christian. I wish you all the success for keeping up to date on all trade subjects.—John M. Rutherford, Royalton, Pa.

Snyder's catsup has stood the test of public approval. The large increase in the sale year after year proves the verdict. Try it.

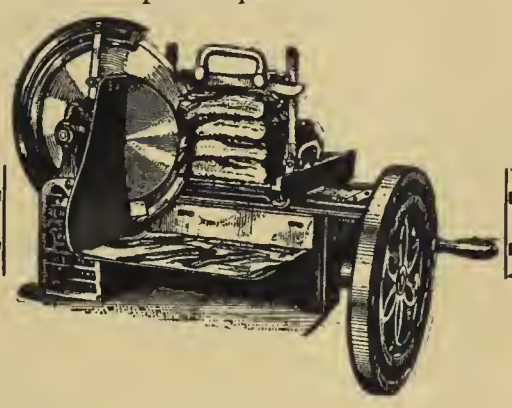
GOSSIP

Saw an article in a trade-paper the other day on "Women's Gossip as a Trade-getter."

The man who wrote it knew his business. The things which the women have to say about a store will make or break it.

There was one sentence in the article that hit the nail on the head: "If a butcher (or grocer) could get an unlimited quantity of favorable gossip about his meat he would need no other advertising to make his business a success."

We couldn't possibly give you a better idea of the trade-bringing power of the American Slicing Machine than is afforded by this involuntary tribute from the expert in question.



The American Slicing Machine will start all the women in your neighborhood to talking about the advantages of trading at your store.

Why?

Because you are giving them better-looking, better-cooking, better-tasting sliced meat and more slices for the same money.

You're making a better profit on each sale.

You can get the machine, if you desire, with practically no investment whatever.

Write us about it, **now.**

AMERICAN SLICING MACHINE COMPANY
54 Fifth Avenue, Chicago

Stick to the Job Where the Work is the Easiest and the Pay the Best

We have made **Ariosa Coffee** known to everybody everywhere. So all you have to do is hand it out when it is asked for. Not very hard work is it?

Besides your regular profit we give you vouchers with every case of **Ariosa** you buy which are as good as money. We give these vouchers as extra pay for filling orders for **Ariosa Coffee.**

As we have made your work easy and your pay big, isn't it natural for us to feel that you will sell as much **Ariosa** as you can?

ARBUCKLE BROTHERS
NEW YORK

THE SUCCESSFUL MERCHANT LOOKS AHEAD!

THOUSANDS OF THAT CLASS ARE SELLING

MAPLEINE

It's a business bringer—a trade stimulator.

IT HAS MERIT—IT SELLS
IT REPEATS

There is nothing like it on the market. The way to get more business is to go after it—with something that will back you up—and you can't do better than order a case of Mapleine to-day.

MAPLEINE

E. E. HARDING & CO., Agts., Philadelphia
CHAS. W. JACOBS & ALLISON, Agents, NEW YORK CITY
Manufactured only by
CRESCENT MFG. CO. - - SEATTLE, WASH.

HE DID NOT KNOW

although using them, the full value and merit of our

FORBES' INDEXED COUPON BOOKS

until he ran out of them. He says:

Please ship me 300 books ***. I never knew how much these books saved me until I ran out of them, and in the future I intend to urge the use of them wherever I can.
H. McNELLY, Washington, Pa.

All sizes. F. O. B. your nearest express office. Prompt shipments. Stop worry, book-keeping, forgotten charges, etc. Best for cash or credit. Many have used them for more than ten years. You need them and will want them. Ask us for samples.

J. P. FORBES, Forbes Building, Coshocton, Ohio

MILLBOURNE
AND
ONTOP
SPRING WHEAT
FLOUR

When our wheat washers are installed we will have the only mill in the east that is so equipped, and with additional purifiers in operation, we will be in position to reach perfection in these favorite brands. Our ambition it to make and sell the best flour in the world.

MILLBOURNE MILLS
63d and Market Sts.

SHANE BROTHERS CO.
Proprietors
672-686 Bourse Philadelphia

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking f the right man to take charge of its "Window-Dressing Departmen and contribute a good, suggestive weekly article. We have tri several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribe probably every one of whom has some technical knowledge of w dow-dressing. What we want is articles clearly describing windo displays that can be made by the average retailer; not necessarily n or original—in fact, those which have been used successfully a perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay average price of $5 each. All matter sent in under this arrangeme should be addressed to the "Window-Dressing Department." drawings are also sent they should be made throughout in black i (not pencil).

THE GROCERY MARKETS

Tea.

The week's business in tea has been very fair. The entire line seems to be in healthy condition, and the comparative scarcity of many lines has led to a more active demand. There has been no change in prices during the past week, but prices are steady to strong, and the market throughout in healthy condition.

Coffee.

The market for Rio and Santos coffee has ruled somewhat higher during the past week, due, however, entirely to support from the syndicate. The speculative public has shown no disposition to come in, and it would be impossible to force the market up except through continued support by those representing large interests. The buying trade continue to follow the hand-to-mouth policy which they adopted last spring, and dealers in actual coffee are also working very cautiously. Actual Rio and Santos coffee has advanced about ⅛ cent during the week. Mild coffees are in very good position. Bogotas, especially, being firm and advancing, on account of light stocks and light receipts. Java and Mocha are steady and unchanged.

Sugar.

The market on New Orleans refined sugar has advanced 10 points during the week and the refiners throughout this section have also advanced confectioners' sugar 10 points. The present market shows a rather small margin between raw and refined, and an advance in refined seems probable for several reasons. First, the European raw market about 20 points higher than o own, owing to unfavorable cr prospects. The Cuban outlook also poor, and sugar crops w be late even if normally lar The second reason is that t largest demand of the year refined sugar is now on. It w not be equal to last year, but w probably be large enough to ba an advance upon.

Syrup and Molasses.

The market for corn is exce ingly high, being 13 cents bushel above last year, and t condition has been responsible another advance in glucose o points and a corresponding vance in compound syrup of cent per gallon. The dema stimulated the demand for mi syrup to some extent, but weather has been against it, a the business is light. Su syrup is in good demand export, but light demand domestic trade. Prices are changed. Molasses is unchang New crop prospects are excell The spot demand is light.

Fish.

The feature of the fish mar has been an active demand mackerel. The shore catch been fair, and prices are changed. The receipts of su mer Norways are about over; uation about unchanged. catch of Irish fish has been and the receipts in this coun liberal up to date. Prices not materially different from year, and show no change for week. Cod, hake and hadd are very dull on spot and rule unchanged prices. Some b ness is still doing in futures

aintained high prices. Domes- c and imported sardines are both eady and unchanged and in oderate demand. Considerable usiness has been done in sock- e and Alaska salmon at the rices named last week. Some uyers who bought subject to pproval of price have not yet nfirmed, however, while on the her hand some packers have not t confirmed all the orders ken.

Canned Goods.

The tomato situation is about nchanged, but if anything, ows a slightly firmer feeling. pot goods of old pack are quoted 87½ cents delivered. New ck are scarce at a quotation of cents f. o. b. The general de- and for tomatoes is fair, and the tuation healthy, but somewhat certain. Much depends on the eather for the next few weeks, it can make all the difference tween a short pack and a good e. Spot stocks are light. Corn moving moderately, but the neral situation is dull. Pros- cts for a large pack are not so ight as they were. Prices for e week show no change. Peas e still in fair demand, with the arket still firm. Some Wiscon- n peas offered in the East dur- g the week were eagerly snap- d up at 10 to 15 cents above e price of futures. Peaches are nchanged, being still very high erywhere. The price of raw aterial in all factory sections is ceedingly high. It is reported at the supply of peaches packed California this year will be mewhat larger than was ex- cted. Lemon clings, however, e scarce. Apples are firm. obody will sell futures, and the west spot prices on gallons is .25. The general small Balti- ore line is unchanged and in ght demand. California canned oods in the same position.

Dried Fruits.

Prunes are slow. There is a lit- e spot demand, but not much. utures are still strong, and an ad- nce in them is by no means im- ssible. Peaches are dull at nchanged prices. Currants are rong on spot, and have ad- nced ¼ cent. This, however, merely a local and temporary ndition, and will soon cure self. Apricots are unchanged d selling readily. Raisins are ill firm, though in light request. The trade are still working on the Australian raisins mentioned some weeks ago. Apples are firm and scarce. Citron has advanced 1 cent per pound, owing to damage to the crop and light stocks abroad. The price, though high, is still somewhat below last year.

Beans and Peas.

Pea beans show further advance, and are now quoted in a large way at $1.95. Damage to the growing crop and light offerings are the causes. Marrows range from $2.10 to $2.20, having advanced more in sympathy with pea beans than for any other reason. California limas are unchanged and in moderate demand. Split peas are unchanged and in good demand. Other grades are unchanged and firm. There has been an unusually good demand for dried peas all summer.

Butter.

The butter market is very firm at the recent advance. The make continues about normal and the quality is running good. The consumptive demand for butter is active and some dealers have withdrawn some fancy butter from storage in order to supply the demand. Present conditions are likely to exist as long as the weather continues warm. After the cool weather comes there will likely be an increased demand and slightly higher prices. This applies to prints as well as solids. Under grade creameries are equally firm with the higher grades.

Eggs.

The egg market is very firm at the recent advance. There is a large consumptive demand and considerable withdrawals from storehouses. The quality of the receipts is improving. Altogether there is likely to be a stationary market with unchanged prices for a few days, though at this season the market is always very uncertain.

Cheese.

The cheese market at all country points has advanced another ¼ cent, and is now firm. The make of cheese is lighter than it has been for several years, owing to extreme dry weather in the cheese producing sections. The high prices have not as yet interfered with consumption, and it is probable that before September is gone there will be still further ad-

PURE LARD

Gives satisfaction to the consumer, and, therefore, reflects credit on the dealer selling it.

In order to give the very best satisfaction to all concerned it should not only be pure, but should contain all the original, natural oils.

Many brands are "pure," but do not contain these rich oils, as the manufacturer extracted them to increase his profits. This leaves but a residue, white, sweet, pure perhaps, or at least unadulterated, but correspondingly "poor," because it lacks richness.

Such lard can be purchased for less money than

Burk's Lard

but the consumer will require a larger quantity to do the same amount of work, consequently it costs more in the end and fails to give the necessary satisfaction.

Sell your customers **Burk's Lard,** which is

Guaranteed by $1000 Bond

to be strictly pure, to contain nothing but what results from the rendering of good, wholesome hog fat and to contain all its original properties, none of which have been extracted.

This bond is deposited with the Retail Grocers' Association of Philadelphia.

Use Burk's Pork Products

NOT THE CHEAPEST—BUT THE BEST

LOUIS BURK

GIRARD AVE. AND THIRD ST.

PHILADELPHIA

vances. The quality of the present arrivals is very good. Part skims are bringing within 2 to 3 cents of the better grades. The demand consumes everything as fast as it arrives.

Provisions.

The market for all smoked meats is dull. There has been some falling off in the consumptive demand, as is usual at this season, and as the demand declines still further prices will probably ease off also. Pure lard is firm at an advance of ¼ cent, due entirely to increased demand. Compound lard is unchanged, but firm and active. Barrel pork is steady at unchanged prices. Dried beef shows a further advance of 1 cent per pound.

Produce.

White potatoes, 30 to 35 cents per basket, good demand; cabbage, 10 to 15 cents per basket, $1.25 to $2.50 per 100, fair demand; Savoy, 50 cents per barrel, demand poor; squash, 10 to 15 cents per basket, poor demand; cucumbers, 25 cents to $1.25 per basket, demand good; turnips, 20 to 25 cents per basket, demand fair; string beans, green and wax, 30 to 50 cents per basket, demand good; carrots, 40 to 50 cents, demand fair; egg plants, 20 to 25 cents per basket, demand good; peppers, 15 to 20 cents per basket, demand good; lima beans, improved, 75 to 85 cents per basket; flat, 40 to 50; shelled, 11 to 14 cents per quart, demand good; yellow onions, 60 cents per basket; white, 60 to 65 cents per basket; pickling, white, 75 cents per basket; Spanish, 70 cents to $1, demand slow; beets, $1.50 to $2 per 100, demand fair; radishes, $1.50 per 100, demand fair; spinach, $2 per barrel, demand fair to good; celery, York State, 25 to 50 cents per bunch, fair to good demand; corn, $1.10 to $1.25 per 100, fair demand; salad, $2 per crate of three dozen; Pennsylvania, $1 per barrel, fair to good demand.

Green Fruit.

Bananas, firsts, $1.50 to $1.75 per bunch; 8-hands, $1 to $1.25; 7-hands, 65 to 90 cents; 6-hands, 40 to 60 cents; red, 50 cents to $2 per bunch, demand poor; California oranges, $4.25 to $5 per box, fair to good demand; pineapples, $5 to $5.50 per box, demand poor; lemons, $2 to $4 per box, demand poor; limes, 80 cents to $1 per 100, demand poor.

Nuts.

Peanuts, roasted, choice, $1.25 per bushel; fancy, $1.50; large jumbo, $1.65 per bushel; green peanuts, choice, 5¾ cents per pound; fancy, 7 cents; large jumbo, 8 cents, demand fair; Brazil nuts, 8½ cents per pound; filberts, 10½ cents; pecans, 16 cents; walnuts, Marbots, 12½ cents per pound; mixed nuts, 11½ cents, demand slow.

MARKET NOTES.

There is little change in the peach situation. The best are now coming from New Jersey and range from $2 to $2.50. Ordinary grades range from $1 to $1.50 per basket. Very few peaches are coming from Delaware, barely two cars a day, as against thirty to forty cars last year at the same time.

—

Tomatoes are a little higher, owing to falling off in receipts. The canners have paid as high as 28 cents during the week, and the general jobbing price is from 25 to 40 cents, with 50 to 60 cents gotten for some extra fancy.

—

The quality of the cantaloupes on the market is extremely uncertain. Most of the supply is from near-by points and range from 10 cents to $1 per basket. A few Colorado Rocky Fords are averaging $3.50 and are wanted.

—

Near-by sweet potatoes are commanding 75 to 80 cents per basket. Southern potatoes range from $2.50 to $3 per barrel, and the demand is good.

—

California grapes have declined from 50 to 75 cents per box. They have been ranging from $2 to $2.75, which is too high. The demand is fair.

—

Moore's early grapes from Delaware and Maryland are coming in now and now range from $1 to $1.25. They were as low as 75 cents. A few Concords are also in and average $1.

—

Corn is about unchanged from last week—50 to 60 cents per basket. The demand is good and so is the quality.

AMONG THE TRADE.

A letter from the Spanish olive growing district received by a local olive handler during the week states that a good average crop of Queens and Manzanillo is expected this year. Unfavorable weather conditions, however, may reduce the size. Olives in this country are a little cheaper than they were, owing to cuts made by two large handlers.

—

Barley has advanced 50 cents during the past few days, and coarse barley is now quoted at $3.50 in a large way. Scarcity of good stock is the cause.

—

All prices on rolled oats have been withdrawn. The last quotation was $6.25, and no new price is expected until September 15th. The situation is very strong. All markets are nearly bare.

—

Frank Derrick, in charge of the tea, coffee and rice department of Reeves, Parvin & Co., gave a dinner to the firm's salesmen at the Bourse restaurant last Saturday.

John R. McFetridge & Son

Printers

927 Arch Street

Philadelphia

Slices Everything from 6-pound Knuckles to half-ounce Ends.

Johnson, the Retail Grocer

Retails for cash over 300 pounds of sliced dried beef a week and about twice this amount of sugar—sugar, clear, bright, sweet and sparklingly beautiful, and yet this sugar adds nothing to Johnson's prestige or profit. Why? Because 96 competitors retail sugar just as nice and quite as cheap and give credit besides.

Johnson Builds the Famous Patented Eversharp Slicing Machine

Which slices dried beef to perfection, each slice full size, transparently thin and so smooth it shines like a polished mirror. Wafer slices so invitingly handsome, so moist, soft and juicy, and such delicious eating. They command 36 cents a pound and show a pleasing profit of more than 45 dollars a week. While every slice eaten adds to Johnson's popularity and prosperity.

Johnson rents out four Eversharp machines in New Brunswick and allows no more. Is the financial intuition of a Rockefeller required to choose between conducting the dried beef business on the old style, free for all, profitless sugar selling system or a more pleasant business, enormously enlarged, with the number of Eversharp slicing machines in a city limited to a few plucky, enterprising up-to-date grocers? Send for a sample of sandwich sliced beef, and you'll decide to cut out all competition by installing a patent-protected Eversharp slicer.

A. W. JOHNSON, New Brunswick, N. J.

THE SCIENCE OF ADVERTISING

his Department is devoted to the criticism advertising matter sent in, to the devising new advertising ideas for special occasions, n request, and to the suggesting of original ertisements when data is supplied. All amunications sent in for this Department uld be addressed to the Editor of Science Advertising. They will be filed in their er and taken up according to strict rotation

A correspondent sends me in a pped newspaper advertisement, t his own, I believe, and asks e what I think of it. Here it is:

There's No End

to the compliments our customers are paying us for having furnished them with a truly different and better kind of *Store*.

Our stock is large, up-to-date and well selected, and the store is well lighted, airy and comfortable.

***REMEMBER* when on Broad Street to stop and see us.**

This is a very poor weak ad- rtisement, and if run in every per in the city every day for a ll year would probably not get single direct reply. Let's take up and examine it a minute: There's No End" is the head. Well, there's nothing special bout that. What is there in the mple, mild, tame statement There's No End" to arouse con- lence and interest and make you ant to read more. "A New Sort a Store" would have been bet- r, but even that wouldn't have een particularly good. But There's No End" is pointless; of self it means nothing. It is hard frame three words which mean ss than "There's No End."

* * *

Now, as to the body of the ad- ertisement "There's No End to e compliments our customers re paying us'—That, of course, verybody will set down at once s guff, and even if it were true, who's interested? Assuming that his advertiser has really been omplimented, what were the ompliments for? How much more sensible to tell what they were for, so as to get more compliments, than to let it go at simply saying he was complimented. "For having furnished them with a truly different and better kind of store." What is the "truly difference"? What is the superiority? Why not tell it? As a matter of fact, is it not ridiculous not to tell it? "Our stock is large, up to date and well selected." Who believes such claims any more? Everybody makes them, and they have no more weight than so much blank paper. "The store is well lighted, airy and comfortable." All important, but not the sort of qualities that get trade. Everybody likes an airy, light and comfortable store, but these aren't the qualities they go to a store for, important as they are. And even if they were the fact that everybody makes the same claims would reduce their weight to nothing.

Siberian Butter Coming to New York.

Some importations of Canadian and Siberian butter are about to arrive in New York. It is claimed that Western Canada is the only section of the Dominion from which any liberal supplies can be had at present, and that is mostly of the dairy grade. On the other hand, Siberia has considerable butter to export, due partially to the slightly higher prices which have prevailed there this summer, which has to some extent curtailed their exports to Germany, Great Britain and other European countries. The Siberian is said to be about the only butter from any European country which does not contain preservatives, and therefore is practically the only goods that could come here under the new ruling, unless prices here should warrant a change in their customary methods of making. Several local houses which heretofore have not handled any Siberian butter are now testing and trying it in a small way, with a view to operations of some extent in those goods should domestic prices warrant it this fall and winter.

Had Varicose Ulcer for Twenty Years.

Mrs. Edwin Snow, Spencer, Mass., writes under date of May 25, 1907: "It is with pleasure that I send you these few lines telling you what your Absorbine has done for my husband's leg. He has had a Varicose Ulcer for twenty years and could get nothing to heal it until he got your Absorbine, Jr., and that is doing the work. I shall not be without it in the house." Absorbine, Jr., for mankind is an antiseptic, germicide and discutient, mild and pleasant to use. Cures varicose veins, varicocele, hydrocele; removes wens, goitre and all soft bunches from mankind. One dollar a bottle at your druggist, or postpaid upon receipt of price. W. F. Young, P. D. F., 9 Monmouth street, Springfield, Mass.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are Absolutely Pure—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.

40 dozen Carter & Williams' Peanut Butter was sold by one Philadelphia Grocer in one month.

What brand do you sell?

Your Jobber will supply you, cost no more than the ordinary kinds.

Packed in tumblers, retailing at 10 cents per glass.

Packed in Screw Top Jars, retailing at 15 cents per jar.

Packed two dozen to the case.

CARTER & WILLIAMS, Mfrs.
PHILADELPHIA, PA.

Anker's Bouillon Capsules

It's little sellable specialties like these that fill up the thin places in your profits. Make delicious Beef Bouillon, Beef Tea or Soup. Ten in a box, one to be dropped in a cup of hot water. Everybody buys them.

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

LOOK FOR THE

GLOBE

On Hams, Bacon, Lard and Sausage; if you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

JACOB C SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.

Tourist Almoco Golden Drip

These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.

Levering Coffee Co.
Baltimore, Md.

Established 1842

$15 PROFIT PER GROSS

GOFF'S COUGH SYRUP

The Cure for Deep-seated Colds

Write for our special proposition to grocers.

S.B. GOFF & SONS CO., Camden, N.J.

ESTABLISHED 1872

We Can Show You How to Increase Your Business

If you walked down Market or Chestnut Streets at night and one window in a block was brilliantly illuminated, while the rest were in darkness, which would you stop to look at? The **lighted** one most certainly. If that window displayed goods **you needed** at a **low price**, that store would impress itself upon you and most likely you would go back and buy when it was open—**because an impression would be made on you.**

Did it ever strike you that if **you lighted your store window** up at night after you closed and exhibited something in it that would attract attention, that passers-by would remember your place and come in when you opened up, to get what you offered, particularly if nearby competitors left their windows in **darkness?**

If it seems like an unnecessary expense to light your windows when your store is closed, write or phone us and we will show you that you can make up what it will cost you for a month, in one day's new business.

The Philadelphia Electric Co.
TENTH AND CHESTNUT STREETS

"Is This What I Made?"

If the cook who invented Baked Beans with tomato sauce were to come back and open up some of the cans labeled Baked Beans he would go gladly back to oblivion.

For "Baked Beans" doesn't always mean baked beans any more. In most cases it means beans boiled or steamed, dampened with a little cheap catsup and packed. The result is an attempted fraud on the palate of him who knows the real thing.

L. & S. Baked Beans are really baked in the good new way. We guarantee that absolutely. Baking makes the bean over. Instead of swelling and mushing it up like steaming or boiling, it leaves it just as firm but mealy and melting.

And our tomato sauce is tomato sauce made by an expert.

LUTZ & SCHRAMM COMPANY
ALLEGHENY, PA.

How Every Man Can Sell More Goods*

A Business Expert Interestingly Tells How Any Merchant of Ordinary Intelligence Can Improve His Selling Powe Using All Your Senses When You Buy Goods. The Pean Woman Who Got the Second Order.

Science of Salesmanship. What is science? Herbert Spencer says science is classified knowledge. That's simple, is it not? Who has the knowledge that we are after? Four classes, namely, the Retail Salesman, the Wholesale Salesman, the Specialty Salesman and the Promoter. This takes in every class of salesman. Each one of these hundreds of thousands of men have ideas of how to sell things. By putting together these ideas the science has been formulated.

What is knowledge? How do we know? Everything we learn we learn through the five senses—seeing, hearing, smelling, touching, tasting. No one living ever learns in any other way. The merchant who learns more than his competitor either sees more, or hears more, or smells more, or touches more, or tastes more. By using these five senses we get sensations. Hold a bottle in front of a new-born child and the eyes will notice nothing. Do this the third or fourth day and you will notice that the child's eyes will follow the bottle. The child has an image. It does not know that it is a bottle, but it registers an image. From images we get concepts, from concepts we form ideas. From ideas we form judgments, from judgments laws, and from laws we establish principles, which is the highest form of thinking. It is not necessary for the business man to go further than judgments. There are four kinds of judgments. Hasty judgments, mistaken judgments, prejudiced judgments and sound judgments. To illustrate: Four card players were playing a game and one fellow trumped his partner's ace, whereupon the partner drew his revolver and shot him, on the ground that no man who would make such a blunder has a right to live. Upon examination they found that the player's cards were all trumps, thus showing that the judgment of the partn was hasty.

Mistaken judgments. Suppo I say that certain curtains are r You see and know they are gre They look red to me because I a color-blind. My judgment is th they are red. My judgment mistaken because I am col blind. My sensations are not c rect. You are ready to excuse for my judgment. And we usually willing to excuse mistak judgments, but we are not so w ing to excuse hasty or false juc ments.

Prejudiced judgments. I am Republican and therefore judgment may be prejudiced, b I certainly approve of Presid Roosevelt's plan and policy of t square deal. When you prefac prejudiced judgment by sayi you may be prejudiced you ma your point very much strong and guard yourself against cr cism. What we are all after sound judgments.

Sound judgments. Good po toes will sell. These are good p tatoes, therefore these potat will sell. This is a sound juc ment and if the potatoes are go and the price is right buy them

You will see the importance training your five senses right, order to have sound judgment.

At the present time I am e perimenting with my six-year-o daughter. The other day I s to her: "Go out and bring me leaf from that Norway maple a a leaf from that peach tree. you see the difference?"

"Yes."

"Can you hear the difference

"No."

"Can you smell the diff ence?"

"Yes."

"All right, this evening when come home I am going to sell y a load of peach leaves. Now sure that you know all about peach leaf."

"All right."

In the evening I took a hone suckle leaf, which resembles t peach to a certain extent, and

NOTE.—The above is a portion of an address delivered by the writer before the Pennsylvania Retail Merchants' Association at York, Pa., last week. It was received too late for insertion with the regular report.

rway maple leaf and showed
m to the child and said: "Are
ı ready to buy a load of peach
ves?"
Yes."
Here I have two samples,
ich do you want, this one
cking the honeysuckle leaf)?
w, are you sure that that is a
.ch leaf?"
Yes, sir."
Look again. Now, remember,
ı are buying a cartload of peach
ves, and if that is not a peach
f you are stuck."
'Father, I am sure that that is
each leaf."
Then I crumpled it up and said,
nell it." You should have seen
expression on her face when
discovered that it had not
peach leaf smell. Then
howed her a genuine peach leaf
l a honeysuckle leaf side by side.
saw the difference, but for fear
t she might again be mistaken,
profited by her former hasty
gment by rubbing what she then
ught was the peach leaf and
elling it said, "I am now sure
t that is a peach leaf."
You will see from this illustra-
ı the value of consulting every
of your senses before making
chases. Senses can be trained to
narked degree. There are some
n whose sense of smell is so keen
ıt they can tell in what country
has been grown from the smell.
you want your judgments to be
)d, train your senses. Yes, train
ır senses and then use your judg-
nt. Accept all the ideas you can
from those with whom you
ne in contact, but use your own,
ır very own judgment. You
not train your judgment by
ng the judgment of the other fel-
/.
n every sales transaction there
a salesman, the customer, the
)ds and the sale itself. What is
esmanship? Do you call that
n a salesman who gives goods
ay by quoting a price way below
rofit basis? No, almost any man
ı give things away. Salesman-
p is that power to persuade
)ple to purchase at a profit that
ıich he has to sell. In other
)rds, power equals profit. How
this power obtained? In two
.ys: First by health building,
d, second, by character building.
health building we do not mean
ıt you must be an athlete. It is
t necessary for you to swing 100-
und dumb-bells. You need not
know how or be able to "skin the cat." What we mean by commercial health is endurance. You all know what a valuable asset health is. Health is the harmonious development of mind, soul and body, to such a degree that every organ will properly perform its function.

What do we mean by character building? Character is that magnetic force of real manhood and true womanhood, born of a combination of positive faculties and qualities of the body, the intellect, the feeling and the will. This positive and negative is present all through nature and life. We have a positive light, negative darkness. Positive heat, negative cold. In electricity we have the positive pole and the negative pole. The positive stands for power, the negative for the lack of it. The same corresponding conditions prevail in the individual.

In the body we have the positive strength, the negative weakness.

In the intellect we have positive memory and negative forgetfulness. Every one knows what an awful loss in business we can attribute to forgetfulness, and how valuable we find a good memory. I just learned the other day that a Philadelphia real estate agent lost $15,000 because he forgot an engagement.

The feeling. Positive self reliance; negative doubt. Carnegie once said that the faculty of doubt or caution has hindered more great successes than any other one mental thing. What we want is courage and initiative to do that which we feel and think is the right thing to do.

The will. A student came to a teacher and said, "I have a brother who is a drinking man. He wants to stop, and I know you can help him." "No," said the teacher, "I fear we cannot help him, better have him take the Keeley cure." "He has taken that, but of no avail. I know you can help him." "Well, send him in." When he came in the teacher got right up close to him and said, "Down in the bottom of your heart and soul, do you want to stop drinking?" "Yes, I do." "Then bite your teeth and say 'I will.'" "I will." "These are the parts of you that enter into this transaction. First, the body that wants the drink; second, the intellect that does not want it. Your intellect pulls one way and your body

A New Move

And an important one to grocers. There is scarcely a grocer or consumer within twenty-five miles of Philadelphia who does not know of Freihofer's Bread, Pie and Cakes. They have attained their unprecedented popularity solely on merit. We are now manufacturing Macaroni and Noodles. These goods we make like our other goods, of the finest materials money can buy.

The goods are not colored artificially, they get their rich yellow from the **entire egg.** They not only conform to the Pure Food Laws, but are so much better than the law requires, that you can bank on making **and keeping** trade with them.

The Freihofer

Vienna Baking Co.

PHILADELPHIA, PA.

These Sardines Are as Good as Imported

The price-cutting in domestic Sardines has smashed the industry badly, because it has cut the quality.

Some of the domestic Sardines now on the market are literally unfit for food.

We haven't joined the price-cutting ball, for we won't do anything to lower the quality of **St. Croix Sardines** even a hair's-breadth.

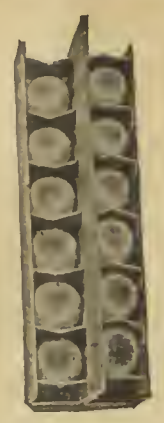
The **St. Croix Sardines** are now 100 per cent. better than any other domestic Sardines packed. They are packed in ¼ oils and ¾ mustards, and we are one of the very few concerns left who follow the old method of drying and frying the fish in prime oil, and who use nothing but selected salad oil and pure sauce for packing. All Sardine packers agree that this is the best plan, but few are willing to pay its cost.

If you want to offer your trade a domestic Sardine that tastes as good as the imported, look into the **St. Croixs.**

St. Croix Company

ROBBINSTON, ME.

As Received.



When Filled

Closed.
Ready for Delivery.

Farewell to Broken Eggs

If you haven't looked it up you probably have no idea how cheap *Safety Ark Egg Carriers* are. You see we make them ourselves, with machinery that does the whole thing almost in an instant, they are shipped to you knocked down, and there's no way in which they can cost very much.

They're worth to you many times their cost, there's no doubt about it. From the day you put them in, broken eggs will not be known in your store, at least not in the selling department. And it makes clerks proud to work in a store that knows its business and does things in an up-to-date way.

Write for prices and more talk.

Central Egg Carrier Co., Manufacturers

McGRAW, NEW YORK

Look Sharp, It's Time!

September, October and November are the months in which a large part of the business in ***Ralston Health Food*** and ***Purina Whole Wheat Flour*** is ordered from retailers. You ought to decide this minute whether you are going to push these products this season.

Reasons why you should are first, that we are about beginning a very extensive magazine campaign which is as certain as can be to bring orders to your store; and second, the goods are right—the acme of purity and the perfection of wholesome, nutritious, common-sense foods. Honestly, you can be proud to sell such goods—we are.

Ralston Purina Mills

Portland, Ore. ST. LOUIS, MO. Tilsonburg, Ont.

the other. Now, the third party steps in and does the deciding. That is the will." "That's the referee." "Good, call him the referee. If the referee decides with the body, you take the drink. If he decides with the intellect you do not take it." This happened some two years ago and the referee has always sided with the intellect. Oh, the power of the will! Make him boss to command you to do the right.

If any man wills to be a successful salesman, and every merchant is a salesman, it is necessary for him to develop, to a marked degree, the following four cardinal essentials: First, endurance, as to the body; second, ability, as to the intellect; third, reliability, as to the soul; fourth, action, as to the will. You cannot think of a bootblack or a corporation president with this harmonious development who is not a success.

So much for the salesman. Now, what about the customer? A scientific salesman must know how to size up his customer. Some salesmen have more intuition than others, and for this reason usually succeed in selling to the abnormal man. A professor of mine once made this statement: "The interior of a man is revealed in his exterior, if he will only analyze the exterior." It is not alone the head, or the hand, or the walk, or his conversation, but it is revealed in the whole man.

The goods. Know your goods. I will cite one incident that came to me recently. In Wilmington, Del., I asked for a bag of peanuts at an Italian's stand. The woman sized me up and said, "I have two kinds, which do you want?" "What is the difference?" I asked, "Have you never been in a peanut factory? Well, I'll tell you. There is a long wide belt and seven girls standing at the side. The first girl picks out the poorest peanuts she sees; the second girl picks out the poorest she sees, and so on to the seventh. Then all that are left on the belt tumble off into a bag." "Give me those that drop off at the end of the belt." I had a friend with me, he bought a bag. Before we left the town we went back to that woman and bought five bags each. Why? Because they were the best peanuts we ever ate, and we wanted to take some home. That woman knew her goods; she taught me something "There is more in business build than in business getting."

How much knowledge we can from every one if we only dr them out. The salesmen that on you know many things. Dr them out.

Finally, the sale. You never a thing without leading your c tomer through the mental law sale.

First, attention; second, intere third, desire; fourth, resolve.

I close by telling you how to member this order. When court a girl you must first get tention. This you may do by dr ing neatly and tastefully. By ke ing well shaved and nails ma cured. Then make her interes in you; make her like you. We ways like the good qualities people. Use tact, by showing y good qualities. Then be honest, telling her your weak o but tell her to keep an upon you, because you are termined to make the w faculties strong. Ask her to h you to make them strong, a she will be interested. The n step is desire, make her want y Because you are sincere, you growing, and she will feel that cannot afford to go through without you. You all know t when a woman wants a thing will have it at any cost, and y have resolve and she has you.

J. Frank Dechant

Chicago, Ill., Aug. 31, 1907.

Glaced Fruits Will Be Scar

Only Large Concern in This Cou Burns Down. All Future Fall and Winter Orders Up in the A Impossible to Get Sufficient Stock Fill the Demand. Preserved Pi apple Situation Particularly Critic

An incident of much importa to the trade is the complete destr tion by fire of the factory of Clausee Manufacturing and I porting Co., of Jersey City, N. last week. The concern is pra cally the only large manufactu of glaced fruits in this country.

The fire happened at the wo time in the year for the tra Many thousands of dollars' wo of future orders for the fall a winter trade had been given a shipment of these was about to b gin. It is probable that not a d lar's worth of these goods will n be shipped, as the concern's enti stock was completely destroy Practically their most importa

A CHALLENGE OFFER!

The Greatest Publishers' Offer ever made

This is an Offer of TWO THOUSAND POST CARDS and a POST CARD REVOLVING SHOW RACK that we Challenge Any House in the United States to Duplicate for the Money.

2000 ART POST CARDS entirely new, all exclusive subjects, all sellers from two for five cents to five and ten cents each. Cards that sell and **CARDS THAT PEOPLE BUY**, Cards that people want, **CARDS THAT HAVE NOT BEEN ON THE MARKET BEFORE**, Cards with originality and exclusiveness and every card a **SELLER.**

These cards will sell net for $50.00. YOU make $38.00 on the transaction and

Get a Beautiful 24 arm 30-in. high Post Card Display Stand Free of Charge Besides

We Undersell All Other Publishers and Dealers

Note Our Prices Compared to Regular Jobbing Prices.

We give you **TWO THOUSAND CARDS** as follows:

			Regular Jobbing Price	Retail at 2 for 5c
300	No. 20	Comics.....45c per 100	$1.35	$7.50
300	21	Art Comics.....45c per 100	1.35	7.50
350	22	Comics.....45c per 100	1.58	8.75
100	20	Forms and Faces.....$1.50 per 100	1.50	2.50
150	28	Landscapes.....75c per 100	1.12½	3.75
150	26	Farm and Field.....75c per 100	1.12½	3.75
150	24	Surf and Marine Views.....75c per 100	1.12½	3.75
150	25	Vacation Time.....$1.50 per 100	2.25	3.75
50	26	Outing Set..... 1.50 per 100	.75	1.25
50	20	Vignetted Birthday Cards.. 1.50 per 100	.75	1.25
50	20	Mezzo Birthday Cards..... 1.50 per 100	.75	1.25
50	28	Vignetted Florals ..... 1.50 per 100	.75	1.25
50	25	Postal Playing Cards..... 1.50 per 100	.75	1.25
50	24	Atheletic Girls ..... 1.50 per 100	.75	1.25
50	21	Art Poets' Quotation Cards.. 2.50 per 100	1.25	1.25
		Jobbers' Price.....$17.15		
		Retail Value $50.00		

OUR PRICE, including $3.00 Rack, $12.00

You get ***500 SEASONABLE*** cards of the highest artistic excellence, all unique, new and catchy, especially adapted for Vacation and Holiday time, every one of them an Art Card ***that will sell for 5 cents each.***

You get 500 Greeting Cards, Birthday Cards, Floral Cards, beautiful Surf Cards, Marine Views, Landscapes, Athletic Girls, Comics, and hundreds of other beautiful Art Cards in colors, as well as hundreds of Comics that are ***exceptional sellers and entirely new subjects.***

The ***WHOLE*** line of Post Cards is exclusively new, bright, catchy, artistic, and have the selling qualities that no other series of Post Cards offered by any other Publishing House can claim.

Every card in the whole 2000 is printed in from four to ten colors—no black and white or cheap cards in the asortment.

You make a clean profit of $38 00 on an investment of $12 00.

This is the Post Card Age, and what the people are looking for is new, bright, clear-cut Art Post Cards that have ***snap and selling qualities,*** and we are offering you an assortment of nearly 300 different subjects of Post Cards, a proposition that must appeal to ***everybody*** who wants a big variety of fine, quick-selling Post Cards.

This is purely and simply ***an advertising offer.*** The 2000 cards are only a starting proposition. ***The $3.00 Revolving Rack is given free only with your original order. Additional Racks furnished at $3.00 each.*** We want to sell you at least 2000 cards a month for the next three years, or perhaps five years. ***We are willing to pay money*** to get our line started in your city.

We follow up this series of Post Cards each month with unique and attractive Post Card Novelties, so that you will be ahead of your competitor all of the time with the best-selling line of ***novelties*** in Post Cards ever offered the public.

It will be worth twice the money you originally invest for our sample line, to be on our list of Post Card dealers.

Of course, you can buy where you like. We are not spending money in giving you a valuable concession, unless we know that we can secure your business for the future, and that is the object we have in making this magnificent proposition to you. The sale of these cards at two for five cents will net ***YOU*** $38.00. ***Think of getting $50.00*** for an outfit that costs you only $12.00. Nothing like it has ever been heard of. Many of these cards retail readily at five and ten cents each.

Don't let your competitor get ahead of you! Wire us to hold your city for you, and mail your order ***at once.***

2000 Cards and Rack, all for $12.00, F. O. B. Chicago, 30 days net, less 2 per cent. for cash in ten days.

BURTON H. CORBETT & CO., Publishers, 23 Fifth Avenue, CHICAGO

Don't Get the Jobber Rubbed the Wrong Way

If you, Mr. Retailer, have signed any future canned goods contracts, ask your jobber what per cent. of your order he will absolutely guarantee to give you.

In most cases he will make no guarantee whatever. He can't, since the packer has made none to him.

In no case except one will he make a guarantee to deliver you all you ordered, or 100 per cent. That one case is where he buys *Blue Bell* or *Clover Farm* canned goods, for we, who sell those brands, always give a jobber 100 per cent. contracts on them, and the jobber can therefore give it to you.

The moral is to buy the brands that will give you what you buy.

STRASBAUGH, SILVER & COMPANY
ABERDEEN, MD.

Boom Your Own Business

Five Sizes.

Do you know that you can make your own sauer kraut and please your customers because it is home-made?

Do you know that all that is necessary is cabbage, salt and one of our Kraut Cutters?

Do you know that the profits you make on it will be big enough to pay for the machine in a little while, and that when that is done all you make is net?

John E. Smith's Sons Co.
51 Broadway - BUFFALO, N. Y.

BRAD'S TIP TOP
SELECTED WHITE RICE
POPPING CORN
C/S 50/10 oz. Pkgs.
C/S 100/10 oz. Pkgs.
C/S 24/20 oz. Pkgs.
C/S 48/20 oz. Pkgs.
ASK FOR PRICES

Say, Mr. Grocer:—

Popping corn, like nearly everything else, is mighty high this season, still you can sell a 20-oz. package **"Brad's Tip-Top"** at 10 cents and make a fair profit; a 10-oz. package at 5 cents, or a 1-lb. package **"I-X-L"** at 10 cents showing better profit, so it's up to you. Ask your Jobbers, or write,

BRADSHAW CO.
New York

FIGHTING FOR
I.X.L
WHITE RICE
POPPING CORN
Cases of 40 /1s

A GREAT OPPORTUNITY

The **DONALDSON-SHULTZ COMPANY** having voluntarily dissolved as a corporation and now in process of liquidation, offers for sale its well-equipped and up-to-date

PICKLE FACTORY

At 32-34 East Montgomery Street, Baltimore, Md.

Complete Machinery, Brands, Good-Will, Recipes, also Brineries and Processing Plants in Virginia, etc. Have large established trade.

Apply at the above Office.

line was preserved pineapple, of which as much as 1,500 cases at a time was sold to manufacturing confectioners in Philadelphia. The fire leaves the pineapple situation particularly bad, as the supply of canned pineapple is extremely light and the price constantly advancing. Already the price of the preserved article has advanced, owing to the fire, from 5 to 6 cents per pound.

It is difficult to see how a sharp scarcity in glaced fruits can be avoided this fall and winter, since outside of the Clausee Co. there are only a very few small concerns, who could not begin to supply the demand, and to import foreign fruits would be too expensive.

Figure This Out.

Manufacturers who have adopted premium schemes to create a demand for their products, have always given the premiums to consumers. Where manufacturers have offered an incentive to grocers to push their goods, the incentive has always been small. It had to be small, because no individual manufacturer could afford to give a grocer from his individual profits anything more important than a silk hat, an umbrella, etc. But when twenty or more prominent manufacturers, whose products are sold by grocers everywhere, set aside a pa of their advertising appropriations to p into a fund to buy something substanti for the merchant, that something repr sents an article of sufficient value make it worth the grocer's while to tal a real interest in pushing the goods the manufacturers who take this mea of showing their appreciation of the gr cer's services. That the importance this matter may be plain to you, figu out the following: The Knickerbock Chocolate Co., New York, gives you quantity of Universal coupons with the Hasty Lunch Chocolate, Bedford a Blue Ribbon Cocoa. No better goo ever came into this market. Add the coupons to the ones you get with t products of the following firms and y will find you can save enough coupo in three months to entitle you to a firs class set of harness, a platform scale a roll-top desk. In six months you c save enough to get a good runabout, a year a good piano:

The American Premium Co., Philade phia; Wrigley Manufacturing Co., Phil delphia; Franklin Baker Co., Philade phia; the Porcela Co., Philadelphia; M Canna & Fraser Co., Philadelphia; Joh Scott & Co., Philadelphia; Weber Loesch, Philadelphia; Wm. Dreydoppel Sons, Philadelphia; J. W. Beardsley Sons, New York; Dixon Crucible C Jersey City; Sea Foam Baking Powd Co., New York; Flodon Manufacturi Co., Boston, Mass.; Potter & Wrighting ton, Boston, Mass.

Within a month a number of oth big local houses will join this enterpris Don't you think this matter is importa enough for you to push the goods these firms? Don't you think t manufacturers who have been been fir to recognize the grocer's right of co sideration should have the grocer hearty co-operation?

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Groce Tucks in Each Clerk's Weekly Pay Envelope. Some Ad vice From the Head of the House on Selling Goods an Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

VIII.

HOME-COMERS.

From now till September 15th or so you will notice the home-comers. People that you have missed for a couple of months, or a month even. Let them feel that they were missed; let them know that among our hundreds of regular customers their patronage played an important part.

Get ready to take the order, this is your chance to write up a good one. You will find them nearly all actually starving for a good square home meal. Push out the tempting things, the fruits, the delicatessen goods, the fancy crackers. Everything you can think of that a country or seaside store does not have to think of.

Land a good order.

AVOID PARTIALITY.

Ours is a business that peculiar ly serves all kinds. As far as clas is concerned, there's nothing dis tinctive about it.

Bear this in mind.

The man with the overalls mus get the deference that the ma with the diamonds gets. As rule, his business is worth more

The same with women, o course. Avoid making a splurg when an auto-gowned woma enters.

Quietly and politely wait upo her, when it's her turn. Th thing to do is to sell her the good she wants; adapt yourself Please her with quality and at tention.

Getting Back My Dollar.

Gee, I'm tired to-night! I feel if I'd been winding up about venty miles of red tape.

To begin with, I had no busi-ss to have anything more to do ith a department store. I've vorn I wouldn't a million times. very time I go in one I get a mon in the neck, but my wife inks they're little heavens, so e first thing I know I'm being d into one by her, after I've vorn black and blue I never will ain.

Well, this time I bought a shirt. y wife and I were going rough one day as fast as I could ag her when we came on a shirt le. "Two-dollar neglige shirts duced to $1."

"Oh, do buy one!" says my ife, "you need a new shirt."

"I ain't going to!" I said urly. "It'll take a week to get and I'm too old to waste that uch time."

"You'd better take it," she ged; see what a splendid bar-in it is."

Well, I suppose I have a sneak-g fondness for a bargain, like erybody else, and the thing did ok pretty good, so I up and ought one.

Just as I said, I waited for a hen a while for the change and the ckage, and then grouched out, st as I always do out of a de-rtment store.

The first time that shirt was ashed the color went a glim-ering. You wouldn't have own it at all. Originally it was ue—blue is *so* becoming to my mplexion—but after it was ashed it looked like a grey day the coal regions.

"I'd take it back," said my wife. They'll give you your money ack when you show the irt."

Well, I didn't like to lose the ollar and I didn't like to go back nd begin unwinding a mile of d tape, but she finally persuaded e to go, so this morning early I ent in there. The store always dvertised "money cheerfully re-nded," so I thought I'd cheer m up by asking for mine.

I went to the salesman who sold me the shirt, and told my little tale.

"Just come this way," he said, "we'll see the aisle manager; he'll fix you up."

After a walk of six weeks we came across the aisle manager.

"This is Mr. Jones, the aisle manager," said the salesman, "he'll fix you up."

I told my little tale to the aisle manager. "I bought this shirt," etc., etc., etc.

"We'll have to see the head of the department about that," he said when I had finished. "Come this way; he'll fix you up."

We walked some more until my old feet were on the ground. Finally we came to the office of the head of the department.

"Mr. Haines about?" asked the aisle manager.

"No," said the stenographer, "but his assistant is in. See him?"

"Guess we'll have to," said the aisle manager. When the assistant looked up and agreed to listen to us the aisle manager said to me: "Tell this gentleman the facts of the case."

I told the assistant head of the department my little tale. "I bought this shirt," etc., etc., etc.

"Hum," said the assistant, reflectively, "that's something you'll have to see Mr. Haines about. He settles all those matters personally. Tell you where you can find him. He's over with Mr. Smith, the advertising manager. You know where that is (to the aisle manager), over back of the leather goods. Take the gentleman over there; Mr. Haines'll fix him up."

"Come right this way, Mr. Haines'll fix you up," said the aisle manager.

"Hold on a minute," I said with asperity, "if we're going on another long walk I'll have to shake some Allen's footease in my shoes—I didn't come prepared for a pedestrian tour around the world. I'm all blistered up now!"

The aisle manager smiled jovially, and by sundown we came to where Mr. Haines was.

Yes, Mr. Haines was in with the advertising manager. "Take a seat; he'll be right out."

He came out in exactly twelve minutes.

The aisle manager turned to me, as a signal for the orchestra

Five reasons why it is to YOUR interest to push only the Exton.

1. It is the finest oyster cracker ever made.

2. It is so often imitated it is being continually endorsed by its competition.

3. It goes a long way toward making a **poor** oyster stew **good** and it makes a **good** stew **perfect**.

4. You can't find a consumer anywhere who has used the **"Exton"** oyster cracker who will tell you any other oyster cracker is as good.

5. The above statements are **proven** conclusively by the fact that the Exton cracker has been on the market **60 years.**

A. EXTON & CO.

TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers, Stamped "Exton"

"The Best Known *and* Known as the Best"

Women Who Think About Their Work

Here is a common-sense preserving jar that leaves all others in the shade, no matter what is claimed for them.

Here are the points in a nutshell:—

1. Has extra wide mouth, for convenience of filling and cleaning. Any woman will grasp this instantly.

2. Requires no separate rubber rings, thus saving their cost and their bother.

3. Special caps as impervious to fruit acid as glass itself.

The **Economy Jar** will deliver at the end of the year a larger percentage of good fruit than any other jar made. There are no foolish fads about it—it is built on common-sense lines, and particularly appeals to women who think about their work.

Kerr Glass Manufacturing Co.

PORTLAND, ORE.

SEND US YOUR ORDERS

You must Advertise or Lose! Then why not Advertise wisely?

The best advertisers in the country—and they are all thinkers—tell you how to advertise successfully in

BRAINS

FOR

The Retailer and Advertiser

The very best examples of clever, money-making advertising in the world are presented weekly.

If you advertise without reading BRAINS you miss the benefit of other men's experience, men who have given years to the study of advertising.

Five dollars a year is all it costs, and its worth it. Sample copy 15 cents.

JAMES KNAPP REEVE
PUBLISHER
DEPOSIT, N. Y.

Good-Bye Old Drawer

The old-fashioned bell-ringing money drawer is gone for good. Thousands of dollars have been lost through it, and at best it was never anything more than a box to keep money in.

The *Standard Cash Register*, which costs little more than the old drawer, is a bookkeeper and a tight little safe in one. Takes the money and holds it safely, and at the same time keeps tab on your whole business—how much you are selling and on what terms and who sold by.

Send for more information and prices.

Standard
Cash Register Company
No 32 Chestnut Street
Wabash, Ind.

to strike up, and I began to sing my little tune. "I bought this shirt," etc., etc., etc.

The head of the department listened.

"Who sold you the shirt?" he asked.

I told him.

"Let's go over and see him," he said.

"Oh, shucks!" I said, "if this is a scheme to walk me to death so I won't need a shirt, it's pretty darned near succeeded! I ain't going to walk another step—I'll wait for a car!"

They snickered like two hideous fools, but stepped right along, so I had to go to.

By and by we reached the salesman. By that time I had made up my mind that if anybody else asked me how it happened I would swat him with a fearful swat. But nobody did, and I began to cool off a little.

They agreed to take the shirt back and give me my money. Then the head of the department said to me:—

"Just take a seat for a few minutes, Mr. Williams (the salesman) will fix you right up."

I slumped down with a weary sigh, and settled myself for a long wait.

By and by the salesman came back, with the necessary authority from President Roosevelt to give me back my dollar. He sent a boy for the head of the department again and in a few more minutes Mr. Haines appeared.

The salesman handed the head of the department some sort of a record, and the head wrote steadily on it for ninety minutes. Then he handed it over to the salesman again.

"You make your record there," he said, pointing to a place.

The salesman wrote and wrote, while the busy hours slipped past. I stood first on one foot, then on the other, and then on my hands.

"We'll need the aisle manager here," finally said the head.

The aisle manager came and added his written version of how I came to get the shirt, why I needed the shirt, who first told me to buy it, what made me such a jackass as to buy it, the names of the only two fools on earth who were bigger fools than I was, and some more pertinent information.

Then the head of the department came and pushed a pencil and paper into my stiff hands.

"Please sign here," he said. I slowly and exhaustedly scrawled my name and handed it back.

Then all three wrote some more and called a boy. The boy went away on his vacation. I waited. Finally he came back, sunburned and happy, with my dollar in his hand. The salesman handed it to the aisle manager, the aisle manager handed it to the assistant head of the department, the assistant handed it to the head of the department, and the head of the department handed it to me.

As for me I limped slowly out, the language that I used as I went outdoing anything that had ever passed my lips before.

Just as I reached the door a package I was carrying came undone, and I stopped at a wrapping desk.

"Son, give me a bit of string, will you?" I said, "I want to tie this package."

"You'll have to see the aisle manager," he said, "we ain't allowed to give string away."

"Then can you give me a piece of red tape?" I snarled at him, gnashing my teeth. If he hadn't moved away I'd a bit his ear off!

Drat 'em!

—

Here's something that hit me just as I came in from lunch the other day:

Phila., Pa., Sept. 2, 1907.

Editor "Grocery World."

Dear Sir:—It seems about eight years or more since I began reading your valuable paper, "Stroller" included. I cannot help notice the enjoyment "Stroller" appears to get out of writing about the weak and hypocritical church member, the animus he seems to have toward the church. I have never noticed him writing about the weak and hypocritical members of any other organization, never an article about the hypocrites in the Odd Fellows or Masons. Of course there are hypocrites in the church. Always have been since the days of Judas Iscariot; always will be as long as the church remains the best and most unselfish organization in the world, because it is only good things that are counterfeited. You never heard of a counterfeit thief or a counterfeit liar, or a counterfeit drunkard. No one tries to counterfeit the bad. Before being in business for myself I was on the road many years and came in contact with straight, honest men in the church and out of the church, also with hypocrites in the church and out of the church, and for every hypocrite in the church I think I have found four out of the church, and whenever I find one who will not go into the church because of the hypocrites, I say to him, "Come along, brother, there's room for one more." Every man who is ashamed to tell his wife or mother how he spent the night, and makes some lie to hide his immorality, is a hypocrite. And I have known many of this class out of the church and very few in it.

In your issue of September 2 "Stroller" writes up five hypocrite among them Smith, who, "Stroller says, "is as mean a man as God eve made." Now, I am not defendin Smith, for I don't know him. know a good many Smiths, b they are a different type. But I wi guarantee that "Stroller" will no go to these men and say thes things to their face, but under a assumed name, or nom de plume, h attacks them in the dark, if no them the church. It is like writin an anonymous letter of abuse. Ca Smith be meaner than that? O can we conceive of anything mor ungrateful and dishonest than fo a man to rob his God who ha given him every blessing he eve received? Rob God of his servic his talents, his Sabbaths, leavin others to do both theirs and h share of rescuing and uplifting h fellowmen, which the church doing,. notwithstanding her fault Is it not just as wrong for a ma to rob his God as to rob his fellow man? Both are decidedly wrong Until "Stroller" gets to be a per fect man, pays his God what h owes him, he had better read and re read Matthew, 7:1-5. Personall I am far from perfect (as my wif will testify), but I am a better ma a better husband, a better fathe a better employer, a better Chri tian for being in the church and feel greatly indebted to it. There fore I write this reply, and I a sure voice the sentiment of man high principled Christian merchan and commercial travelers.

Sincerely
C. Clay Green.
(Not a nom de plume.)
Phila., P

Brother Green, there's one th you ought to take back. I have animus toward the church; noth but the purest respect. My ani is toward the church hypocr who's a thousand times worse t the hypocrite outside the church. cause he uses holy things as a clo while the outside hypocrite do The church hypocrite, when he tends to be a church member, for himself a much higher stand than the other fellow, and so crime is greater when he violates

Another thing, brother. I di attack the men I wrote about. W I attacked was their practices—t hypocrisy. Are those mean qu ties in them any less deserving attack because there are other hy crites with other mean qualiti Give me time, old man, I may around to the others later.

The fact that I don't sign name to what I write has noth to do with it. The only point discussion is whether hypocrisy a church member is a fair sub for adverse criticism. If you ad it is, then you justify my arti And surely you wouldn't deny t it is, would you? As a matte fact, if you are a good church m ber, and I thoroughly believe are, you ought to be just as m against church hypocrites as I a

The Stroller

e would be pleased to have for publication iis column the ideas of our readers upon topics, it being understood tbat we do hold ourselves responsible for any views essed therein. All communications must ccompanied by the writer's name and ad- as an evidence of good faith, but not ssarily for publication. All inquiries in our power to answer will also be ed in this department.

Grocery World" Want Ads Pay.

Phila., Pa., Sept. 2, 1907.

itor "Grocery World."

Dear Sir:—Good publications good goods move fast.

old my fixtures before 10 ock this A. M. Many thanks.

Yours truly,

L. W. McClain.

* * *

What Were They?

Last Mauch Chunk, Pa., Aug. 29, 1907.

itor "Grocery World."

Dear Sir:—I inclose a few dried s. I want to know whether y are Scotch peas or not, or at is usually sold as a Scotch ?

H. E. Buchman.

he peas sent were a good de of Scotch peas.

* * *

Oleo and Renovated Butter.

harlotte, N. C., Aug. 29, 1907.

itor "Grocery World."

Dear Sir:—Please let me know name of a firm who makes ovated butter and one who kes oleomargarine or butter- The inside price is what we after. We want to cut out middleman.

Thanking you in advance, we

Yours truly,

* * *

Rice & Schreiber Co., 11 South ter street, Philadelphia, for ovated butter, and Braun & ts, 24 Market street, Camden, J., for oleomargarine.

* * *

Warning.

Dayton, Ohio, Sept. 3, 1907.

itor "Grocery World."

Dear Sir:—In its efforts to har- us, injure our business and ther its own selfish ends a cer- manufacturer of computing les has been working the large vspapers of the country for reading articles. This is e to arouse public sentiment inst a type of computing le made by the Computing le Co., of Dayton, Ohio, and d by us, and which is now gen- lly in use by storekeepers. In ne cases the papers have been rked for free editorial space.

As there are in use throughout the country over 60,000 of this type of scale, you may realize what a possible market would be opened to our competitor were it to succeed in its attempts to have the merchants' scales condemned or to have them even viewed with suspicion by the public.

The press agent of the competitor referred to works in so devious a manner that he does not usually have articles prepared ready to hand out to the newspapers, but dupes the papers into writing the articles themselves and publishing them as special news matter.

The favorite method is this: A representative of the scale manufacturer referred to will call on the City Sealer in the town in which he is operating, and fill him full of stories about the vast amount of cheating in weight and computations practiced by storekeepers who use computing scales of a certain type. To prove his statement, our competitor's salesman makes an alleged test of the type of scale which he condemns. He also makes a test of his own scale. The result of such a test is obvious. The City Sealer hears one side of the story, and in many cases is deceived. The next step is to give the newspapers a tip in an indirect way that the City Sealer has some so-called "hot stuff" for the news columns on how people are cheated by computing scales; or the City Sealer himself, if deceived, may invite an interview with the City Hall reporter. The subject of wholesale cheating in weight offers fine possibilities for an imaginative writer, and the matter is of such a nature that any reporter or editor might easily be deceived. This is the poisoned arrow used as a first shot in the campaign of the scale manufacturer referred to.

The newspapers frequently fall into the trap. The City Sealer is interviewed and a lively story is written and published. Editorials, as well as news items, sometimes appear on the question, where the editor thinks the public is suffering a great wrong. The suspicion aroused by the publication of these articles becomes general in the community, and this is the first aim of our competitor.

The way is now paved for the emissary of the competitor to approach the aldermen and to propose an ordinance to the City Council. This ordinance is already framed up. It looks innocent enough, and seems, on its face, to offer protection to the public, but it is worded with the intention to condemn a certain type of accurate computing scale now largely used by the storekeepers, but which is not made by our competitor.

Mayors of cities, City Sealers, State Legislatures and other pub-

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

AGENTS WANTED
To Solicit Subscriptions to
"The Grocery World"
Write for Information.
LARGE COMMISSIONS
to those who desire to devote their entire time, or carry as a side line.

We Can Furnish You With Salesmen Who Can Sell Your Goods
We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*
Our List of Available Salesmen is Free
to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.
THE BRADSTREET SYSTEM, Rochester, N. Y.

PATENTS
obtained on inventions and designs. Trade marks, prints and labels registered.
R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C

Ham Confidence
There is a vast difference between merely "ham" and Swift's PREMIUM ham.
The grocer who just keeps "ham," who buys no special brand, and buys from no particular packer, is just as certain to have a small and irregular ham trade as night is certain to follow day.
But the grocer who sells only Swift's PREMIUM ham, which is always the same and always fine, will have a ham trade that amounts to something. His trade won't care to experiment with other grocers; they're getting what they want and they're getting it all the time.
PREMIUM hams are tender, delicious and—this is important—well advertised.
Swift & Company, U. S. A.

Delightful—
Because rich and tasty
Nourishing—
Because pure and strong
HOOTON'S COCOA
Get a can from your Grocer

Remember—Hooton's Cocoa, Newark, N. J.

Order a box of your jobber, or if your jobber does not carry it in stock, send direct to
Hooton Cocoa & Chocolate Co.
351 North Fifth Street
NEWARK, N. J.

LUSTRE BRAND is a strictly pure flint glass selected lamp chimney, composed of the finest material money can buy, and will not break from heat.

For sale by all leading jobbers
R. E. TONGUE & BROS.
Allegheny Ave. and Amber St.
PHILADELPHIA

lic officials, as well as the newspapers, have all been used as tools from time to time, and in various cities, to further the passage of a framed-up enactment which is designed to wipe out competition in a wholesale way by condemning thousands of accurate scales already in use in order to open a possible market for the scales of our rivals.

This scheme was tried in Omaha some months ago. The Mayor and the City Sealer had been influenced by the tricks of the competitor to make a ruling against all of a certain type of scales used in that city and sold by our company. We were compelled to go into the United States Court to prevent the property of merchants from being destroyed, and after a full hearing before the Master in Chancery we secured an injunction restraining the Mayor and City Sealer from carrying out their intentions.

We will welcome any enactment, either municipal, state or Federal, which is genuinely designed to protect the public in the matter of weights and computations. Such laws can only be a help to us. We strenously object, however, to the passage of laws framed by our competitor, which are designed for the sole purpose of injuring our business.

Yours truly,
MONEYWEIGHT SCALE CO.
G. W. Ludlow, President.

* * *

For Preserving Eggs.

Lock Haven, Pa., Aug. 29, 1907.
Editor "Grocery World."

Dear Sir:—Find inclosed $1.50 for renewal for six months.

Will you kindly mail recipe for preserving eggs by water glass treatment, as published in an issue of the "Grocery World" which I overlooked?

Yours truly,
E. A. HENRY.

Another copy of the issue containing this matter, July 22, 1907, has been sent the above correspondent.

* * *

The Spice Market.

Baltimore, Md., Sept. 6, 1907.
Editor "Grocery World."

Dear Sir:—The market is more active. Prices are tending firmer throughout the list. This applies particularly for spot goods, as there is practically little or no change in futures. We look, however, for better values, due to the larger demand which will occur during this and next month.

Pepper.—Demand is notably better and higher prices are anticipated. Acheens are in light supply. Lampong is steady, demand increasing.

Cayennes.—All grades in good demand. Spot stocks are not large.

White Pepper.—Demand increasing; crops are reported large and prices unusually low, especially futures.

Pimento (Allspice).—Position of the article strong. Demand good and there is little to be had at present. We expect to see much higher prices rule.

Cloves have fluctuated during the week. Futures have been quoted at a wider range in prices. The spice, however, is in thoroughly good shape and it is hard to predict the future.

Mace scarce; demand exceedingly good.

Nutmegs.—It is rumored that future parcels of grinding stock have been ordered exported. This is a serious question and should have the tendency of making prime goods more valuable.

Cassias.—Good, steady, seasonable demand, but prices are practically unchanged.

Gingers.—Quiet and steady. Demand should now increase.

Seeds.—Poppy continues to be scarce and a higher market is predicted for new crop goods. Coriander seed is somewhat firmer and it looks, at this writing, will advance. Caraway seed very firm and new crop is reported short. Higher prices anticipated.

Green Ginger Root.—New goods arriving. Steady; prices are firm and it looks like an advance will occur when heavy demand sets in within this and next month.

Yours truly,
McCORMICK & Co.

* * *

Two Reports of the Baltimore Canned Goods Market.

No. 1.

Baltimore, Md., Sept. 5, 1907.
Editor "Grocery World."

Dear Sir:—As anticipated in our last market letter, there has been continued activity in the tomato market here, and as the week progressed the demand broadened and the orders increased in quantity from nearly all sections for both prompt shipment and for delivery during September and October. We called attention to the increased buying of tomatoes in lots of one and two carloads, commencing two weeks ago at the ruling prices, and that seems to have been the starting point of the present buying movement. There has been too much rain, followed by too low a temperature both day and night, and not enough warm sunshine to mature and ripen up the fruit. The vines are strong and healthy looking, with plenty of small green tomatoes on them, but unless the weather conditions prove to be more favorable during the next two or three weeks the crop will receive a serious setback which an early frost, of which there is no sign as yet, would make still more serious. The receipts of fresh tomatoes for canning purposes this week were so much smaller than in the week previous that the price per bushel has steadily advanced from 30 cents two weeks ago to 90 cents per bushel this week, and the canned article has advanced 2½ to 5 cents a dozen. The jobbers have followed up the advance promptly, and the heavy buying during this week will probably act as a sustaining force to the market prices, especially in view of the fact that a majority of the canners have sold futures to such an extent that they must withdraw from selling until they have packed sufficient to fill their contracts. The canning season all the way through, so far, has been so peculiar and disappointing that the average packer has largely lost his nerve and is afraid to take the same chances that he would unhesitatingly take in an ordinary season. The situation is interesting and worth close attention.

Besides tomatoes, other lines of vegetables attracted attention and there was liberal buying of peas, string beans, sweet potatoes, baked beans, etc. New lima beans are now coming in.

Those who predicted larger receipts of peaches about this time are disappointed, the fruit is not on the trees. New pears are coming in in small quantities, but they are even scarcer than peaches so far. Note further advances in the prices of peaches. Blackberries are stronger. Pineapples are worth attention for your fall and winter trade.

Yours truly,
THOS. J. MEEHAN & Co.

—

No. 2.

Baltimore, Md., Sept. 5, 1907.
Editor "Grocery World."

Dear Sir:—The tomato market in Baltimore is stronger. This is due to the heavy falling off in the arrivals of raw material and higher prices for it.

Tomatoes for future delivery are practically not being offered. A few sales were made last week of No. 3's at 85 cents and No. 10's at $2.65 per dozen, and it might be possible here and there to buy at these figures. The majority of packers, however, are out of the market. The reports all seem to agree that there is a good crop of tomatoes in sight; that is, the fruit is on the vines, but we need warm weather throughout September to get the tomatoes. There is a good, big acreage, and of course this will help to offset any damage the crop might sustain from early frost or other unfavorable weather conditions. At this stage of the game, however, it is impossible to say much about the situation one way or the other. If we have good weather throughout September, there will be a good many, but if, however, the weather is bad, some of numerous prophets of a tren dous pack will no doubt be " ing to the woods."

Peaches.—Nothing new to port. The crop in this sectio as near a failure as we have had. There are a few pea being packed in Baltimore day, but it is now evident we are not going to have anyt like a pack of peaches this y

Reports regarding the crop are not encouraging.

Yours truly,
THOS. G. CRANWELL & C

* * *

The Sugar Market.

New York, Sept. 5, 19
Editor "Grocery World."

Dear Sir:—Raw prices three points higher. Busi has been dull, but the market been strong, stocks well held, the events of the week favor toward the gaining of still hi prices.

The strength displayed by sugars all through this perio dull and inactive business been encouraging, and indica of the strong foundation which sugar rests. It is the l upon which improvement wi built. Raws only declined cent, and now half of that been regained. The big stock refined that were distrib throughout the country at start of the summer season bought by wholesale grocer expectation of a largely incre demand. The big demand did materialize. The stocks gone out slowly. Replenishi other than to a very slight de has been unnecessary. It been an ordinary summer dem that had to do the work of ting down, and that has t time. The country has been ing those stocks, the invi supplies. Were there anyt serious in the sugar situatio price too high, stocks in all h too big, or increased crops o way, we would expect a light mand for quite a while lo a new foundation would hav be built, and we'd have to w readjustment of the law of su and demand in all its phases. there has been nothing serio the matter with sugar. The of supply and demand has be little disarranged. Sugar out in the early summer the refining ports just a trifle fast. We have suffered for The penalty has been dull t here in order that a normal might again prevail. Sugar ues have not been high, have over-measured conditions, stocks have not been more needed for the season, they not been added to, the grow crops for next year's supp have not been progressing manner that would foretell creases in out-turn, and, th

, while this period of dull bus- s has been passing, the mar- has been well able to with- id its vicissitudes and the ndation has not been impaired. e stocks now have been mostly d, the grocers will soon come the refining ports for more, they have a market wherein y can buy with safety, laying heir supplies for the autumn son with every assurance that es will continue to hold up, t advances will come with the rovement in business, that re will be a profit in the pur- ses and a steady outlet for the cks. Raws will go higher— 5 cent will be reached. World ditions make the price of su- . We have had our's very ap all through the season, npared with other markets. r refiners can't get raws now such a disparity with other rkets. The total supply hav- been greatly diminished, su- s will be held firmer and at es steadily gaining until the crops come next November. ese conditions will be reflected refined quotations. The au- n season starts off well and uld bring forth big business. erything is at hand to help it. Refined Sugar.—Withdrawals ter and an improvement in v orders. The selling prices the American Sugar Refining , Howell and Arbuckle remain hanged. Basis of granulated, 5 cents, less 1 per cent. cash. e Federal quotes delayed ship- nt at 4.80 cents, less 1 per cent. l prompt shipment at 4.70 ts, less 1 per cent.

Yours truly,
M. G. WANZOR & Co.

ASSOCIATION NEWS.

Minneapolis.

There is a growing disposition the part of the organized neapolis grocers to do away h the practice of sending out umber of men to take orders on ir routes every morning.

A good many grocers feel that orders could be taken much re easily and quickly over the phone, and they need the men the store in the morning. ne grocers have as many as e or six order men who are out the forenoon, just when busi- s is most active in the store. ten they do not get in until ernoon and then there is a fear- rush to get their orders put up l delivered, and an inevitable ch of complaints from waiting usewives. If the orders were en by telephone the goods ld be delivered much more ickly.

Several of the large stores have already cut out the practice and they report that their customers are better pleased by the new system. There is little or nothing for the order men to do around the store in the afternoon and they are really paid a full day's wages for a half a day's work.

The matter may be considered at a future meeting of the Grocers' Association.

French Prune and Nut Crop Prospects.

French prunes are this year expected to yield a medium crop only, and higher prices for the new campaign are to be anticipated, especially if the California crop is equally poor. The prune crop of Bosnia, in Austria-Hungary, will be a total failure, and there will not be sufficient supplies from that country to supply local requirements. Bosnia is usually depended upon to supply the German market to a large extent. As to French prunes we already have new crop quotations of $23.16 (120 francs) per 220 pounds (100 kilo) for the No. 50 grade, and $19.30 (100 francs) for the No. 60 grade, this being an increase of $7.72 (40 francs) over last year's terms.

An excellent crop of French almonds is assured. Italy gives a half crop, and Spain a good half crop. Sicilian and Majorca shelled almonds, spot, are worth $46.32 (240 francs) per 220 pounds (100 kilos), while the same grades for August and September delivery are quoted at $35.70 (185 francs).

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued February 19, 1907:—

844,326. Can for dried beef. E. W. Carnes, Chicago, Ill., assignor to American Can Co., same place.

844,499. Beater or mixer. A. W. Cram, Haverhill, Mass.

844,512. Apparatus for treating food products. David Genese, Baltimore, Md., assignor to Genese Cereal Mfg. Co., same place.

844,529. Liver-cutting board. John Meyers, Philadelphia, Pa.

844,538. Coffee-making apparatus. W. C. Richardson, Philadelphia, Pa.

844,706. Cracker box. J. B. Arthur, Pittsburg, Pa.

844,780. Tea kettle. A. W. Cram, Haverhill, Mass.

844,840. Kneading machine. E. F. W. Wieda, Paterson, N. J., assignor to The Wieda Mixing Machinery Co., same place.

844,883. Machine for forming confections. W. W. Lysinger, Philadelphia, Pa.

844,939. Candy machine. Z. S. Hoffman, Newark, N. J.

844,953. Filter for coffee pots. Clarence Monroe, Loveland, Col.

Patents issued February 26, 1907:—

845,118. Jar opener and closer. W. H. Pheasant, McClure, Pa., assignor of one-half to O. A. Crawford, same place.

845,263. Meat clamp for butchers' blocks. J. E. Reller, Indianapolis, Ind.

845,326. Holding bracket for egg beaters. G. F. Bailey, New Britain, Conn., assignor to Taplin Mfg. Co., same place.

845,341. Combined egg and cake beater. J. S. Dunlap, Chicago, Ill.

845,367. Dough divider. C. R. Miller, Milwaukee, Wis., assignor to W. A. Anger, same place.

845,421. Ice cream dipper. N. W. Kline, Longbeach Cal.

845,438. Mixing machine. J. H. Shepherd, Dover, N. J., assignor to The Morris County Machine and Iron Co., same place.

845,472. Food product. Alphonse Morel-Lautier, Grasse, France.

845,521. Clam and oyster opening machine. L. H. Carlson, Lorain, Ohio.

845,557. Confection baking apparatus. E. H. Lanier and F. K. Driesbach, Cincinnati, Ohio.

845,584. Meat cutter. Henry Schwenck, New York, N. Y.

845,695. Pitted prune. N. B. Converse, Fresno, Cal., assignor to himself and F. M. Wright, trustees, San Francisco, Cal.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For toasted cornflakes. American Hominy Co., Indianapolis, Ind. A panel bearing the words "For Everybody, Everyday Toasted Cerealine Flakes, Product of White Corn." Also a panel bearing the words "Crisp and Sweet Toasted Cerealine Flakes The Triumph of Cereal Food Success. You've Tried The Rest, Now Try The Best."

For mineral waters, ginger ale, root beer, cider, soda pop, natural laxative water and aperient water. The Blue Ribbon Mining, Milling and Investment Co., Idaho Springs and Denver, Col. The representation of a bow knot.

For medicated toilet soap. George C. Wilson, Tyrone, Pa. The word "Cloverine."

For wheat flour. Monte Vista Milling and Elevator Co., Monte Vista, Col. The words "Monte Vista Milling and Elevator Co., Crestone High Patent Flour, Highest and Whitest" associated with a picture showing the mountains in the distance and a stream of water in the foreground.

For crackers. Johnson Educator Food Co., Boston, Mass. The word "Toasterettes."

For coffee and tea. W. S. Quinby Co., Boston, Mass. The words "Golden Dome" associated with the representation of the roof of a building surmounted by the sun, having a dome on the top.

For salt fish. William T. Shute, Gloucester, Mass. The word "Flakelets."

For apples. Austin Kimball & Co., New York, N. Y. The letters "T. C. K."

For table syrups, molasses, sorghum and maple syrup. St. Louis Syrup and Preserving Co., St. Louis, Mo. The word "Temtors."

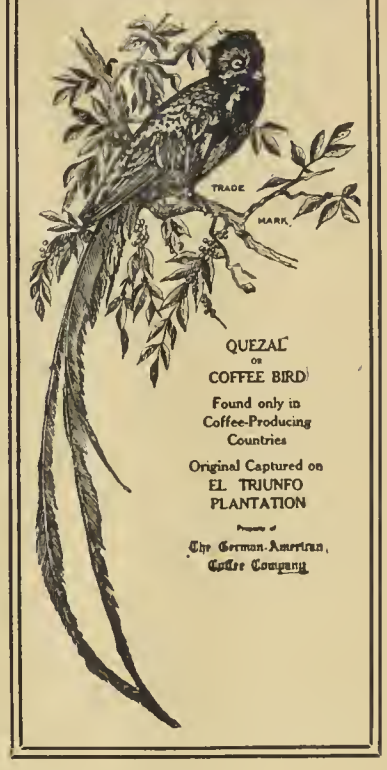
For preserves, jams, jellies, marmalades, fruit-butter, mincemeat, canned fruits, pickles and sauces and catsups. St. Louis Syrup and Preserving Co., St. Louis, Mo. The word "Temtors."

For rice. Sprague, Warner & Co., Chicago, Ill. The word "Toko."

For wheat flour. Eagle Roller Mill Co., New Ulm, Minn. A floral wreath inclosing the words "Eagle Roller Mill Co. A Flour of Exceptional Merit La Violette, Designed for Those Who Appreciate Quality, New Ulm, Minn." Also the words "La Violette." Also the representation of a floral wreath.

For soap. Colgate & Co., New York, N. Y. The words "Cashmere Bouquet."

For wheat flour. George Urban Milling Co., Buffalo, N. Y. The representation of a rosette and two streamers. Also the word "Lotus." Also the word



To Catch Tired Palates

Great is the value of novelty. Consider yourself trying to interest a jaded customer who isn't satisfied with her coffee and wants something new.

You ask her about Java and Mocha and Laguayra and Maricaibo and Mocha Seed Santos and all the rest—yes, she's tried them all, and none seem just what she wants.

If you have our **German-American Coffees** in stock you can catch this customer and hold her, for **German-American Coffees** will be something new to her. Never before has she tasted anything like them, and no matter how fastidious she may be, they will reach the spot.

Produced on the famous Triunfo Plantation of Central America, and unsurpassed by any coffee grown.

The German-American Coffee Company

GROWERS, IMPORTERS and ROASTERS

406 Greenwich St., New York, N. Y.

"Iroquois." Also a circle inclosing the representation of a man and the words "Lafayette Flour. The Very Best."

For canned fish. Charles E. Moody & Co., Boston, Mass. The word "Matchless."

For wheat flour. New Prague Flour Mill Co., New Prague, Minn. The picture of Cinderella sitting upon a stool and the Prince about to put on her slipper, and the words "Fit For A Prince." Also the word "Cinderella." Also the words "Ethan Allen."

For canned lobster. H. C. Baxter & Co., Brunswick, Me. The word "Ruby."

For granulated washing compound. Rub-Not Mfg. Co., Chicago, Ill. The word "Rub-Not" and a representation of a swan.

For condensed milk. Wisconsin Condensed Milk Co., Burlington, Wis., and New York, N. Y. The words "Arrow Brand Condensed Milk" and a representation of an arrow. The words "Lion Brand Condensed Milk" and a representation of a shield surmounted by a crown and supported by lions.

For cheese. C. C. Martin, Denver, Col. A monogram "B. H. C." in white on a black circular field surrounded by an annular band containing the words "Blue Hill Cheese."

For Welsh-rarebit seasoning compound. D. R. Greene, Chicago, Ill. The words "Auntie Dreams."

For wheat breakfast food. Pillsbury-Washburn Flour Mills Co., Ltd., Minneapolis, Minn. A representation of a pyramid and the words "Pillsbury's Best Vitos Cereal." Also a rectangular bordered panel containing the words "Pillsbury's Best Cereal Sterilized." Also a rectangular bordered panel containing the representation of a pyramid and the words "Pyramid of Health and Strength, Pillsbury's Best Cereal."

For coffee. Yerxa Bros. & Co., Minneapolis, Minn. The words "Hoffman House" and a representation of a branch of the coffee plant.

For butter. D. W. Lewis & Co., New York, N. Y. The words "Aggie, 9,040 Quarts in One Year."

For soap. Dana Estes, Boston, Mass. The word "Coralene" and a representation of a mermaid.

For evaporated milk, condensed milk, evaporated cream and condensed cream. Mohawk Condensed Milk Co., Rochester, N. Y. The words "Sovereign" and "Crusader."

For laundry blue. Hargreaves Bros. & Co., Ltd., Kingston-upon-Hull, England. A rectangular panel containing a representation of a ship at sea and the words "The Ocean Blue."

For jellies. Sarah B. Stone, New Haven, Conn. A monogram, "S. C. S."

For canned salmon, shrimp, lobsters and clam chowder. Downing Taylor Co., Springfield, Mass. The words "Forest Park."

For dried and evaporated prunes. H. S. Gile & Co., Salem, Ore. The word "Beaver" and a representation of a beaver.

For starch. Atlantic Starch Works, Westport, Conn. The words "The Atlantic Starch Works, Pure Winter Wheat Starch. Lbs. Westport, Conn."

For soap and cleaning compound. The Porcela Co., Pittsburg, Pa. The word "Radax."

For condensed milk, evaporated milk and evaporated cream. Borden's Condensed Milk Co., Jersey City, N. J., and New York, N. Y. The words "Columbian Brand" and a representation of a statue and an exposition building.

For toffee. Mackintosh's Toffee Co., Bradley Beach, N. J. Two panels, one containing a representation of a bowl and the words "Mackintosh's Extra Cream Toffee, Purest of the Pure," and the other containing a portrait of John Mackintosh and the words "Mackintosh's Toffee. I am John Mackintosh, the Toffee King."

For a substitute for lard. Miner, Read & Garrette, New Haven, Conn. The words "Made for Miner, Read & Garrette, Cotscok, Cotton Seed Oil and Oleo Stearin, 20 lbs. net. New Haven, Conn."

For wheat flour. Buck & Toole Milling Co., Bloomfield, Mo. The words "White Foam."

For candies. J. P. Laskaris & Co., Wilmington, Del. The words "Sugar Bowl" and a representation of a sugar bowl; also a representation of a seal containing a representation of a sugar bowl with the words "Sugar Bowl" thereon.

For coffee. Woolson Spice Co., Toledo, Ohio. The word "Arcadia."

For matches. The Ohio Match Co., Wadsworth, Ohio. The words "Yellow Jacket," "Father Pitt" and "Presto."

For soap. Harry Bick, New York, N. Y. The words "Red Buttons" and a representation of a button.

For washing powder. The Hollywood Soap Co., Cincinnati, Ohio. The word "U-So-Po."

For chocolate and cocoa. Pennsylvania Chocolate Co., Pittsburg, Pa. The word "Somoro."

For salt. Schwabacher Bros. & Co., Inc., Seattle, Wash. The word "Mermaid."

For salad oil. Vacuum Oil Co., Rochester, N. Y. The word "Gargoyle" and a representation of a gargoyle.

For baking powder. Grand Union Tea Co., Brooklyn, N. Y. The word "Aeme" and a representation of a sheaf of wheat.

For Albuminoid flour. Callard. Stewart & Watt, Ltd., London, England. The word "Casoid."

For pickles, mustard, catsup, chow-chow and pepper. Angelo Fazzio, New Orleans, La. The word "Horseshoe" and a representation of a horseshoe, having the words "Pickle Works" thereon.

For pickles, chow-chow, sauer kraut, vinegar, baked beans, soup, catchup, chutney, sauces, relishes, mustard, olives, olive oil, horseradish, fruit pr serves, fruit butters, fruit jelli euchered figs, cranberry sauce a mince-meat. H. J. Heinz Co., Al gheny, Pa. The word "Heinz."

For coffee. W. S. Quinby Co., B ton, Mass. The words "La Tourain and "The Perfect Coffee" and a rep sentation of a man dressed in Orien costume holding a tray and having o hand resting on a shield, upon whi are the words "W. S. Quinby Co's B ton Roasted La Touraine. The Perf Coffee."

For pulling candies. The Stern Saalberg Co., New York, N. Y. T word "Tootsies."

For crackers, cereal breakfast foo wheat, bran, bran meal, yellow homi rye meal, oat flour, golden corn flo gluten flour, buckwheat meal, me flour and rice. Johnson Educator Fo Co., Boston, Mass. A black subst tially circular ground having in wh thereon the words "Dr. Johnson's Ed eator Foods and Crackers."

For flour. B. J. Rothwell, Bost Mass. The words "The Cracker Kin

For ice cream. Mazetta Mfg. C Chicago, Ill. A representation of wreath inclosing the words "Mall Ice Cream."

For coffee. The Dayton Spice M Co., Dayton, Ohio. The words "Dut Java and Santos Blend."

For butter. The F. Jelke & Son C Cincinnati, Ohio. A panel contain the words "Lily of the Valley El Creamery Butter" and a representati of lilies of the valley.

For coffee. Fort Smith Commissi Co., Fort Smith, Ark. The words "R Fox" and a representation of a fox

For jellies. Sarah B. Stone, N Haven, Conn. A monogram "S. C. S and the words "Superior Stone's Fr Jellies."

For deviled ham. William Und wood Co., Boston, Mass. A repres tation of "Uncle Sam."

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is :companied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 its per issue.

WANTED.

ANTED—Apples by the carload; any ur variety, either dropped or hand-cked. Address Geo. F. Hoy, Hublers-irg, Pa. 11

ANTED—Grocery and specialty sales-en, traveling in every part of United ates, to solicit subscriptions. Write for irticulars, "Grocery World," Philadel-iia. tf

FOR SALE.

OR SALE—Stock general merchandise, ill inventory about $4,000; no old stock;)-to-date store; building 40 x 70, nearly :w with skylight. Sales, $20,000, prac-:ally all cash; no competition worth men-)ning. Post Office in the building, pays 50 per year. One of the oldest and best iown stands in Northeastern Pennsylva-a. Established 50 years. Located in beau-'ul country village surrounded by fine rming country; big lumbering industry ithin three miles employing 50 to 75 men :pending on us for supplies. Am positively)ing out of business on account of health. 'ill reduce stock to $2,000 by November. :st opportunity in the State to get an old tablished and big paying business with so nall an investment. If you are looking r a good paying business, don't look rther but write to-day for further particu-rs. W. L. Burgess, P. M., Forkston, Pa. 11

OR SALE—Large Ridgway refrigerator, first-class condition; dimensions: 9 feet Inches high, 5 feet deep, 7 feet 6 inches ide. Address Fred Gerstlaver, Jr., 4801 . Front street, Philadelphia, Pa. 12

BUSINESS OPPORTUNITIES.

OT A BETTER PLACE ON EARTH r a wholesale grocery house than Astoria, re. Live wire could control Alaskan ade. Two-thirds of the people of the orld live on the Pacific shores; they all ake regular business of eating. Young ıstler ought to start co-operative com-ıny, or promote and locate it here. You ould double your dollars in this business st year. Write Chamber of Commerce, oom 797, Astoria, Ore., for particulars. emember, Astoria is only deep-water port ı Columbia River, and is one of only five ı Pacific coast.

EVERY ONE A GOOD CHANCE.

No. 236.—In best residential district Norristown, Pa., one of the busiest towns Eastern Pennsylvanla. Store estab-ıhed for twenty years. Does $22,000 to 5,000 yearly on stock of $2,000. Uses ıe team, but horse not for sale. Nets per cent. Owner golng Into other busl-ess and will sell at inventory. Take about ,500. Can be greatly Increased.

No. 254.—In North Philadelphia. Gro-:rles, meats and provlslons. Store 28 x 30, ith back room. Does $25,000 per year, vo-thirds cash. Stock about $2,000. Uses ıe horse and two wagons. Profits 10 per :nt. clean and clear. Good house con-ected for rent or sale. This store has been tabllshed forty years and the owner ls ow retiring from business. Fullest In-estigation. Price Inventory.

No. 258.—On North Tenth street, Phila-elphla. Store 18 x 45. Does $350 per week, vo-thirds cash. Stock about $1,000. Net rofits 15 per cent. Uses one team. Good welling connected. Owner is in other usiness and cannot give time. Store es-ıblished for thlrty years and is making ıoney. Good chance to handle meats. rice inventory.

No. 263.—In near Philadelphia suburb. rocerles and provlsions. Store 40 x 40 et. Yearly business, $25,000, half cash. tock carried, $1,500. Net profits 15 per :nt. Good dwelling connected. Uses two :ams. Buslness establlshed and prosper-ıs. Good reason for selling. Price, in-entory.

No. 266.—In Montgomery County, Pa., ıst outside Philadelphia. Only store in suburb. Store 30 x 60, with two back rooms, stable and large yard. Does $22,000 yearly, half cash. Stock $4,500. Uses three teams. Post-office in store, paid last year $332. Actual net profits, outside post-office, 8 per cent. Lack of capital cause of selling. Or will take good partner. Price inventory. Fixtures can be rented with store.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 269.—In Chestnut Hill, Philadelphia. Store 15 x 30 feet. Weekly business, $350, two-thirds cash. Stock about $800. Uses one team. Dwelling connected for rent, if wanted. This business nets 15 per cent. clear. Death of partner compels sale. Price inventory.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,5co. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 288.—In West Philadelphia. Store 15 x 27 feet. Does $400 to $425 weekly, all cash. Clears $40 cash every week. Uses one team. Good house connected for sale or rent. Owner has a saloon license and must sell store. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,coo per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 296.—In best northern residential Philadelphia suburb. General provision store. Opened April 1, 1907, and did $175 the first week. Last week in June, 1907, did $376. Stock about $1,000. Business thoroughly profitable, paying clear above everything $70 per week. Owner has other business and cannot attend. Splendid chance for increasing. Price inventory.

No. 300—In busiest part of Columbia avenue, Philadelphia. Store 22 x 40 feet. Does $30,000, half cash, balance weekly and monthly. Stock $1,200. Uses one team, hiring the horse when needed. Cleared last year 10 per cent. on groceries and 30 per cent. on truck. Owner is retiring from business and will sell at inventory. Ice-box built in and will be rented with store.

No. 303.—In Frankford, Philadelphia. Size 20 x 20 feet (double store). Does $400 weekly, two-thirds cash. Stock $1,000. Good dwelling connected. Uses one team. Clean net profits 20 per cent. This store has been established forty years, and is a splendid proposition. Family reasons, which will be explained.

No. 304.—In one of the highest grade Philadelphia suburbs, only grocery store in place. Handles groceries, meats and provisions. Does $38,000 yearly, stock, $2,000 to $2,500. Uses three teams. Sells the very finest trade and gets good profits. This business nets $3,000 a year above everything. Good house connected. Owner retiring. Price, inventory, favorable terms.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,500-$2,8co. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 306.—On busiest part of Germantown Avenue. Store 19 x 60. Does $600 weekly, three-quarters cash; stock $1,500 to $2,000. Uses three teams. Business actually clears $100 weekly. Fixed charges moderate and store thoroughly sound and prosperous. Dwelling connected. Owner is a widow and has neither taste nor experience for the grocery business. Will sell at inventory. An extremely unusual chance.

No. 307.—In select part of West Philadelphia. Store 15 x 30. Does $250 weekly, nearly all cash. Stock $500-$600. Clean net profits 15 per cent. Real estate if wanted. Owner is a woman and wants to retire. Price, inventory. A man can easily double this business.

No. 308.—In Germantown. Does $200 weekly. Stock $500. Nets clean 10 per cent. profit above everything. Owner going into other business and will sell at inventory. With meats added this business will increase 50 per cent.

No. 309—In nearby aristocratic Philadelphia suburb. Store 20 x 60. Does $4,000 per year to best trade. Stock $2,5co. Uses three teams. Actual net profits 8 per cent. Good dwelling. Owner has been ill for years and now must retire. Price, inventory. This store has been establisbed sixteen years.

In all of these the cause of selllng Is good, and the fullest Investigation courted Every one paylng.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

o o o o o o o o o o o o o o o o o o o o o o o o o o

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your buslness, we have a customer. If you want to buy one, we know where somethlng ls that we're sure wlll suit you.

Wrlte, call or telephone.

WARNER & CO.,
927 Arch Street, Phlladelphla, Pa.

o o o o o o o o o o o o o o o o o o o o o o o o o o

THE BIGGEST GROCERY STORE BARGAIN OF THE YEAR.

We offer one of the best grocery stores in suburbs, seven miles from Philadelphia, only one other store. Does $40,000 yearly. Stock $1,500. Uses three teams. Net profits, clean 10 per cent. Dwelling connected. Owners both seriously ill and must sell immediately. Fixtures and teams are fairly worth $1,800, but will sell for $1,000. Stock inventory. A clean, handsome, active store. Fullest investigation.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WHO WANTS TO GIVE A GENERAL STORE FOR A GOOD FARM?

A client of ours in Atlantic County, N. J., has a 13½ acre farm, high, cleared and level, directly on the new electric line from Philadelphia to Atlantic City and only seven miles from the latter; good house, barn and other buildings, including large chicken house and yard; two good wells; 100 fruit trees. Splendid place for profitable poultry business, owing to closeness to Atlantic City. Owner wants to exchange for general store in New Jersey or Pennsylvania. He will sell for $4,000 cash or $4,5co trade, subject to mortgage of $2,500.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THE ONLY STORE IN THE PLACE.

This seems like a rare chance. We offer the only grocery, meat and provision store in high-class Philadelphia suburb. Does $38,000 yearly to very best trade; quarter cash, quarter weekly, balance monthly. Stock, $2,000 to $2,500. Business has been established for several years and the owner sells only because he has a stock farm which he likes better. Comfortable house connected. Clean and clear net profits 8 per cent. Price, Inventory, half cash, balance any fair terms well secured.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

SALESMAN WANTED—Scotch herring firm, opening branch in New York, requires first-class salesman for Aberdeen canned fish, Scotch and Holland cured herring, Irish and Norway mackerel and some knowledge of German herring trade; only those who have been in the trade need apply. Address Herring, care "Grocery World," Philadelphia. tf

WANTED—Salesman to handle the best jar ever put on the market. Salesmen for manufacturers' agents preferred. Address Kerr Glass Mfg. Co., Portland, Oregon. tf

WANTED—Grocery clerk; counter hand and first class solicitor; one who is used to first-class trade, for suburban store near Philadelphia; good wages to the right man. Address S 29, care "Grocery World," Philadelphia. 14

SITUATION WANTED.

POSITION WANTED—Grocery and general store clerk, 10 years' experience, desires position as manager or chief clerk in above lines; age 28 and married. Good reasons for leaving present position. Will entertain proposition to purchase paying grocery or general store. A 1 references. Address B 28, care "Grocery World," Philadelphia. 11

POSITION WANTED—By a man age 40 years, married, as a salesman to travel for a reliable grocery, drug, or tea and coffee firm in northern Pennsylvania or southern New York. Twenty years' experience as manager of a general store in the country. Reference. Address stating salary, etc., Box 205, Hankins, N. Y. No fakers need answer. 11

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tln holders that slip over your shelves and hold a price card—they glve your customers information about prlces, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

"Make a Front"

Good advice though a little slangy

Our printed posters are cheaper than painting them yourself, only 2c. apiece, extra price included, and make the front of your store up-to-date and very greatly increase your trade. Samples for postal.

GROCERS' PRINTING CO.
66 N. Fourth St. Philadelphia

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

Quaker City Preserve Co.
Philadelphia, Pa.

ABSORBINE

Removes the inflammation and Bunch. Restores the Circulation in any Bruise or Thickened Tissue, without blistering, removing the hair or laying horse up. Pleasant to use, clean and odorless. $2.00 per bottle delivered. Book No. 1 free.

Absorbine, Jr., for mankind, $1.00 bottle. Cures Bunions, Corns, Chilblains, Sprains, etc., quickly. Genuine manufactured only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

Do You

handle a Cough Remedy that is guaranteed to sell and cure—one that satisfies your customers, gives you large profits, and sells without any effort on your part?

If not, let us give you our proposition—a plan that is both novel and effective. It means money to you and brings new customers and holds the old ones. We do not ask you to pay one cent until you have sold the goods. Write to-day and learn about

German Fir

Dilliard Remedy Company
EAST BANGOR, PA.

Good Morning How's Your Bank Account?

A larger Fall business than ever awaits the grocer who follows up-to-date methods to secure it. One such plan, sure but most inexpensive, will be explained to you if you write for it, using your letter head or enclosing a business card. No charge for complete details. Address

W. H. RIGHTER
150 Nassau St. NEW YORK

this
is
"Club Cocktail"
Pineapple
time

||

Club Cocktail Pineapple is one of the most vigorous sellers Martin Wagner Co. has ever put on the market. Surely you **want** a case.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Just a Little Better Than the Other Fellow

If you would like to display Foreign and Domestic Fruit, just a little better than the other fellow, come to us. For many years we have made a specialty of getting ***only the best.*** We particularly want the trade of those who are built like we are. The sort of goods that bring particular people to your store are the kind of goods we are headquarters for.

R. DAETWYLER & CO.

New Market and Callowhill Streets
PHILADELPHIA

FOREIGN AND DOMESTIC FRUITS

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, September 9th. Terms, net 10 days.
First orders must be accompanied by references.

JAMAICA BANANAS.

Jumbo bunches, 10 hands, extra fancy	$2.00 per bunch
Selected, 10 hands,	1.85 per bunch
Selected, 9 hands, packed 2 in crate	1.70 per bunch
Selected, 9 hands, packed in barrels	1.65 per bunch
Selected, 8 hands, packed 1 in crate	1.25 per bunch
Selected, 8 hands, packed 2 in crate	1.20 per bunch
Selected, 8 hands, packed 3 in crate	1.15 per bunch
Selected, 7 hands, packed 1 in crate	.90 per bunch
Selected, 7 hands, packed 2 in crate	.85 per bunch
Selected, 7 hands, packed 3 in crate	.80 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.40 per bunch
Selected, 8 hands	1.10 per bunch
Selected, 7 hands	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

CALIFORNIA LATE VALENCIA ORANGES.

Fancy, 80 size, per box	3.50
Fancy, 96 size, per box	3.75
Fancy, 112 size, per box	4.00
Fancy, 126 size, per box	4.50
Fancy, 150 size, per box	5.50
Fancy, 176-200-216	6.00
Fancy, 250-288	5.50
Extra Choice, 80 size, per box	3.25
Extra Choice, 96 size, per box	3.50
Extra Choice, 112 size, per box	3.75
Extra Choice, 126 size, per box	4.75
Extra Choice, 150 size, per box	5.00
Extra Choice, 176-200-216, per box	5.00
Extra Choice, 250-288, per box	5.00

Both oranges and lemons continue scarce and high. Our quotations, however, are for the very best brands, which are bound to please you.

FANCY CALIFORNIA AND MESSINA LEMONS.

Fancy California, 240 size, per box	
Fancy California, 270 size, per box	
Fancy California, 300-360 size, per box	
Fancy Messina, 300 size, per box	5.00
Fancy Messina, 360 size, per box	5.00 to 5.50
Choice Messina, 300 size, per box	4.50
Choice Messina, 360 size, per box	4.50

CALIFORNIA FRUITS.

We are receiving daily all varieties of California pears, plums, peaches, grapes, etc., which will be shipped at lowest market prices on day of shipment. The quality never was finer.

ONIONS.

REGULAR BUSHEL CRATES.

Strictly Fancy White, per hamper	2.00
Strictly Fancy Yellow, per hamper	1.85
Bermuda, Prime, per crate	
Fancy Valencia Onions, per crate	1.15

VEGETABLES.

We carry a full line of vegetables in our truck department, but as the market fluctuates daily on this line of goods, orders will be filled at lowest ruling market prices on day of shipment.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

ny subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

ıcked in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
A" Java	.26
B" Java	.24
ɔ" Java	.24
—Java and Mocha Blend	.24
—Java and Mocha Blend	.22
A" Mocha	.24
B" Mocha	.22
ɔ" Mocha	.20
aguayra (Washed Caracas)	.18
A" Maracaibo	.18
B" Maracaibo	.17
A" Santos	.18
B" Santos	.16
ɔ" Santos	.14
eaberry Santos	.14
A" Rio	.13
o. 1 Rio	.12
o 2 Rio	.10
ipton Special Mocha and Java, 1 lb. cans	.27
ipton Perfection, 1 lb. cans	.20
attleship, 1 lb. packages, any quantity	.15
og Cabin, 1 lb. packages, 100 to case	.14
rbuckle's, 100 lbs. to case	
ing Bee, 100 lbs. to case ....per case	15 00

TEA.

	Per lb.
o. 25 Gunpowder	.24
o. 28 Gunpowder	.35
est Gunpowder	.45
o. 25 English Breakfast	.20
o. 28 English Breakfast	.33
est English Breakfast	.40
o. 25 Moyune Gunpowder	.33
o. 28 Moyune Gunpowder	.38
est Moyune Gunpowder	.50
o. 25 Imperial	.33
o. 28 Imperial	.35
est Imperial	.50
o. 25 Oolong	.28
o. 28 Oolong	.35
est Oolong	.45
oung Hyson	.35
apan	.35
eno ½ and ¼ lb. packages	.50
ilver Moon	.27
ilver Bell, 1 lb. packages	.25
alada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
aked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1 50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb, plain, 2 doz	1 45
Wagner's, 1 lb., tall, 4 doz	.48
Wagner's, 3 lb., plain, 2 doz	.95
Wagner's, 3 lb., sauce, 2 doz	1.00
Excursion, 3 lb., sauce, 2 doz	.85
Saratoga, 2 lb., 2 doz	.50
orn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.90
Standard Shoepeg, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	.75
Belmont Cream, 2 lb., 2 doz	85
Winorr Brand Kernelled Corn, 2 doz	1.45
eas—	
Rowe & Co., extra sifted, 2 doz	
Belle Brand, 2 doz	.90
Little Fellow, 2 lb., 2 doz	1.40
Rob Roy, 2 lb., 2 doz	1.00
Pin Money, petits pois, 2 doz	1 50
Pin Money, standard early June, 2 doz.	1.20
French, extra fins, 100 in case, per case,	18.50
in Money Combination—	
2 lb., 2 doz	.90
idney Beans—	
2 lb., 2 doz	.75
ima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1 00
Little Darling, 2 doz	1.30
umpkins—	
3 lb., 2 doz	.85
Gallons	
tring Beans—	
2 lb., 2 doz	.75
in Money Vegetables—	
2 lb., 2 doz, 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.10
1 lb. Pulp, for soup	.48
uccotash—	
2 lb., 2 doz.	.95
omatoes—	
Pin Money, whole, 3s, 2 doz	1.0)
Standard, 3s, 2 doz	.9)
Gallon, ½ doz.	3.00
Fair Quality, 3s	.(0
2s, 2 doz	.75

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	
Jockey, 1 lb., tall, 4 doz	1.40
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.60
Sockeye, ½ lb., flat, 4 doz	1.25
Crab Meat—	
½ lb., 4 doz	1.00
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.50
Beaver, ½ lb., flat, 8 doz	2 30
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	1.15
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1 10
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3 50
¼ lb., oil, with key, 100	3.75
Glen Cove, ¼ oil, 100	4 00
¼ Mustard Sardines—	
Gold Label, 100 cans	6 50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
¾ Crown Mustard, 50 cans	4 00
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.50
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
Gilbert, 100 cans	9.00
Le Glitzic, 100 cans	
Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	9 25

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.00
Blackberries, 2 lb, 2 doz	1 00
Blueberries, 2 lb., 2 doz	1 15
Cherries, 2 lb., 2 doz	1.40
Gooseberries, 2 lb., 2 doz	1.35
Pie Peaches, 3 lb., 2 doz	1 35
Pears, 3 lb., 2 doz	1.40
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 50
Grated Pie Pineapples, James, 3 lb., 2 doz.	.95
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	
Standard Peaches, Rialto, 3 lb., 2 doz	2.25
California Apricots, 2 doz	
California Cherries, 2 doz	
California Peaches, 2½ lb., 2 doz	
Wheeler Peaches, 3 lb., 2 doz	2.00
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.11
Evaporated, 1 lb. packages, 4 doz	.12
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.15
Best, 25 lbs	
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.09
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ....per doz.	
Citron—	
American Brand, 10 lb.	.20
American Brand, 25 lb.	
Dates—	
Package, 30 1 lb	.06
Stuffed, 1 lb ....per doz.	
New Prunes—	
40- 50, 25 lbs	
50- 60, 25 lbs	
60- 70, 25 lbs	08
70- 80, 25 lbs	.07¼
80- 90, 25 lbs	.06¾
90-100, 25 lbs	.06¼
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs.	
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs. ....per box	2.10
Seedless Muscatels, 50 lbs	
Seeded, 36 1 lb. packages	13¼
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	06¾
No. 2 Head, bbls. or 100 lb. sacks	.05¾
No. 3 broken, bbls. or 100 lb. sacks	.04¼
Japan, 100 lb. sacks	05½

SALT.

	Per sack
Fine Table, 224 lbs	1.03
Kiln Dried	1.08
Fine Table, bushel sacks	35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.23
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1 30
Rock Salt ....per cwt.	.95

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	1.95
Lady Washington Beans, about 200 lbs. to bag	2 05
Green Peas, dried, about 165 lbs. to sack	
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¾
Imported Lima Beans, about 90 lbs. to sack	.06¾
Split Peas, 210 lbs ....per bbl.	7.50
Less quantity	.04
Lentils, about 100 lbs. to sack	.09

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O.	.43
Kingsland, N. O.	.32
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.29
Gold Medal	.30
King Syrup	.30
No. 12 Syrup	.18
No. 6 Amber Syrup	.27
California Amber Drips, 2 lb. cans, 2 doz.	1.75
California Amber Drips, 2½ lb. cans	2.00
California Amber Drips, 3 lb. cans, 2 doz.	2.30
California Amber Drips, ½ gal. cans, 1 doz.	1 95

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.85
Fine Granulated, 100 lb. sacks	4.85
Confectioners' A	4 80
No. 1, A	4.75
Light Yellow	4 35
Fine Granulated, 2 lb. bags	5.15
Fine Granulated, 5 lb. bags	5.05

CONDENSED MILK.

	Case.
Baby, 1 doz glass jars	1.90
Challenge, 4 doz	3 85
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.20
Red Cross, 4 doz	4.10
Star, 4 doz	4.20
Dime Brand, 4 doz	3.55
Lion, 4 doz	4.20
Premium, 4 doz	3.85
Hires' Silver, 4 doz	4.15

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4 00
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3 35
Our Pet, baby size, 6 doz	2.9)
Peerless, small size, 4 doz	2 00
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2 75

MATCHES.

	Per gross
Blue Hen 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ....per case	3 50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl White Floating	100	4.00
Ark	100	1 88
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4 20
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3 50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4 00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.65
*P. & G. Oleine	60	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.50
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2 08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4 00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box.
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3 25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3 75
Sweetheart	50	1 90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New Yorl

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.40@.45
Choice, barrels	.38
Good, barrels	.26@.30
Fancy, quart jars .... per doz.,	1.20
New Orleans Molasses—	
Fancy Opeu Kettle	.46@.50
Prime	.40
Good	.28@.35
Ordinary	.22
Blended, fancy	.84
Blended, choice	.80
Blended, good	.28
2-lb tins, 3 dozen .... per case,	2.80
Quarts, 2 dozen .... per case,	2.80
Sugar Syrup—	
Pure, extra fancy	.85@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.28@.30
Tins, 2-lb., 2 dozen .... per case,	1.95
Tins, 2½-lb., 2 dozen .... per case,	2.25
Tins, 8-lb., 2 dozen .... per case,	2.50
Tins, 5-lb., 1 dozen .... per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 100@110	
Georges count 110@115	23 00
Medium Irish 2s, count 325@375	15.00
Norway, count 400@450	
Norway, count 300@350	18.50
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Faucy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.13
Halibut, fancy chunks, Iceland, 20 lbs	
Bloaters, Cromarty, 100s	

TEAS.

Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
mperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.13@.18
Superior to fine	.22@.30
xtra fine to finest	.35@.40
ıoicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.20@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.11
...ng—	
...mon to fair	.13@.15
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
ouchong—	
Common to fair	.14@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

'ava—Mandheling—Fancy brown	.34
Old Government—Best	.27
Old Government—Choice	.25
Old Government—Prime	.23
Old Government—Good	.21
Imitation	.20
African	.20
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.30
Cinnamon, Mats	.10½
Cinnamon, Twalo	.17
Cinnamon, Ceylon	.21@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.80
Cloves, Zanzibar	.19@.20
Cloves, Amboyna	.22
Cloves, Penang	.30@.35
Ginger, African	.08
Ginger, Jamaica, bleached	18½@ 20
Ginger Jamaica, unbleached	.17@.19
Ginger, Calcutta	.08
Nutmegs, 75–80s	.25@ 35
Nutmegs, 105–110s	.18@.20
Nutmegs, 130–140s	.15@.18
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.39½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Extra white 2½s, unpeeled Calif.	
Standard white 2½s, Calif.	
Tips, green, 1s	
Tips, white, California, 1s	
Beans, Baked—	
Standard, plain 1s	.42½
Standard, plain or sauce, 2s	.50@ .60
Standard, plain or sauce, 3s	.70@ .85
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.50@1.60
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.60
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	.60@ .80
Beans, Stringless—	
Fancy 2s	2.25@2.50
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1.10@1 15
Fancy New York 2s	.90@1.00
Standard New York 2s	.75
Maryland 2s, Maine Style	.75@ .80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.30@1.35

—3—

Telephone 2s	
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.15@1.20
Soaked 2s	.75@ .80
Succotash—	
Extra fancy Maine 2s	1.25
Fancy Maine 2s	1.00@1.10
Extra standard 2s	.75@ .90
Pumpkin—	
Fancy, 3s	.85@1.15
Fancy, gallons	2.75
Squash—	
Fancy 3s	1.15
Tomatoes—	
5½-in. cans, fancy New Jersey	1.50
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	4.50
Gallons, extra standard Maryland	4 25
Quarts, glass jars	
Beets—	
Fancy Strawberry 3s	1.50@1.75
Cut 3s	1.00@1.10
Sweet Potatoes 3s	.90@1.00
Saner Kraut 3s	.80@1.10
Spinach—	
Standard Maryland 3s	1.45@1.50
Fancy New Jersey 3s	1.50@1.75
Gallons	4.75

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2 65
Standard 2½s	
Gallons	
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	3.00
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.75
Extra 2½s	3.00
Extra standard 2½s	
Fancy 3s	
Standard 2½s	
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.75
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.50
Extra standard 2½s	

EASTERN.

Pears—	
Choice New York 2s	1.50
Choice New York State 2½s	2.60
Standard 2s	1.25
Pineapples—	
Sliced or grated 2s	2.00@2.20
Sliced or grated 1s	1.00@1.10
Pie, grated, gallons	3.60
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.25
Strawberries—	
2s, fancy	2.50
2s, extra	
Raspberries—	
Red, fancy, 2s	1.80
Standard 2s	

FISH.

Lobster—	
Flat 1s	4.50
Flat ½s	2.50
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	
Medium Red	
Red 1s	1.25@1.35
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.10
Oval 1s (steaks)	2 90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.15
Smyrna Sult., fancy, 6 cr., 30 lbs	
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

Loose Raisins—	Per lb
Valencia, 4 cr., 28 lbs	
California, 4 cr., 50 lbs	
California, 3 cr., 50 lbs	
California, 2 cr., 50 lbs	
Figs—	
Baskets, 1 lb. and 2 lb.	.15 @.18
Layers, 2¾-in., 10 lbs	.09
2½-in., 12 lbs	
2¼-in., 12 lbs	
2-in., 12 lbs	
Currants—	
Fancy, 1-lb. cartons	.10
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08
Natural, choice	.07
Citron—	
According to quality	.17 @.20
Lemon Peel—	
According to quality	.11 @.12
Orange Peel—	
According to quality	.11½@.12
Fard Dates—	
60 lbs., bulk	.06 @.07
1-lb. pkgs., 30-lb. case	.09
Persian Dates—	
60 lbs	
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.10
40x50, choice	.09
50x60, choice	.07
60x70, choice	.07
70x80, choice	
Choice. 50-lb. box—	
60x70, 80x 90	
70x80. 90x100	.05
Prunes in cartons—	
Fancy 40x 50	.11
50x 60	.10
60x 70	.09
70x 80	
Prunes; Oregon, 25-lb boxes.	
30x40	
40x50	
Apples—	
Fancy, 50 lbs	.11
Fancy, 1-lb cartons	
Prime, 50 lbs	.10
Choice, 1-lb. cartons	.12
Peaches—	
Fancy, peeled, 25 lbs	.27
Unpeeled, fancy, 25 lbs	.14
Extra Choice Muir	
Apricots—	
Royal, extra fancy, 25 lbs	.20
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.24
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	@.50
Valencia, 28 lbs	.36 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.25
French Princess	
Tarragona, 120 lbs	.16
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.12
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.16 @.19
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	.13
Grenoble, 220 lbs	
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.17
Extra choice, boxes, 25 lbs	.12
Choice, bags, 125 lbs	.12

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@18.00
French quarters, boneless	
French quarters, with bones	14.50@18.00
High quarters, boneless	24.50
Halves, boneless	15.00@38.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ½s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@18.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.08@ .0

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

…y subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being undersiood that all prices are subject to market fluctuations.

ADVANCES.	Column.
…ied Strawberries	11
…r	28
…i Meal	29
…ed Oats	29
…l, Swift & Co.	44
…h Pork Lions	45
…erve, Jams and Jellies	46
…wn and Yellow Mustard Seed	53
…er Dishes	62

DECLINES.	Column.

ADDITIONS.	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
…m Cash Drawer,	33
…n	47
…nunition	4
…s Grease	5
…s, Paper	41
… and Twine Holders	33
…ing Powder	5
…ey	29
…kets	62
… Brick	59
…as	29
…king, Shoe	6
…ng	6
…ax	47
…ms	61
…hes	63
…kwheat Flour	28
…g Borers	33
…chers' Sundries	44
…er Dishes	62
…ter	7
…ter Color	47
…phor	47
…dles	15
…dles	7
…ned Goods	8
…alifornia Fruits	10
…egetables	8
…sh.	12
…e Fruit	10

	COL.
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22

	COL.
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	22
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36

	COL.
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29

	COL.
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Puddine	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53

	COL.
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	52
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	.52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64

	COL.
Sugars	1
Sulphur	47
Sundries	59
Syrups	60
Tacks	59
Tapioca	30
Tar	48
Teas	1
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

…fectioners' Lozenge	5.25
" Powdered	5.25
" Crown A	5.45
" Crystal A	5.10
" Coarse Granulated	5.35
…le Tablets	6.38½
…stal Dominoes	7.35
… Loaf	5.80
…ent Cubes	5.35
…wdered	5.20
…ra Fine Granulated	5.20
…rse Granulated	5.20
…nulated	5.10
… Granulated	5.10
" in 50-lb. bags packed 2 in 100-lb. bag	5.15
" in 25-lb. bags packed 4 in 100-lb. bag	5.15
" in 10-lb. bags packed 10 in 100-lb. bag	5.25
" in 5-lb. bags packed in bbls	5.30
" in 5-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. bags packed in bbls	5.40
" in 2-lb. bags packed in 100-lb. bags	5.40
" in 2-lb. cartons in cases	5.30
" in 2-lb. paper packages in cases	5.30
…fectioners' A	5.00
-Keystone A	4.85
-American A	4.80
-Centennial A	4.75
-California A	4.70
-Franklin B	4.65
-Keystone B	4.60
-American B	4.55
-Centennial B	4.50
-California B	4.45
-Franklin Extra C	4.40
-Keystone Extra C	4.35
-American Extra C	4.30
-Centennial Extra C	4.25
-California Extra C	4.25
-Franklin C	4.25
-Keystone C	4.25

TEA.

	Per lb.
…ANS—Basket-fired	18 @ 35
…ANS—Pan-fired—Common to Fair	17 @ 23
…ine	24 @ 28
…hoicest	30 @ 38
…RMOSA—Superior to Fine	18 @ 20
…hoice to Extra	22 @ 35
…hoicest	40 @ 50
…OCHOW—Common, cargo	13 @ 16
…ood, medium	17 @ 22
…uperior	23 @ 28
…ine	30 @ 35
…hoicest	@ 40
…NPOWDER—Choice to Extra	29 @ 35
…hoicest	40 @ 45

—2—

MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	13 @ 20
Choice to extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	17 @ 38
CEYLON—Common to Fine	17 @ 40
ENGLISH BREAKFAST—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

	In ¼ & lb.	In ½ lb.
Ceylon and India, No. 1	.45	.47
" " " 2	.40	.42
" " " 3	.35	.37
Black and Green, " 1	.45	
" " " 2	.40	
English Breakfast, " 1	.45	
" " " 2	.40	
Formosa Oolong, " 1	.45	
" " " 2	.40	

Counter box, 30 ten cent tins, only packed in No. 1 quality, $2.00

Tetley's Tea—	Per lb.
¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.	
No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, " "	.60
Ex. Gold, " "	.75
Mixed (Green and Black), same prices as above.	
Formosa and Oolong, same prices as above.	
	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), "	.50
Formosa and Oolong, "	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades......per doz.	.90

Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. "	.22½
½-lb. "	.23
¼-lb. "	.23½
⅛-lb "	.25

Spring Garden Tea—		
100 lb. barrels	per lb. net	.18
5 lb. silver bags	" "	.19
1 lb. silver bags	" "	.19½
½ lb. silver bags	" "	.20
¼ lb. silver bags	" "	.21

Packed in cases containing 100 pounds.

McCormick & Co's, Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

—3—

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz., per doz.	.85
" " " quarts, 1 " "	1.40
" " " " 3 " "	1.40
" " " ½ gals. 1 " per bbl.	2.50
Colburn's, 16 oz., 2 doz......per doz.	.75
" quarts, 1 " "	.90
" " 3 " "	.90
" ½ gals. 1 " ......per bbl.	1.80
Violet, pints, 2 doz......per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross......per gross	9.25
Mica, ¼ gross "	8.40
Peerless, ¼ gross "	4.40

BAKING POWDER. Per Doz

Davis' O. K., ¼-lb., 4 doz......per doz.	.45
" ½-lb., 3 " "	.90
" 1-lb., 2 " "	1.65
" 5-lb., ½ " "	7.20
Cleveland's, 10-c. size, 4 doz......per doz.	.84
" ¼-lb., 4 " "	1.23
" ½-lb., 2 " "	2.28
" 1-lb., 1 "	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
" ½- " 2 doz. cases	.90
" 1- " 1 "	1.65
" 5- " 6 cans in case......per lb.	.12
Sea Gull, 6 oz., glass, 4 doz.	45
Parrot and Monkey, 4 doz.	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass, 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl......per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz......per doz.	.45
10c.-can, 4 doz. in box "	.90
½-lb. cans, 2 doz. in case "	1.25
1-lb. cans, 1 doz. in case "	2.50
Royal, 10c. size, 4 doz.	.86
" ¼ lb., 4 doz.	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1 lb. cans, per doz.	2.25
" " " ½ lb. " " "	1.25
Sea Foam Baking Powder—	
¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

—4—

Boston Brand, 5 lb. size, ½ doz. case...per doz.	12.00
" 1 " 1 " ... "	2.50
" ½ " 2 " ... "	.55
" ¼ " 3 " ... "	.75
Purity Brand 5 " ½ " ... "	6.00
" 1 " 1 " ... "	1.50
" " 3 " ... "	.80
" ¼ " 3 " ... "	.45

BLACKING—Shoe. Per Gross.

Shinola......per doz.	.75
Shinola, ½ gross in box, with 8 brushe sand dauhers or rug, free......per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz......per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M......per ½ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ½ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French......per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz.	1.15
Bixby's Royal Polish, 1 doz.	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz.	.82½
Browns, Army and Navy, 1 doz.	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination.	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co.—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos Peaberry, extra fancy	.10
" Choice	@.09
" Fancy	.09¼@.09½
Maracalbo, Strictly Fancy, Mild	.11½@.11¾
" Choice	@.11
Washed Caracas, Fancy	.12½@.13
Java, Extra Fancy Old Government	@.19
" Extra Fancy	@.18½
" Fancy	@.18
Mocha, ½ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.13
" Prime	@.11½
" Choice	@.09½
Santos, Extra Fancy	.13½
" Choice	@.12½
" Fancy	@.13
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.24½
" Fancy	@.23½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.18½
Eureka	.15½
Leader	.18
Jap	.13
Special, No. 6	.12½
Special Drive	.12

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 35/100
Lion	13⅛	13¼
B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins,	.26	
Saludo, lbs	.20	
" 50-lb. tins	.19	
" barrels	.18	
Viv, lbs	.16	
" 50-lb. tins	.15	
" barrels	.14	

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20
Packed in 30 and 60 pound cases.	
German-American Coffee Co.—	Per lb
Trinnfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18
Tumbala, 60 or 100 1-lb. cartons	.16
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, M. & J. Blend, 40 or 60 1 lb. tins	.27½
Tourist, M. & J. Blend, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.15
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box ... per box	3.90
12 tins in box ... per carton	.95
2 lb. tins ... per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans ... per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends ... per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin ... per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross ... per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Gronnd, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04⅜
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Gun Caps, E. B. ... per M	.60
Gun Caps, musket ... per M	.65
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB. bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz.	5.20
Sawyer's, No. 1, 6 doz.	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz.	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz.	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.28
" First, "	.27
" Second, "	.26
" Third, "	.25
" Imitation, 30-60 lbs	.24
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.29
Ladles, 30-60 lbs., bakers' use	.23
Print Butter:—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.	.32
B. B., E. D. brands, 20-50-lb. boxes	31
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes	.30
Sheaf ("400") Elgin, 20-50-lb. boxes	.29
Sheaf	.25-.28
B. S. Gilt Edge, cartons	.33
Gurnse, pounds or half pounds	.31
Belle Spring	.29

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.11½
" 16's, "	.12½
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	09¾
Bright Light, " " ... per box	2 35
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	
Martha Washington, long 12s ... per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints ... per gross	4.35
Mason's, quarts ... per gross	4.60
Mason's, half-gallons ... per gross	6.50

—8—

Jelly Tumblers—	
Barrels, 22 doz ... per doz.	.1
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.7
Mason's Caps and Rubbers, ½ gro., "	2.0
Jar Rubbers—	
Lip, wide ... per gross	.8
Acme, wide, 1 doz. cartons ... per lb.	.4
" medium, 1 doz. cartons ... "	.4
Reliable, white rubber, wide	.3
" " medium	.2
Black, medium ... per lb.	.2
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Autumn brand, Sweet Marjoram ... per doz.	.3
" Sage ... "	.3
" Thyme ... "	.3
" Savory ... "	.3
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory ... per case	1.0
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—	
⅛-lb. cartons, 1 doz ... per doz.	.4
¼-lb. " " ... "	.7
½-lb. " " ... "	1.3
¼-lb. screw cap bottles, 2 doz ... per doz.	.9
¼-lb. square cans, 2 doz ... "	.8

CANNED GOODS.

	Per D[oz.]
Tomatoes—	
Frying, Good Luck Brand	1.1
DuBois' Frying	1.2
Jersey King, No. 3, Standard Jersey	1.0
Blue Hen Chickens, No. 3	1.0
Rio Grande, fancy, Jersey	1.0
Silver Lake, fancy, Jersey	1.0
Alta, No. 10, 1 doz	3
Bull Dog, No. 2	.6
Lima Beans—	
Tinsley's, extra small	1.35
Turkey, fancy, Jersey	1.10
Silver Lake	1.10
Boyer's, Fancy	1.07
Oxford, Maine packed	.8
Lanfair, 2s	.65
String Beans—	
Red Jacket, small	1.35
Cloister, fancy N. Y	1.45

Make a Leader of Spring Garden and It Will Make a Leader of You

For it is the finest Tea ever blended at the price we sell it for. Your customers will keep coming back for it at 60 cents per pound, and we sell it to you at

In 100-lb. Barrels	18	cents per lb. net
In 5-lb. Silver Bags (Packed in cases containing 100 Pounds)	19	cents per lb. net
In 1-lb. Silver Bags	19½	cents per lb. net
In ½-lb. Silver Bags	20	cents per lb. net
In ¼-lb. Silver Bags	21	cents per lb. net

Thomas Martindale & Co., Philadelphia, Pa.

What's the Difference?

The answer—"the bottom is as good as the top." You know what this means in Evaporated Apples. It means that your customers will **keep buying** that kind, and **we** know **you** will keep buying that kind to supply your customers. **APELPI** on a package of evaporated apples is a positive guarantee that the fruit is the finest that can be had, and its preparation can't be excelled.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON, Distributers — 28 So. Front Street, Philadelphia, Pa.

Paying the Duty

If your customer demands an imported ginger ale, it is simply from ignorance that a brand just as good is made here—**Clicquot Club.** The man who pays the price of an imported ale is paying not for extra quality, but for the duty. Compared with **Clicquot Club** there is no extra quality to pay for.

Clicquot Club is made in Massachusetts by experts. The factory is spotless and the materials the best money can buy. **Clicquot Club** is the most widely sold brand of ginger ale in the world. You can sell it steadily all the year round.

CLICQUOT CLUB CO.
MILLIS, MASS.

Philadelphia Agent, R. S. WILLIAMS
123 South Front Street

—9—

oyer's, 2s	.82½
corn, 3s	.95
corn, No. 2	.72½
te Wax Beans—	
corn	.67½
ampion	.62½
mpass, No. 10, 1 doz	3.00
d Beans—	
& M., No. 3	1.35
& M., No. 3, tomato sauce	1.55
mpbell's, No. 2, plain	.87½
mpbell's, No. 2, sauce	.87½
tford, No. 3	.90
rragansett, No. 2, tomato sauce	.97½
rragansett, No. 3, tomato sauce	1.37½
n Camp's, No. 1, sauce, 4 doz	.87½
n Camp's, No. 2, sauce, 2 doz	1.32½
oore & Brady, No. 3, plain	.77½
oore & Brady, No. 3, sauce	.82½
oore & Brady, No. 1, picnic size, plain	37½
oore & Brady, No. 1, picnic size, sauce	.40
ctory, No. 1, tomato sauce, 4 doz	.45
artin Wagner Co., No. 3, plain	.92½
artin Wagner Co., No. 3, tomato sauce	1.00
artin Wagner Co., Midnight Lunch, No. 1, 4 doz	.47½
himmel's, No. 1, sauce	.50
himmel's, No. 2, sauce	.87½
himmel's, No. 2, plain	.82½
nker Hill, No. 3, plain	.75
nker Hill, No. 3, tomato sauce	.77½
ider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
nnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
2-gal. cans, ½ doz. "	3.00
Kidney Beans—	
an of Arc, No. 2	.82½
artin Wagner's, No. 2, 2 doz	.72½
n Camp's, No. 2, 2 doz. per doz.	.82½
ctory brand, No. 1, 4 doz. per doz.	.45
—	
rnlet	1.50
noor, kernelled	1.40
ris, fancy Maine	1.25
erican Beauty, extra fancy, Shoe Peg	.85
am of Susquehanna	.95
ker's, G. W., whole grain	.85
oe Peg, Susquehanna	.80
oe Peg, Osborn's	.72½
rk, crusbed	.67½

—10—

Peas—	
French, Extra Fins, 100 cans, per case	16.25
French, Tres. Fins, 100 cans, per case	14.50
French, Fins, 100 cans	13.75
French, Moyens, 100 cans	13.50
Belle Rose, Fancy N. Y. State Sifted, Little Champions	1.50
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1 25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	1.02½
Little Nell's, Baltimore	.65
Beets—	
Red Jacket, No. 3, small	1.45
Silver Lake, fancy, No. 3	1 05
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
McMurray's Mountain	.80
Spinach—	
Champion, No. 3	1.25
Shawnee, No. 3	1.27½
Farren's, No. 10	4.25
Sweet Potatoes—	
Plantation, No. 3	.92½
Delaware, 3-lb., 2 doz	.95
Pumpkin—	
Catawba brand, extra fancy, N. Y. State, No. 3	.85
M. & W., Dog Head, No. 3	.80
Andrews & Co., No. 2	.47½
Asparagus—	
Del Monte, mammoth, No. 2½	4.25
Extra mammoth, No. 2½	4.25
Superior, large, No. 2½	4.00
Staple, medium, No. 2½	3.85
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3.50
Grand Island, medium	3.35
El Rio, medium, No. 2½, 2 doz	3.25

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra standard	2.50
Standard	2.00
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Cherries—	
Extra quallty, 2½s	3.40
Extra standard, 2½	
Standard, 2½	3.00

—11—

Peaches—	
Extra standard, lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 1 lb., 4 doz	1.65
Prize Medal, lemon clings, No. 10, 1 doz	8.50
Express, yellows, 2½s	
Plums—	
Extra standard egg	
Extra standard green gage	
Standard egg	
Standard gage	

DOMESTIC CANNED FRUIT.

Apples—	
Derby, No. 10, 1 doz	2.85
Pride of Shenandoah, No. 3, 2 doz	1.00
Spring Garden, fancy, 3s, 2 doz	.95
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	1.20
Blueberries—	
Main, No. 2	
Main, No. 10	
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	
Peaches—	
Calumet, yellow, light syrup	
Terrapin, No. 3	
Pears—	
Matchless, extra fancy, No. 2	1.50
Raspberries—	
Mikado, red, fancy, N. Y. State, preserved, No. 2	1.25
Rhubarb—	
Silver Lake, No. 3	
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	1.75
Silver Lake, No. 10, 1 doz	7.50
Defence, No. 2	2.25
Pine-apple—	
Phonograph, grated, No. 2	1.95
Phonograph, sliced, No. 2	1.90
Acorn, grated, No. 2	1.90
Acorn, E. & C., No. 2	1.85
General, E. & C., sliced, No. 2	1.75
Indian River, E. & C., No. 2	1.60
Terrapin, E. & C., sliced, No. 2	1.55
Wagner's, E. & C., No. 2	1 50
Orange Grove, E. & C., No. 2	1.40
Wallace, grated, No. 2	1.30
Singapore Chunks, No. 1½, 4 doz	1.17½
Wallace, E. & C., sliced, No. 2	1 25
Singapore, cubes, No. 1½, 4 doz	1.12½
Wagner's, No. 1, cocktail, 2 doz	.95
P. & B., grated, No. 3	.85
James, No. 3, pie, grated	.85
Singapore, cubes, No. 1, 4 doz	.80

—12—

The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.

Tan Chop Hin, ¾-lb. chunks, per doz.	.80
" 1 " " "	.87½
" 1½ " " "	1.17½
" 1½ " sliced "	1.35
" 1½ " grated "	1.35
" 2½ " whole "	1.85
Packed in their own juice:—	
1½-lb. chunks, extra heavy syrup, per doz.	1.43
1¼ " sliced "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz.
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	
Star, No. 1, 4 doz	.97½
Lobster—	
B. & M., No. ½, flat, 4 doz	2.17½
B. & M., No. 1, tall, 2 doz	4.05
Star brand, No. ¼, flat, 4 doz	1.30
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.15
Shrimps—	
Barataria Canning Co., new, No. 1, 2 doz	
Lopez & Dukate (Barataria), new, pickled, No. 1, 2 doz	1.15
Mackerel—	
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.50
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.15
Boyer's, No. 2, 2 doz	2.10
M. & B., No. 1, 2 doz	1.07½
Stewart's, No. 2, 2 doz	2.10
Stewart's, No. 1, 2 doz	1.02½
Victory, No. 1 doz	1.02½
Kippered Herring—	
Maconache's, 2 doz., plain	1.50
Salmon—	
Cook's, Holly, Colorado River, No. 1, tall	1.75
Cook's, Holly, Colorado River, No. ½, flat	1.15
Hapgood's, No. 1, tall, 4 doz	1.87½
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.15
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Rising, light, fancy, red, No. 1, tall	1.25
Humes, Karluk, No. 1, tall, 4 doz	1.27½

Ritter's Guaranty

In compliance with the rules and regulations for the enforcement of the Food and Drugs Act published by the Commission appointed for this purpose, we have filed a guaranty covering all our products with the Agricultural Department in Washington under the serial number 1017.

In the future all our products will be labeled in accordance with Regulation Nine as follows: *Guaranteed under the Food and Drugs Act, June 30, 1906, No. 1017.*

This guaranty is sufficient and covers every sale we make and no individual guaranties are necessary.

It has always been our aim to manufacture pure and wholesome food, to comply with existing laws and to protect all who buy our products, and we shall carry out this principle in the future.

We hope to deserve your continued confidence and patronage.

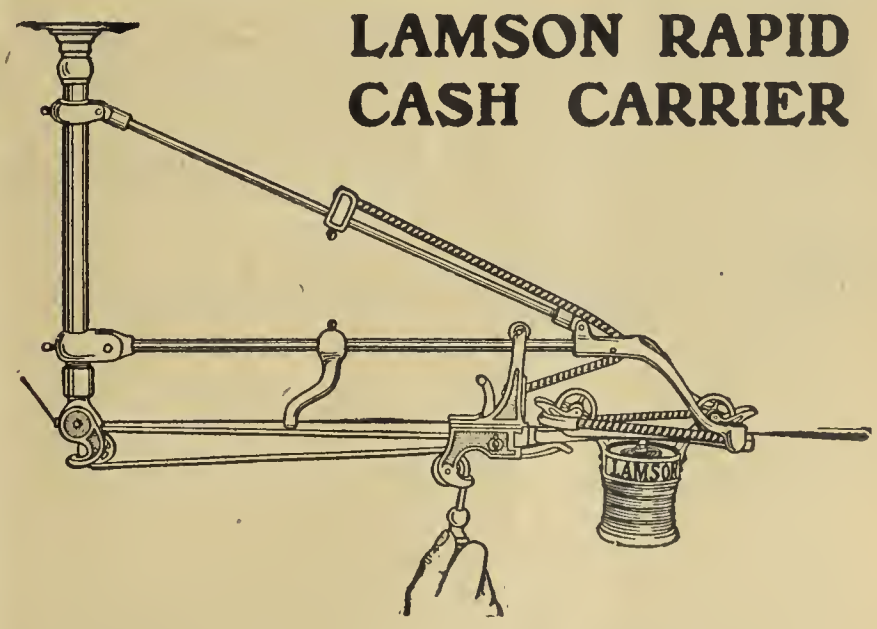
Philip J. Ritter Conserve Co.

PHILADELPHIA, PA.

Fruit Butters	Preserved Fruits	Fruit Syrups
Cranberry Sauce	Catsup	Honey
Mince Meat	Chili Sauce	Mustard
Jellies	Salad Oil	Baked Beans
Jams	Crushed Fruits	Soups

Canned Fruits Canned Vegetables

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.37½
Leader, fancy, red, No. 1, tall	1.25
Defender, medium, red, Alaska, No. 1, tall	1.20

Plain.

La Champagne, ½'s, key	25.00
" ¼'s, key	17.00
Lucullus, ¼'s	13.00
C. Morel, ¼'s	10.00

SARDINES—Boneless.

Le Marchand, ½'s	
La Champagne, ¼'s, key	
Cadean, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.40
½s, Martels	13.50
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8.25
Mustard—	
¾s, Irma, 100 cans	3.42½
¾s, Eureka, key, 100 cans	3.27½
¾s, Luncheon, 100 cans	3.10
¾s, Fox, 100 cans	3.00
¾s, Underwood's, 50 cans	3.95
¾s, Irma, 48 cans	3.30
¾s, Harbor, 50 cans	3.35
¾s, Booth's, extra, in cartons, 50 cans	2.70
¾s, Continental, key, 48 cans	2.50
¾s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.67½
¼s, Continental, key, 100 cans	3.40
¼s, Le Baron, 100 cans	3.12½
¼s, Imperial, 100 cans	
Gold Label, ¼s, oil, 100 cans	6.25
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.20
" " with key, No. 2, 1 doz	2.25
Fairbank's, with key, No. 1, 2 doz	1.15
" with key, No. 2, 1 doz	2.15
" with key, No. 6, 1 doz	7.65
" with key, No. 14, ½ doz	16.50
Libby's, with key, No. 1, 2 doz	1.20
" with key, No. 2, 1 doz	2.20

Chipped Dried Beef.

No. 1, 2 doz	1.85
No. ½, 2 doz	1.05
Glass, No. ½, 2 doz	1.35
Glass, No. 1, 2 doz	2.35
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.72½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.55

—14—

Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz.	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.12½
Fairbank's, No. 2, 1 doz	2.15
Armour's, No. 1, 2 doz	1.22½
Armour's, No. 2, 1 doz	2.25
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.05
Kingan's, No. 2, 1 doz	2.25

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2½, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.42½
Armour's Veribest, No. ½, 2 doz	.75
Libby's, No. ¼, 4 doz	.42½
Libby's, No. ½, 4 doz	.75

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.82½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—

	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.15
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—

	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's:—	
No. 1 cans, 4 doz. to case, straight or assorted, all kinds except Tomato....per doz.	.87½
No. 1 cans, 4 doz. to case, assortment No. 1 containing 8 cans Tomato " "	.87½
No. 1 cans, 4 doz. to case, Tomato " "	.95
No. 8 cans, 24 to case, all kinds except Tomato " "	2.50
No. 8 cans, 24 to case, Tomato " "	2.65
Gallon cans, 6 to case, all kinds except Tomato " "	7.75
Gallon cans, 6 to case, Tomato " "	8.25

Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONERY

Croft & Allen Co.—		Per lb
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09
Elcroften Mixtures	"	.08
Nobby Mixtures	"	.09
Cadella Mixtures	"	.18
Fine French Mixtures	"	.13
French Creams	"	.09
American Mixtures	"	.08
Variety Cut Drops	"	.08
Darling Mints	"	.08
Golden Drip Bar	15-lb. boxes	.09
Sour Balls	30-lb. pails	.08
Pancella Cream Chocolate	"	.10
I X L Assorted Chocolate	"	.11
King B Assorted Chocolate	"	.18
No. 1 Fine Assorted Chocolate	"	.15
Nonpariel Drops	"	.10
Chocolate Covered Caramels	"	.11
Dairy Chocolate Chips	25-lb. pails	.15
Chocolate Mints	30-lb. pails	.11
Honey B Comb	21-lb. pails	.16
Cream Cocoanut Balls	28-lb. pails	.09
Cream Peppermint	30-lb. pails	.09
" Wintergreen	"	.09
Wellington Caramels	25-lb. pails	.07
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Losengers	"	.09
Mint "	"	.09
Assorted "	"	.09
Conversation "	28-lb. pails	.09
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.11
Rock Candy, assorted	10-lb. boxes	.09
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Do
Beef Steak Catsup, half-pints, 2 doz	1.10
" " pints, "	2.00
Waldorf, medium, 12 oz., screw top, 2 doz.	.87
Snider's Catsup:—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate....per jug	.85

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—	Per Case
Small, 25 bottles in case	2.75
Medium, 25 bottles in case	4.25
Large, 12 bottles in case	3.25

Money Thrown Away

Many Merchants are Positively Throwing Away Money in the Handling of their ACCOUNTS!

It is only a Little Each Day and they do not notice it; it's like a Little LEAK from a Barrel, just a Drop at a time, but if it is not Stopped the Barrel will soon run dry.

STOP THE LEAKS!

They Amount to a Great Many Dollars in the course of a Year.

DOING USELESS WORK is a LEAK.

FORGETTING TO CHARGE GOODS is a LEAK.

Errors and Disputes cause Loss of Trade.

LOSS OF TRADE IS A LEAK.

THE McCASKEY ACCOUNT REGISTER Handles ALL YOUR ACCOUNTS with only ONE WRITING, Showing EVERY DETAIL of the Business.

Then Why Spend your Time in Copying and Posting?

INVESTIGATE the GREATEST LABOR-SAVING, MONEY-MAKING Device ever Invented for the Retail Merchant.

A 64-page Catalog FREE for the asking.

THE McCASKEY REGISTER CO., 30 Rush St., Alliance, Ohio

Manufacturers of the Famous Multiplex, Duplicate and Triplicate Pads; also, Single Carbon Pads in End Carbon, Side Carbon or Folded Pads.

New York Office: 140 West Forty-second St., G. M. Orton, Mgr.

New Jersey Office, 15 Clinton St., Newark.

C. T. Baxter, Dist. Mgr. for Maryland, Eastern Penna. and Delaware. Office at 406 Central Trust Bldg., Cor. Market and 4th Streets, Philadelphia, Pa.

J. D. Lasley, Dist. Mgr. for Virginia, North and South Carolina and District of Columbia. Office at Room 15, Central Nat'l Bank Bldg., 7th Street and Pennsylvania Avenue, Washington, D. C.

AGENCIES IN ALL PRINCIPAL CITIES

Bought Simply. Because She Liked the Glass Package

It's odd what little things make sales sometimes. A grocer told us the other day that the day before a woman had bought a jar of **Croft's Swiss Milk Cocoa** simply because she liked the novelty of the glass package. She didn't ask any questions about the peculiar characteristics of the cocoa; she liked the glass jar and bought.

There is a point in that for grocers who study the public—the useful novelty is usually the seller.

Croft's Swiss Milk Cocoa, the only cocoa packed in glass, has a smoother flavor than any other cocoa made. That is because our exclusive process of making takes out certain substances that other manufacturers leave in.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. PHILADELPHIA Pennsylvania . .

—17—

ampbell's Beefsteak Tomato Ketchnp:—	
½ pints, 24 bottles to case	1.10
Pints, 24 bottles to case	2.00
ampbell's Tomato Ketchnp:—	
Pint bottles, 24 to case, per doz	1.40
½-pint bottles, 24 to case, per doz	.90
ampbell's Cblli Sauce:—	
Pints, 2 doz. to case	1.40
½ pints, 2 doz. to case	.90
Asst. Condiments, 2 doz. to case, per doz	.90

CHOCOLATE AND COCOA.

	Per lb.
alter Baker & Co's:—	
Premium, 12 to 25 lbs	.30
Caracas, sweet, 6 lbs	.32
German, sweet, 6 to 12 lbs	.22
Auto, sweet, 6 lbs	.32
Cocoa, ¼-lb. cans, 12 lbs. in box	.37
Cocoa, ½-lb. tins, 12 lbs	.37
. H. Baker s:—	
Best Cocoa, ½-lb. size ... per lb.	.36
" ⅛-lb. " ... "	.38
Premium Cbocolate, ½s, 12 lbs	.30
" ¼s, 12 lbs	.31
Best Sweet Chocolate, ¼s	.21
Best Sweet Chocolate, 1-5s	.21
Vanilla Sweet Chocolate, ⅛s	.29
ershey's—	
Vanilla Sweet, ⅙s, 6 lb ... per box	1.55
Swiss Milk, ⅙s, 6 lb ... "	1.45
ocos, Epp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.43
" " ¼s, 6 lb	.45

ensdorp's Royal Dutch Cocoa, 12-lb. cases—

		Per can.	Per doz.
¼-lb. round cans		.18½	2.21
½-lb.	"	.29	3.48
1-lb.	"	.57	6.84
1½-oz.	" 50 cans in case	.07	
			Per lb.
5-lb.	"	2.75	.55

ensdorp's Cbocolates, 6-lb. boxes, 24 boxes in case—	
Milk Cbocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Cbocolate, ½-lb. cakes	.32
looker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box ... per doz.	1.88
½-lb. tins, 2 doz. in box ... "	3.50
1-lb. tins, 1 doz. in box ... "	6.50
5-lb. tins, 1 doz. in case ... per lb.	.52
10-lb. bags, 1 doz. in case ... "	.50

—18—

Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes ... per lb.	.37
" ½-lb. tins, 6-lb. boxes ... per lb.	.36
Wilbur's Chocolate—	
Premium, ½s, 12-lb ... per lb.	.30
Sweet Clover, ⅙s, 6-lb ... per lb.	.25

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ½s	.36
Cocoa, labeled, ⅛s	.38
Premium Chocolate, ½s	.28
Premium Cbocolate, ¼s	.30
Ideal Cbocolate and Cocoa Co.:—	
Ideal Cocoa, ½-lb. size ... per lb.	.40
" " ⅛-lb. " ... "	.41
" Baking Chocolate, ½-lb size ... "	.27
" " " ¼-lb. " ... "	.29
" Milk Chocolate, 6-lb. box ... per box	1.65
" Vanilla, Sweet, 6-lb. " ... "	1.65
Lowney's:—	
Premium Cbocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.33
Premium Cbocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.33
Premium Cbocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.33
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.33
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.28
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages	.28
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.28
Vanilla Sweet Chocolate, 50 5-cent packages in box ... per box	1.65
Cocoa, 6-lb. boxes, 12 boxes in case, fiftb-lb. tins	.41
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.41
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.40

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.39
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.39
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.39
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.38
Diamond Chocolate, sweet, ¼-lb. pkgs.	
6-lb. boxes, 12 boxes in case ... per lb.	.24
12 " " 6 " " ... "	.24
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.30
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	32
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.30
Milk Chocolate, 50 5-cent packages in box, per box	1.65
Peter's Milk Cbocolate:—	
No. 61—½ lb. size, croquettes ... per lb.	.48
No. 62—¼ lb. " " "	.48
No. 63—½ lb. " flat packets ... "	.48
No. 64—¼ lb. " " " "	.48
No. 93—⅛ lb. " " " "	.48
No. 66—⅙ lb. " " " "	.50
No. 67—1/16 lb. " " " "	.50
No. 68—1/30 lb. " " " "	.50
Croft's Cocoa and Cbocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ⅛s, 2 doz. in box	1.85
" " ¼s, 6 lb. "	.37
" " ½s, 6 lb. "	.35
" " 1s, 12 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" " " 120 2-c. cakes	1.50
" Caracas, ¼-lb. cakes, 6 lb. in box	.30
" Superior Sweet, 6 lb. "	.22
" Premium, ¼s, 12 lb. "	
" " ½s, 22 lb. "	
Hawley & Hoop's Breakfast Cocoa—	
A No. 1, ½-lb. tins, 12 in box	.34½
" ¼-lb. " 24 "	.35½
Cocoa Sbells, cleaned, bags ... per lb.	.01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes ... per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box ... per box.	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ⅛-lb. " 6-lb. "	.31½
" ⅛-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ⅙s, 6-lb. boxes	.26½
" ⅙s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes ... per box,	1.35
" 3-c., 72 " ... "	1.40

—20—

Premium Cbocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27
Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	3.85
Defiance, 4 doz	3.85
Dime, 4 doz	3.55
Winner, 4 doz	4.15
Baby, 1 doz., glass	1.90
Red Cross	4.15
Peninsular	4.10
Dr. Hand's, 2 doz	3.10
Leader	3.80
Banner, 4 doz	4 05
Star, 4 doz	4.15

EVAPORATED MILK.

Peerless, family size, 4 doz	3 40
Peerless, 5c. size, 4 doz	1.92½
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	
Silver Cow, 5c. size ... 6 doz.	3.20
Pet, 10-c. size, 4 doz ... per case	3.25
Pet, 5-c. size, 6 doz ... per case	2.70
Van Camps, 6 doz., small	2.80
Van Camps, 4 doz., medium	3.55
Van Camps, 4 doz., large	3 75

HIRES CONDENSED MILK AND CREAM

	Per case.
Hires Condensed Milk	**5.60**
Queen	**4.00**
Blue Ribbon	**3.80**
Premium	**3.80**
Silver	**4.15**
(Each of above brands 4 doz. in case.)	
Gold Cream — Packed in cases of Forty-eight 20 oz. cans.	
Less than five cases	**4.00**
Five cases or more	**3.95**
Twenty-five cases or more	**3.90**
Fifty cases or more	**3.85**

These Meats Are Pure!

All wise grocers now regard the guarantee of purity as the most important part of their meat deals.

Buy no meat or meat product without a guarantee if you value your trade and the health of your customers.

Our ***Vienna Sausages, Bolognas*** and ***Smoked Tongues*** are guaranteed absolutely to conform with all food and inspection laws of State and nation.

M. ZIMMERMAN COMPANY
Main Office: 318-24 E. Houston St., N.Y.
Branch Offices { 717 N. Second St., Phila., Pa. / 125-27 Fulton St., Boston, Mass.

BELL'S SEASONING

has always been one of the speediest selling specialties a grocer handled. One thing—it has such a tremendous field. Every family in the land uses dressing for roast meat and poultry.

Sometimes—if she doesn't know or hasn't tried **Bell's Seasoning**—the housewife makes her own seasoning. Very often it is good, but many, many times she doesn't hit it, and then the palate protests.

Bell's Seasoning never varies, and because it is made on a famous recipe it always exceeds in deliciousness the best efforts of the housewife.

You'll never stop selling this if you once begin.

The William G. Bell Company, Boston, Mass.

What Rennet Must Do to Be Good

Good rennet has gotten to be one of the most staple dessert specialties that a grocer can sell.

If it is good. To be good, it must coagulate milk in a few minutes and it must not spoil. James T. Shinn's **Liquid Rennet** fills these requirements under a double-barreled guarantee. And besides that, it has the flavor—the clean, delicate, penetrating flavor that makes rennet-eating grow into a habit.

As to profit, $3.00 return on a $1.50 investment is good enough, eh?

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ¼s	.26
" ½s	.28
" ¼s and ½s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

	Bbls.	Bxs.
A. Exton & Co.:—		
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

	Bbls.	Bxs.
J. S. Ivins' Son:—		
Bijou Cookie	.07½	.08
Brown Edge Water		.09
Butter Toast	.07½	.08
Clover Mixed		.08
Cocoanut Ripple		.10
Cry Babies		.09
Fig Bars		.10
Fruit Cookies	.07½	08
Fruit Gem	.08	.08
Ginger Snaps, XX	.06	.06½
Ginger Vedettes	.07	.07½

—22—

Graham Wafers		.10
Grandma Cookies	.07½	.08
Honey Jumbles, XX		.10
" " Iced		.10
Honey Kernel		.10
Iced Ginger Tablet		.08
Iced Penn Treaty		.07½
Iced Vedette Wafer	.07½	.08
Macaroon Cookie		.10
Man-in-the-Moon		.08
Matchless	.08	.08
Milk Lunch	.07	.07½
Oriental Cookie	.07½	.08
Quaker City Mixed	.07½	.08
Quiver Mixed	.07	.07½
Orange Cookies	.07½	.08
Peerless		.08
Soda Biscuit, XX	.06	.06½
" " No. 1	.07	.07½
Spiced Wafers	.07½	.08
Sunshine Cookie	.07½	.08
Suprema	.08	.08
Wavelets		.09

Package Goods—	Per doz.
Bonnie Water	.95
Butter Toast	.50
Cracker Meal	.84
Cresco Cookies	.95
Fairy Oyster	.50
Gingerettes	.95
Gold Medal Soda (10-cent size)	.95
" " (5-cent size)	.50
Graham Wafers	.95
Milk Lunch	.95
Ivinettes	.95
Butter Thins	.95

Freight paid on 100 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish. p. dz.	1.15

—23—

Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish. p. dz.	1.75
Wein Senf, in bbls...per gal.	
" 1 gallon stone jars...per jar	.75
" 5 gallon kegs...per keg	2.50
Prepared Mustard, in bbls...per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case...per doz.	.46
" with Horse-radish, 2 doz. in case, per doz.	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
...loaf,	.26½
Sap Sago, 3 to a lb...cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs...loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
" in tin...per lb.	.26
" 1-lb. tins...per case	3.25
Camembert, in wood boxes...per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1...loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each...per lb.	.19
Limburger Cheese, No. 1...box, .14; ½ box, 15; less	.15
Muenster Cheese...per lb.	.18
Brick Cheese, No. 1... "	.18
English Dairy Cheese... "	.19½
Pineapple (Picnic size), 6 in box...per box	
" (Gem size), 6 in box... "	3.00
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case...per doz.	4.50
Lunch size, 2 doz. in case... "	2.40
Picnic size, 2 doz. in case... "	1.35
Trial size... "	1.00
MacLaren Imperial Cheese, Club size.per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.30
" d'Isigny, " 6 in box... "	1.30
Wm. Tell brand, 12 in box... "	1.10
Neufchatel (Cow brand), 25 in box...per box	.95
Star Cream, or Phila., 12 " ... "	2.00
Miniature Cream, or Phila. 12 " ... "	1.00
Hand Cheese, 8 doz... "	1.25
" 4 "... "	.65
" 4 " Thuringer... "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.15
Schutzen Cheese, 12 in box... "	.95
American Mountain Cheese (Alpen Kase), 50 1-lb. packages...per lb.	.16

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight)...per lb.	.48
Wiener Wurstel, 16 in tin...per doz.	4.75
" 8 "... "	2.75
Carlsbad Speck (Imported Bacon)... "	.32
Imported Cervelat Sausage (Rolff's)...per lb.	.48
Imported Frankfurters...per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size...per doz.	3.00
American Holsteiner..by bbl. 11½ less, per lb.	.14
" Landjager, short...per lb.	.24
" " long... "	
" Mortadella, Dry...per lb.	.25
" Knackwurst, 25 in box, per box, $4.75...per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .21½; less	.23
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.22
" Cervelat, Crescent, 50 and 100-lb. boxes, .16½; less	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23½; less	.24
" Salami (E), 50 and 100-lb. boxes, .21; less	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .19; less	.20
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less	.18
" Tongue Sausage...per lb.	.18
" Smoked Braunschweiger Liver Sausage...per lb.	.15
" Lachs Ham... "	.28
" Petit Delicatess Frankfurters, plain, per doz.	.90
" Petit Delicatess Frankfurters, with Sauer Kraut...per doz.	.90
" Lebanon Beef Bologna...per lb.	.16
" Paprika Speck... "	.18
Mettwurst, half-ronnd... "	.16
Liver Sausage (Special), truffle, goose or sardellen...per lb.	.24
Smoked Thuringer Blutwurst... "	.18
" Pfefferwurst... "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2.50
Calves' Head, in round tins...per doz.	1.65
Pickled Meats, in glass... "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

They Wouldn't Imitate It If It Wasn't So Good

The Ramly Cigarette is the finest 10c. Turkish cigarette ever made. It is so good other manufacturers try to make their goods **look like** the Ramly, but there the similarity ends.

If you want to get a run on cigarettes, get people to go out of their way to come to you, put in the Ramly. Remember how it is spelled—R-A-M-L-Y.

Mentor Cigarette Company

404 Atlantic Avenue

Phila. Rep., ARTHUR HAGAN & Co.
151 North Third Street

BOSTON, MASS.

—25—

el Salad, in glass.......per doz.	1.00
" in pint jars, glass.......	"
" in quart jars, glass.......	"
amb tongues, in glass.......	" 1.60

OLLAND AND SCOTLAND HERRINGS.

	Kegs or Pails.
olland Herring, mixed, "Y. M." ½bbl. 5.50	60–75
" milkers, " ½ bbl. 6.50	75–85
" mixed, Standard, bbl. ½ bbl.......	
olland Herring, milkers, Standard, bbl. ½ bbl.......	
otland Herring, mixed, large fulls, bbl. ½ bbl. 8.00.......	
" milkers, large fulls, bbl. ½ bbl. 8.00.......	
arinirte Herring, Imported, abont 40 in pail.	1.25
oll Herring, Imported, about 25 in pail.......	1.00
iced Herring, Imported, about 40 in pail.	1.00
orway Stockfish, dry.......per lb.	15
atjes Herring.......per pail	

BISMARCK HERRING.

int size, round tins, with key.......per tin	.20
uart " " " .... "	.35
Qt. " " " .... "	.55
Qt. " " " .... "	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

oll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
rat-Haring, 4 qt. tin, 1.20, 2 qt. tin, .60, qt. tin	.40
nglish Sprats, 36 bunches per box.......	
ruger's Roll- and Brat-Haring, oval tins, per doz.......	2.50

RUSSIAN SARDINES.

mported Fish (Wallkoff Brand).......per keg	.75
" 5-lb. pails.......per pail	.55
" 10-lb. pails....... "	1.05
ut Spiced Sardines, per 10-lb. pail.... "	.75
" " 5-gal. keg.......per keg	2.75
ussian Sardines, in glass jars.......per doz.	2.25

NORWAY ANCHOVIES.

riginal Package.......per ½ bbl.	5.50
epacked in 5-lb. pail.......per pail	.60
" in 10-lb. pail....... "	1.10
" in 5-gal. kegs.......per keg	2.75
" in ½-lb. flat tins.......per doz.	.95
" in ½-lb. tall tins....... "	1.50
" in 1-lb. tall tins....... "	2.00
ancy Kegs—1/1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg.......	.20

SALT SARDELLEN.

riginal Package, 1902.......per anker	16.00
epacked—kegs, about 8 lbs.......per keg	2.75
" pint jars.......per doz.	6.00
" large tumblers....... "	2.25
" small tumblers....... "	1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz	16.00	½ kilo Cans, per dz.	16.00
½ " "	8.50	¼ " "	8.50
¼ " "	4.25	⅛ " "	4.25
⅛ " "	2.25	1/16 " "	2.25

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—abont 2000.......per cask	
50 " bbl.— " 1200.......per bbl.	9.00
15 " keg— " 500.......per 100	
10 " keg— " 300....... "	.85
5 " keg— " 150....... "	
10 lb. pail— " 50....... "	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask.......per cask	
48 gal. bbl.......per bbl.	6.50
10 " keg.......per keg,	3.20
5 " "....... "	1.15
10 lb. pail.......per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse).......per lb.	.18
Spitzkngeln....... "	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg...per bundle	.30
Basler Lebkuchen, No. 1, 6 " ... "	.50
" " No. 2, 6 " ... "	.75
" " No. 3, 6 " ... "	1.00
Amandines, 9-lb. tins.......per tin	5.25
" small tins....... "	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg.......	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb, bags, per bag.......	
Green Kern.......per lb.	.09½
Potato Flour....... "	.07
German Dried Pears....... "	.14
Dried Mushrooms....... "	.60–.80
Juniper Berries....... "	.08
St. John's Bread....... "	.05
Bay Leaves....... "	.06–.08

COTTOLENE.

30 2-lb. tins.......per case	6.85
15 4-lb. "....... "	6.85
6 10-lb. "....... "	6.85

Freight prepaid on two-case lots.

—27—

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates...	.25
Western.......	.24

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.14
New York, Full Cream, new, 1st's, 40-lb. bxs.	.13
Picnic, Full Cream, new, fancy, 20-lb. bxs......	.14

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.......	.27
Anchovies, in oil, ½ bottles.......	4.50
" " ¼ ".......	3.25
Anchovy Paste, tancy, per doz.......	4.75
" plain, per doz.......	3.75
Bouillon, Burnham, pints, 2 doz. in case.......	3.75
" " ½ pints, 2 doz. in case....	2.00
Capers, Nonparlel, ½ gallon kegs.......	1.50
" " Quart, glass.......per doz.	7.00
" " bottled, ½ size... .per doz.	2.35
" " " ½ " ..... "	1.90
" " " ¼ " ..... "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.50
" med. " " 12 " "	5.00
" small " " 24 " "	4.50
Cherries in Maraschino, in glass, 1-doz. case...	8.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" " 3 lb., 2 dz. case "	2.20
Currie Powder, pints, per doz.......	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ⅛'s.......	2.85
" ¼'s.......	5.50
" ½'s.......	10.50
" 1's.......	20.00
French Peas, Extra Fins, per case.......	17.00
" Fins, per case.......	15.00
" Moyen's, per case.......	13.00
Kippered Herring, 6 doz. in case.......per doz.	1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case...	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb...	.19
" " Dinner Biscuits, per lb...	.29
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz.......	1.25
" " ½ pints, per doz.......	.60
Salt, in 4-doz. stone jars.......	1.75
Morris' Extract of Beef, 4 oz., per doz.......	6.50
" " " 2 oz., "	3.55
Armour's Beef Extract, 2 oz., "	4.45
" " " 4 oz., "	8.20
Anker's Extract of Beef, 120 vials.......	4.00
" " " 4 oz.......per doz.	4.00
" " " 8 oz....... "	7.25
" " " 16 oz....... "	13.50
Theodore Marquet Mushrooms:—	
First Choice.......	
Choice, 100 tins per case.......	
Extra, " "	
Hotel, " "	22.00

—28—

Truffles, 1/16.......per tin,	.30
" ⅛....... "	.55
" ¼....... "	1.15
" ½....... "	2.25
Shrimps, Pickled, small size.......	1.00
Dunbar's Shrimps, 2 doz., per doz.......	2.25
" Figs in Cordial, 1 doz., per doz.......	5.00
Bishop's Figs in Cordial, 1 doz., per doz.......	6.50
Crystallized Ginger, 1-lb. tins, per doz.......	4.00
" " ½-lb. " "	2.25
Rose's Lime Juice, per doz.......	3.60
Victor Rose Water, per doz.......	2.25
" Peach Water, per doz.......	2.25
Pitted Olives, per doz.......	5.25

FLOUR.

	Per Bbl
Gold Medal.......	6.25
King Midas.......	6.50
Millbourne.......	6.00
On Top.......	6.15
Ceresota.......	5 95
Pillsbury's.......	5 95
Taylor's Fancy.......	5.25
Semper Idem.......	4.75
Pride of the West.......	4.95
Sunbeam.......	4.85
Quaker City.......	5.75

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages.......	
Franklin Pancake, 30 2s.......	3.55
Uncle Jerry's Pancake, 40 packages.......	
Hecker's Buckwheat, 16 3s.......	
" " 64 1½s.......	
" Flapjack Flour, 24 2s.......	
Log Cabin Pan Cake Flour, 36 2s.......	3.25
Ralston's Purina Pancake Flour, 36 2s.......	3.00

HONEY.

Domestic, barrels.......per gal.	.69
Selser's, lunch bottles, 2 doz.......per doz.	.95
Selser's, medium bottles, 2 doz.......per doz.	1.35
Schimmel's, 12-oz. bottles, 2 doz. in case......	1.35
" 6-oz. " " "	.90

HOW TO SMILE AT COMPETITION

Give individuality to everything you sell and it will make little difference to you what your competitors do.

Instead of selling "butter" and "coffee" and "tea," sell some particular butter and coffee and tea, and your store will cease to be simply a grocery store, and will become a particular and distinctive grocery store.

Take for example **Gurnse Butter.** It is an exclusive brand that identifies and sets apart the store handling it. It is the best way to give the individuality to your butter department, which applied to your whole stock, will make your store to a great extent independent of competition.

Fresh, sweet creamery butter, always regular and always perfect.

P. F. BROWN & CO.
No. 39 S. Front Street, Philadelphia, Pa.

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

—29—

FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, 100 lbs.	1.90
" yellow, granulated, 100 lbs.	1.90
" " table, 100 lbs.	1.85
Western yellow, 100 lbs.	1.60
Quaker, 36 packages	2.65
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.10
Beans—	
California Lima, new … per lb.	.06
Marrows, Fancy N. Y. State, grain bags … bush.	2.12½
Marrows, New, Extra Choice, N. Y. State, grain bags … bush.	2.10
Medium, Fancy N. Y. State, grain bags, bu.	1.85
Pea, fancy, N. Y. State, grain bags, bushel	1.87½
Pea, fancy, Michigan, grain bags … bushel	1.80
Red Kidneys … "	2.60
Peas—	
Green … per bushel	
Scotch … "	2.00
Split, yellow … "	2.00
" green … "	2.60
Lentils—	
110-lb. bags … per lb.	.08¾
Less quantity … "	.09¼
Shaker Corn—	
Fancy, barrels … per lb.	
Less quantity … "	
Hominy—	
Lea's Breakfast, 10 pkgs … case	1.45
Lea's Pearl, 100 lbs … per bag	2.00
Schumacher's Breakfast, 10 pkgs. to case	1.25
Barley—	
OO	.06
No. 3, 100-lb. bags	3.35
Noodles, Climax, 24 10c. pkgs., case	1.05
" " 48 5c. pkgs., case	1.15
" " asstd., 24 5c., 12 10c. case	1.10
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Oatmeal, B, per bbl.	6.25
" " kegs 100 lbs., per keg	3.6?
Oaten Goods, in cases—	**Per case**
Avena, 36 packages	3.10
Banner Oats, 20 packages	4.20
Friends' Oats, 36 packages	3.00
Mother's, 36 packages	3.15
Pawnee, 36 packages	
Quaker, 18 small size	1.55
Quaker, 20 large size	4.00
H-O, 24 2's	
Rolled Oats—	
Avena, per bbl., 180 lbs	6.50
Avena, per keg, 90 lbs	
Standard, 180-lb. bbls	
" 90-lb. bags	3 35

—30—

Sago—	
Fine, bags about 160 lbs	.05½
50-lb. lots	.06½
Admiral, Pearl, 24's	.07¼
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 24 1-lb. pkgs	.07¾
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs … per lb.	.06
" " less quantity … "	.06½
" Pearl, 150 lbs … "	.06½
" " less quantity … "	.07
Ralston Hominy Grits, 36 2-lb. pkgs … case	2.70
Purina Cream Graham … per bbl.	5.00
Ralston Barley Food, 24 2's … per case,	3.15
Purina Health Flour, 20 5's, Cartons "	3.60
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour. Packed in 12's, 24's and 48's.	5.00
No. 1, assorted case containing 15 2-lb. packages Wheatlet and 10 5-lb. packages Franklin Flour	4.00

MALTA-VITA, 36 packages … 2.85

Egg-O-See, 36 packages	2.85
Egg-O-See Corn Flakes, 36 packages	2.85
Cook's Malto Rice, 36 2-lb. packages	4.25
Force Food, 36 packages	4.25
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.60
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	
Pettijohn's Food, 24 packages	2.35
Quaker Puffed Rice, 36 packages	2.80
Quaker Wheat Berries, 36 packages	2.75
Vigor, 36 packages	2.65
Ralston Kornkins, 18 25-lb. sacks … per bale	3.75
" Health Crisps, 36 10c. packages	2.80
Ralston's Breakfast Food, 36 2-lb. pkgs. pr. case	4.50
Ralston Health Food, 24 1s … per case	
Triscuit, 30 packages	2.50
Toasted Corn Flakes, 36 packages	2.50
Zest, 36 packages, 10 cent size	2.15
Zest, 36 packages, 15 cent size	2 65
Zest, 20 packages, 25 cent size	3.40

—31—

HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs.	4.75
Cases, 3 doz. pkgs.	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling	per doz	1.07½
" Acidulated	"	1.07½
Cox's, large	"	1.57½
" small	"	.95
Plymouth Rock, Pink or White	"	1.20
Nelson's	per doz.	1.35
" small	"	.95
Bromangelon, assorted 3 doz.	"	.87½
Fruit Puddine. 2 doz., asst. flavors	"	.80
Jell-O, assorted flavors, 2 doz.	"	.87½
Jell-O Ice Cream Powder, 2 doz.	"	.97½
Chalmer's	"	.90
Peter Cooper		.90
Tryphosa	per doz.	.92½
Imperial Wine Jelly	per doz.	.95
" "	per gross	11.00
Gelatine, McKinley's	per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs	per case	2.70
Kusto, 60 5-cent packs	per case	2.00
Puddine, assorted, 2 doz	per case	1.60
D-Zerta Jelly, assorted, 2 doz.	per doz.	.90

—32—

MACARONI.

	Per lb
Larosa Alphabets, square, 25 lbs	.05½
" Elbows, " "	.05½
" Marcaroni, long, "	.05½
" " square "	.06½
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05½
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.9?
Spice Drops, in baskets, 20 lbs	1.6?
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle … per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.		
Coles' Coffee Mill, No. 7		10.00
" " 8		16.00
" " 10		23.00
" Stand, No. 18		45.00
Less 25 per cent. discount.		
Scales, Flour, No. 1, Tin Scoop,	10.00 Brass,	14.00
" Sugar, " 2, "	7.00 "	9.00
" Tea, " 3, "	6.00 "	7.50
" Spices, " 4, "	5.00 "	6.00
Less 40 per cent. discount.		
600-lb. Platform Scale		12.00
Standard Cash Register		20.00
Tea Caddies, round front, No. 2 … per doz.		9.00
" " " 3 … "		6.50
" " " 4 … "		4.50

Don't You Believe "There's Nothing in a Name"

Because there is. If you see **De Rago** on a bottle of olive oil it means that the oil has been pressed only from **perfect** olives. Instead of **beating** the trees to get the fruit for **De Rago Oil,** and squeezing everything that falls from the trees and bottling it, for **De Rago Olive Oil** the olives are picked—only the perfect ones—and the result is perfect oil.

It's the kind infants and invalids can take into their delicate stomachs and thrive on.

Sell **De Rago**—push it—and watch your trade, for it increases.

Jas. J. Loughery & Co.

Importers

BOSTON, MASS.

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA

AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY

We Will Match the Goods
We Will Match the Price
And Then We'll Do Something Else Besides

If you will buy your coffee from us we will guarantee to give you the same goods you have always bought, at the same price **or less,** and in addition we will give you Universal Coupons with every case you buy. If you don't know that you can get almost anything you need with these coupons, write us, and we will tell you about it.

Weber & Loesch 2149-51 North Fifth Street
Philadelphia, Pa.

—33—

obacco Cutters	1.50
larm Money Drawers	1.50
ag and Twine Holder	1.00
arrei Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
eef Cutters	6.00
ung Borers, Enterprise No. 2, 1½ to 2 in......	1.60
an Openers, "Never Slip"...per doz.	.90
lopper's Can Opener...per gross	13.80
heese Cutters	8.00
offee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
ruit Augers, 2 prong	1.50
leasuring Faucets	2.00

'biladelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4	per doz.	9.00
" 5	"	12.00
" 6	"	15.00
Ex. Galvanized Steel Blades, No. 3	per doz.	4.20
" " 4	"	5.40
" " 5	"	7.20
X Quality, No. 3	"	2.60
" 4	"	3.00
" 5	"	3.40

herer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from hese prices, f. o. b., Ilion, N Y.

cales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case	per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case..	"	.90
Large cartons or tins, 2 doz. in case	"	2 00
Dime Tumblers, 2 doz. in case	"	.90

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1..	45 00	23 10	11.75	2.60	2.05
Ex. Norway, No. 2..	30 00	18.60	9 10	2.05	1.69
Ex. Norway, No. 3...	25 00	13.10	6.65	1.50	1.25
Ex. Norway, No. 4...					
Ex. Bloaters, xxx......	36.00	18.50	9.40	2.05	1.69
Ex. Shore, No. 1......	24.00	12 50	0.40	1.45	1.21
Shore, No. 1	22.00	11.50	5.90	1.35	1.13
Large, No. 1	20.00	10.50	5 40	1.25	1.05
Large Irish, No. 2.....	19.00	10.00	5 15	1.20	1.01
Extra Irish, No. 2.....	18.00	9 50	4 90	1.15	.97
Medium Irish, No. 2..	17.00	9.00	4 65	1.10	.93
Small Irish, No. 3.....	16.00	8.50	4.40	1.05	.89
Irish, No. 3					
Large, No. 3	15.00	8.10	4.25	1.00	.85
Herring.					
Lab. Split, Lg. No. 1.	7 50	4.25			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	6.00	3.60			
Shore, Round, Med...					
Ocean Whitefish.......	6.00	3 60			
Salmon, Halifax.......					
Shad, No. 1, Mess.....	15.00	8.00	4.15	1 00	.85
Shad, No. 2, Mess.....	12.00	6.50	3.40	.85	.73
Haddock, Pickled....	6.00	3.60			

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.07½
Our Choice, Haddock, 40 lbs	
Gilt Edge, Hake, 40 lbs	.06½

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

—35—

LOOSE CODFISH.

Extra Large Georges Cod	.08
Large Bank	.08
Medium Bank	.07
Pollock	
Hake	

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring	per box	.15
Small Extra Scaled Herring	per box	.15
Boneless Herring, fancy 10 lb. boxes,	per lb.	.13
Smoked Salmon, whole fish	per lb.	.27
New Cromarty Bloaters, 50s	per box	
" " 100s	"	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.09¾
Fancy N. Y. State, 48 1 lb	
Fancy N. Y. State, 50-lb. boxes	.09
Apricots—	
Extra Choice Royals, 25 lbs	.22½
Choice Royals, 50 lbs	.18½
Cherries—	
California, Royal Ann, unpitted, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.08⅝
Gold Medal, loose, 25 lbs	.08⅜
Private Growth, extra, cleaned, 36 lbs	.08¾
" cleaned, 30 lbs. bulk	.08½
Nectarines—	
White, 25 lbs.....per lb.	
Peaches—	
Fancy yellows, 25 lbs	.14½
Extra choice Muir's, 50 lbs	
Fancy Muirs, 25 lbs.	
Pears—	
Fancy California, Bartlett, 25 lb	

—36—

PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs......				
30– 40, 25 "	.10½	.10		
40– 50, 25 "	.09	.08¾		
40– 50, 50 "				
50– 60, 25 "	.07¾	.07½		
50– 60, 50 "				
60– 70, 25 "	.07	.06¾		
60– 70, 50 "				
70– 80, 25 "				
70– 80, 50 "	.06			
80– 90, 50 "	.05½	.05¼		
90–100, 25 "	.05			
90–100, 50 "	.04¾			
100–120, 50 "	.04	.03⅞		

Raisins—	
Muscatels, 4 crown, 50 lb	
" 3 " 50 lb	
" 2 " 50 lb	
Cal. Thompson Seedless, 50 lbs	
Cal. Cleaned Sultanas, 50 lbs	
Cal. Sultanas, 50 lbs	
Seedless Muscatels, 50 lbs	
Raisins, Seeded—	
Admiral, fancy, 40 1s	.12½
Ensign, fancy, 36 1s	.12¼
Not-a-Seed, Ideal, 36 1s	.11¾
Citron, 10 lbs	.17
" 25 lbs	.16¾
Lemon Peel, 10 lbs	.12
" 25 lbs	
Orange Peel, 10 lb	.12
" 25 lb	

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case.....per case	2.30
Case No. 5, 1 doz. 25-cent size...... " "	2.05
Case No. 6, 2 doz. 15-cent size...... " "	2.47½
2 doz. 15-cent size, 1 lb...... per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case.....per doz.	2.15
24-12 oz. package, packed 2 oz. in case..... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz.....per doz.
Tumblers, 5-c. size, 4 doz..... "
Tumblers, 10-c., Lord's Prayer, 2 doz. "

It isn't so much a question of *"Getting Along"*—the other fellow may get along so much faster that you won't be in the race—
What you want to do is to *"Get Ahead"*
Your best asset is "ENTERPRISE"

"ENTERPRISE"

With New Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent absence of flies and dirt.

SELF-PRIMING and MEASURING PUMP

Accurately measures molasses, heavy oils, tar and other thick liquids. Has total registering device showing when stock is low in barrel.

No. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube 50 cents a foot.

Write for illustrated catalogue of all the Enterprise Specialties

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.

—37—

INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.84	4.60	5.30
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		4½ doz.	3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" " dec., 107,	"	.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz	.52½
Chloride, sifting, 25 lb. boxes, 1 lb	per lb.	.05¼
" " 25 lb. boxes, ½ lb	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.60
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.95
" 4 doz	"	3.85
Popular, 4 doz	"	1.45

MATCHES.

			Per gro.
Swift & Courtney's,	200's, 1-gross case		1.75-1.90
"	400's, 1	"	3.50-3.70
"	500's, 1	"	3.75-4.00
Blue Hen,	200's, 1	"	1.50-1.60
"	500's, 1	"	4.00-4.25

—38—

	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.92½
" 500's	3.95
Vulcan Safety, 65s, No. 1	.55
" 65s, No. 2	.50
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50-3.75
Searchlight, 500's	4.25-4.50
Press, 200's	1.80-1.90
" 500's	4.50-4.75
America, 200's	1.30-1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue bead, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5.00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1.00
Blue Ribbon, 165s, 1 gross to case	1.05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent. bbls., ½ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kans, 6 to crate	per doz.	9.80
" 5-lb. " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25

—39—

National, 30-lb. Kits, bbls., ½ bbls	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.75
No. 10, wooden pails	per box 6 pails	6.40
No. 18, 37 and 68, wooden pails		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¼
Wooden Pails, 18, 37 and 68 lbs	"	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs	"	.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150 test	"	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Per Doz.
Theodore Marquet, Mammoth, 64 oz	15.50
" Extra, 64 oz	13.50
" Mammoth, quarts	7.25
" Extra, quarts	6.75
" Extra, pints	4.50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz.	2.40
Farcies	3.75
Queen, 6 oz.	1.30
Pim Olas, 18 oz.	6.00
Pim Olas, 10 oz.	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

—40—

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.90
" " pts., 2 doz	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz	6.50
" " pts., 2 doz	7.50
" " ½-pts., 2 doz.	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz.	9.00
" Sublime, 8-oz. flasks, 2½ doz.	6.50
" " 12-oz. " 2½ doz.	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	20.00
10 1 gal. cans, case	21.00
20 ½ gal. cans, case	22.00
40 ¼ gal. cans, case	23.00
80 ⅛ gal. cans, case	25.00

Bulk at $20 for 10 gallons.

Jas. Hill & Sons Co.		
Quarts, Cal. style, 1 doz. in case	per case,	8.50
Pints, " 2 " "	"	9.00
½ Pints. " 2 " "	"	4.75
Oliver's Olive Oil—		
1 dozen quarts		6.00
2 dozen pints		6.75
2 dozen half-pints		4.25
6 1-gallon tins	per gal.	2.00

Special prices for quantities, on application.

AMERICAN OIL.

Lubon's No. 8, 2 doz.	per doz.	.52
Lubon's, No. 16, 2 doz.	per doz.	.95
Lubon's No. 32, 1 doz	per doz.	1.85
Table Oil, No. 61, bottles, 2 doz., per doz		1.00

NO FEAR~

if You Sell

ATMORE'S MINCE MEAT

"It IS Pure!"

ATMORE & SON Philadelphia

Why Beans Are Best Body-builders for Children

Because Beans are richer in Proteid than the best Beefsteak, which costs three times their price.

Beef contains 20 pounds of this body-building Proteid in every 100 pounds.

Beans contain 23 to 24 pounds of this same nitrogenous Proteid in every 100 pounds.

Beans as ordinarily cooked have serious handicaps.

Their texture is so dense and close that the digestive juices of the stomach cannot penetrate them freely enough to digest them fully—and so a large part of their most valuable body-building is lost.

This is why the "Snider Process" of cooking Beans became necessary. The "Snider Process" not only eliminates the excess of sulphur, but renders the Beans more porous, and so twice as digestible as they could possibly be without this process.

The T. A. Snider Preserve Co.

Makers of Snider Catsup CINCINNATI

NEW YORK OFFICE:—105 Hudson St., New York City

—41—

PAPER.

WRAPPING.

anila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs	"	.70
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.18½
anilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.11
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03
oll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide	"	.03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03⅛
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03½
hite Tea Paper, 12 x 16, reg	per package	.14
" " 15 x 20, reg	"	.19
ax Butter Paper	per package	.11
archment Butter Paper 9 x 12	"	.40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
......	.48	.29		.31	.35	.45
......	.53	.35		.37	.43	.55
......	.71	.45	.78	.49	.55	.73
......	.89	.53	.97	.61	.71	.93
......	1.09	.65	1.25	.75	.89	1.15
......	1.25	.77	1.39	.87	1.05	1.33
......	1.45	.91		1.07	1.21	1.55
......	1.73	1.03	1 95	1.23	1.41	1.81
......	2.09	1.19	2.29	1.49	1.68	2.19
......	2.27	1.37	2.55	1.65	1.83	2.41
......	2.69	......	3.11	......	......	2.89
......	3.37	......	3.97	......	......	3.75
......	3.87	......	4.41	......	......	4.01
......	4.39	......	4.79	......	......	4.55
......	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.

½-lb. Plain Flour Sacks	per M	4.00
-lb. " "	"	5.75
-lb. " "	"	11.25

PICKLED MEATS AND FISH.

amb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
ripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
g's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25
ickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10

—42—

Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.90
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 3 doz	.92½

PICKLES.

Barrels, 45 gal., 1200s	9.00
10-gallon kegs, pine, 600s, full count	2.75
10-gallon kegs, 300s	2.50
Sweet Pickles, 500s to 600s, 5 gal......per keg,	2.65
Sweet Pickles, 700s, 5 gal "	3.00
Sweet Pickles, 1,000s, 5 gal "	3.65
Sweet Pickles, 2,000s, 5 gal "	4.50
Chow-Chow, No. 1, 5 gal. kegs	1.95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00
Williams Bros.—	Per Doz.
English Spiced Pickles, 8 oz., octagon (any assortment except onions	.85
English Spiced Onions, 8 oz., octagon	.90
English Spiced Pickles, 10 oz., octagon	.90
English Spiced Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart	3.00
Sweet Gherkins or Sweet Mixed, 32 oz., octagon	3.10
Highland Brand Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart...	2.35
Sweet Gherkins or Sweet Mixed, 32 oz., octagon	2.35

Crosse & Blackwell's:—

Chow-Chow, Gherkins, Mixed Pickles, Cauliflowers, Piccalilli, Walnuts, Onions	Qts. Casks. 4 doz.	Pts. Casks. 5 doz.	Pts. Casks. 4 doz.	½-Pts. Casks. 6 doz.
Octagonal Style.	5.75	3.25	3.50	2.10
Smaller Quantities.	5.90	3.35	3.60	2.25

Chow-Chow, quarts, stone	5.50

Pin-Money Pickles—

Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—

Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.80

—43—

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—

Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls	.16
" " " 40 grain, bbls	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.14
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's......per doz.	8.00

PROVISIONS.

Hams, Skinback, 18–20 lbs	.13¾
" 14–16 lbs	.13
" 10–12 lbs	.14
Picnics, 6–8 lbs	.09¼
N. Y. Shoulders, 10–12 lbs	.10
Dried Beef, sets (city smoked)	.13
" Tenders and Knucks	.17
" Flats	.11
" Air Dried, sets	.18
" " Tenders and Knucks	.21
Jersey Pork, Butt......per bbl.	18.50
" Family...... "	20.50
Breakfast Bacon, rib in	.14½
" boneless	.15½
S. P. Bellies, 14-15 lbs	.11½
Bologna, 25-lb. boxes	.08
Boiled Boneless Ham	.21
Beef Tongues, smoked, 5–6 lbs......per doz.	10.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ⅛-cent extra

John Bower & Co.—	
Superior Honey-cured Hams, skinback	.16
" " " large	.15
" " " medium	.15
" " " small	.15
" " Breakfast Bacon	.15
" " " boneless	.17
Beef, air-dried, regular sets	.20
" " insides and knuckles	.22
Ham Bologna	.10
Beef "	.10
Boiled Hams	.25
Beef Tongues......per doz.	21.00–12.00

—44—

Swift & Co.—	
Premium brand Hams, 10 lb	.15½
Premium brand Hams, 12 lb	.15
Premium brand Hams, 14 lb	.14
Premium brand Hams, 16 lb	.14
Premium brand Hams, 18 lb	.15
Premium brand skinned Hams, 18–20 lb	.15½
Premium brand boiled Hams, skinned, fatless	.25
Premium brand Bacon	.20
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut	.17
Winchester brand skinned Hams, all aver	.14½
Winchester brand Picnics	.09¾

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	10	9⅛
Plain Tubs, 50 and 60 lb. cans	10	9¼
10-lb. Tin Pails, 60 lbs	11	9⅞
5 " "	11⅛	10
3 " "	11¼	10⅛

John Bower & Co.—	
Pure Kettle Rendered, tierces	.11¼
" " tubs	.11½
" " 3, 5 and 10-lb. cans.	.12½
Swift & Co.—	
Premium brand, tierces	.11⅛
Silver Leaf brand, tierces	.10⅛
Jewel, compound, tierces	.09⅛
Cotosuet tierces	.09⅜

DRESSED MEATS.

City Dressed Beef—		Per lb
Choice, native	10	–.10½
Common to fair, native	07	–.08
Western Dressed Beef—		
Choice, native cattle	10	–.10½
Common to fair "	07	–.09
City Dressed Veal—		
Prime		–.12
Good to choice		–.11
Dressed Hogs—		
Pigs		–.09½
Hogs, heavy		–.09½
" 180 lbs		–.09⅝
" 160 lbs		–.09½
" 140 lbs		–.09½
Dressed Sheep and Lambs—		
Lamb, Western, good		.12
Lamb, Western, culls		.09
Sheep, choice		.09½
" medium		.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90–1.00
Cow Tongues	.75–1.00

The Holland Rusk Co.

Have protected the buying public against substitution by U. S. Government register of their trade-marked package which bears a picture of a WINDMILL.

It is absolutely pure, with quality of the very Highest degree, conforming to the U. S. Pure Food Laws under Serial No. 5953.

The WINDMILL on a package of

Holland Rusk

insures you of getting the

ORIGINAL AND ONLY GENUINE

When ordering insist on the Red Package with the Windmill. Order from any wholesale grocer.

Holland Rusk Co.

HOLLAND, MICH.

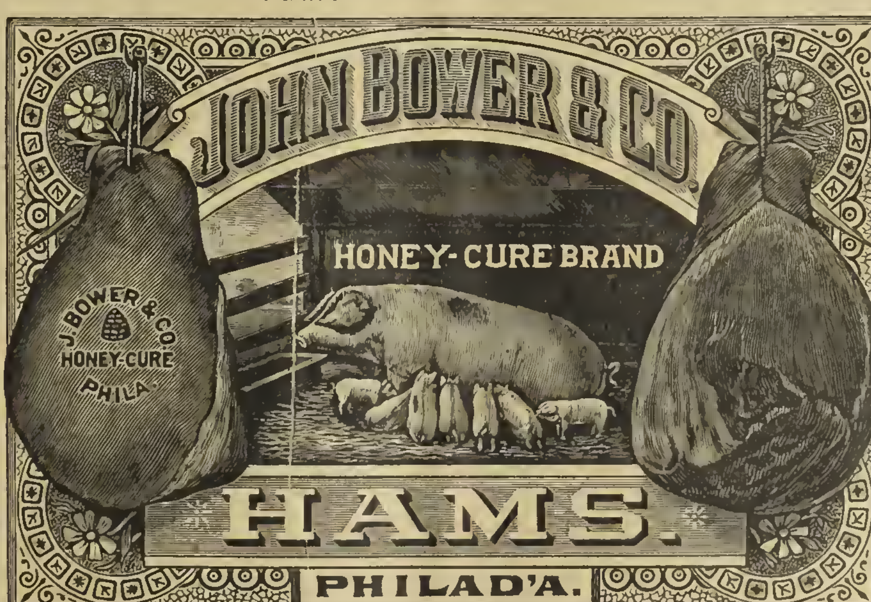
Eastern Office:—46 HUDSON ST., NEW YORK

JOHN BOWER & CO.

GENERAL PROVISION DEALERS

ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND

Beef, Beef Tongues, Breakfast Bacon, etc. **HAMS** Pure Kettle-rendered LARD a Specialty

BOILED HAMS AND BEEF TONGUES

SUPERIOR AND FAIRMOUNT MINCE MEAT

U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

K

ABSOLUTELY PURE FOOD

Guaranteed; Serial No. 8447

MARMALADES—Made from the best California oranges and grapefruit and granulated sugar. No preservative or adulterant. This is a pure, straight Marmalade and a fine seller.

FRUIT JAMS—Only the variety of fruit named on the label and granulated sugar. No filler here, and no chemicals or glucose.

LEMON JUICE—The pure juice of the real lemon, pressed, filtered and bottled. Contains no preservative or artificial coloring. Straight goods and good goods.

For Samples and Prices, Write to Me

H. P. D. KINGSBURY

REDLANDS - CALIFORNIA

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.05
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.10
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.13
" " western		.13

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H.	.15 –.16
" Y. T.	.15 –.16
Old hens and toms	.15 –.16
Common to Good	.11 –.12
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.24 –.27
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.24 –.27
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.24 –.27
Western, 4 to 4½ lbs. to pair, fancy	.18 –.20
" 3 to 3½ lbs. to pair, fancy	.18 –.20
" fair to good	.16 –.18
Fowls—	
Western, fancy	.16 –.16½
Heavy Roasters, 4 to 5 lbs	.20 –.22
Fair to good	–.18
Old cocks	.10 –.11
Western capons, fancy, frozen	
" " small, frozen	
Squabs—	Per doz.
Prime, large, fancy	4.00
Mixed	2.50–3.50
Dark	1.00–1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.17 –.18
Large Springers	.16 –.18
Fowls	.15½–.16
Roosters	–.11
Ducks	.13 –.14

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4 00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

—46—

SAUER KRAUT.

Extra Quality Long cut, 50-gal. tierces	7.15
Extra Quality Long Cut, 15 gals., kegs	2.75
Compass, No. 3, cans, 2 doz	.82½

PLUM PUDDING.

Richardson & Robins:—		
Individual Size, 2 doz. in case, ½ lb.	per doz.	1.00
No. 1, round conical, with key, 1 doz.	"	2.35
No. 2, " " 1 "	"	4.25
No 3, " " ½ "	"	6.50
No. 4, " " ½ "	"	8.50
P. P. Sauce, 2 doz., No. 1	"	1.50
Atmore's Genuine English Plum Pudding—Seedless:—		
Individual, per case of 2 doz		2.00
1-lb. cans, " 1 "		2.25
2-lb. " " 1 "		4.00
3-lb. " " ½ "		3.25
4-lb. " " ½ "		3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 2, stone crocks	1.30
No. 32, jars	.98
No. 5, toy pails	2.60
American, pure apple, tumblers, assorted slices	.90
American, assorted, uncolored, No. 10, tumblers	.90
Schimmel's, No. 10, tumblers	.81½
National, No. 10, tumblers	.72½
National, No. 6, tumblers	.52
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.12¼
National, 30-lb. pails	.07¾
Southwark, 30-lb. pails	.05½
Southwark, 4½-lb. toy pails, ½ doz	3.80
Fruit Butters—	Per doz.
Apple, No. 2, stone crocks	1.10
Apple, No. 32, jars	.98
Apple, Southwark, No. 3, tins	.98
Apple, No. 5, toy pails	2.60
Apple, 30-lb. pails ... per pail	1.05
Apple, 20-lb. crocks ... per lb.	.07¼
Apple, Schimmel's, 30-lb. pails ... per lb.	.05¾
Peach, Plum, National, 30-lb. pails ... per lb.	.06¾
Prune, 30-lb. pails ... per lb.	.06¾
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.50
Southwark, assorted, No. 16, jars	.90
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.50
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

—47—

	Per Doz
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, "	4.60
Raspberries, "	4.60
Apricots, " peeled	4 85
Pineapple, "	4.60

DRUGS.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb.	per ca.	2.40
" " " ½-lb., "	"	2 60
" " " ¼-lb., "	"	2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.09
" Lump, bulk	"	.09
Butter Color, W. & R.	per doz.	2.00
Bluestone, bulk	per lb.	.09
Copperas	per lb	01¾
Camphor, gum, 1-oz. blocks	"	1 40
" Flakes, bbls	"	.02¼
" " less quantity	"	.02¾
" Tar Balls, bbls., 250 lbs.	"	.02½
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Chill Tonic	per doz	3.60
Epsom Salts	per lb.	.01½
" Bee Brand, ¼-lb. carton,	per doz.	.30
" " ½-lb. "	"	.40

—48—

Glauber Salts	per lb.	.01½
Glue	"	.11
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.55
Haarlem Oil	per doz.	.35
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.27
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.24
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.65
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10.c. "	"	.75
Paris Green, 100-125-lb. kegs	per lb.	28½
" ¼-lb. packages	"	.32
" ½-lb. "	"	.32
" 1-lb. "	"	.30
Jamaica Ginger, Hires', flasks	per doz.	.90
Sewing Machine Oil, 3 oz	"	35
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.05½
" granulated, kegs, " 100 "	"	05½
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2.45
" 100-lb. bags		2.25
" less quantity		.03½
Squills, Syrup, 1 oz	per doz.	.34
Syrup of Figs	per doz.	2.00
Venetian Red	per lb.	.02½
Whiting	"	.02

		1 oz.	8 oz.
Glycerine	per doz.	.37	.65
Laudanum	"	.45	.85
Paregoric	"	.35	.65
Peppermint	per doz.	.40	.58
Sweet Spirits Nitre	"	.40	.70
Sweet Oil	per doz.	.30	.40
Turpentine	"	.26	.45
Husband's Magnesia	per doz.		2.85
Bull's Cough Syrup	"		1.90
Roach Powder, Omega, 4-oz. cans			.80
" "	per gross		9.00

	Per Doz.	Per Gross
Roachsault, large	4.00	45.00
" medium	2.00	22.50
" small	.80	9.00

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.40

	Per doz
McCormick & Co., Bee Brand—	
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

YOU SEE IT COMING

FILLING A GLASS LAMP FONT is a very simple operation because the surface of the contents ***is seen*** rising toward the top. ***Carelessness*** is the ***only excuse*** for pouring in ***too much*** and going ***beyond*** the capacity.

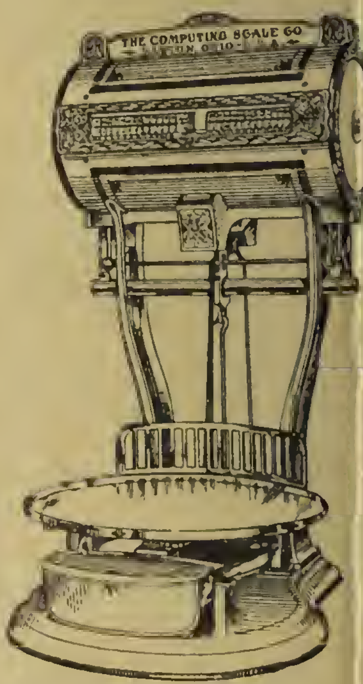
A METAL FONT is not so easily filled because you can ***only guess*** how much is in it. ***Experience*** may enable you to guess ***fairly close*** but ***absolute accuracy*** is ***Impossible.***

OLD STYLE SCALES present the same difficulties. No weight is shown until you have ***too much*** and the scale goes down. You must either ***take*** a ***little out*** or suffer a loss.

MONEYWEIGHT AUTOMATIC SCALES show at all times the weight on the scale and you pour on the goods until the ***correct weight*** or ***money value*** is indicated. This means a prevention of loss and a saving of money.

OLD STYLE scales ***prevent*** you from ***seeing*** their defects with the accompanying loss of merchandise and profit.

We ask the opportunity of showing you what it amounts to. The coupon will send our representative to you.



The new low platform No. 140 DAYTON Scale

Date........................

Moneyweight Scale Co., 35 State St., Chicago.

Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.

This does not place me under obligation to purchase.

NAME........................

STREET and NO........................

TOWN........................

STATE........................

The Computing Scale Company. MANUFACTURERS DAYTON, OHIO.

Moneyweight Scale Co.

35 State Street, Chicago

—49—

Reliable Brand—	10c. size.	25c. size.
Castoria, Dr. Pitcher		2.00
Castor Oil, tasteless	.80	2.00
Death-to-Pain	.80	2.00
Diarrhœa Cure	.80	2.00
Vermifuge	.80	2.00
Cough Cure	.80	2.00

. F. Young's Veterinary Remedies, wholesale prices—	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

:id Phosphate, Horsford's	per doz.	4.15
:th Brick, box 25 bricks	per box	.60
aling Wax	"	.03
iver Sand	per bbl.	1.25
ir, pints	per doz.	.75
' quarts	"	1.00
' gallons	each	.30
' ½ barrels	"	3.50
' barrels	"	6.00
cCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S, Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

cCormick & Co., Bee Brand—		Per doz.
Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00
uer's Flavoring Extracts:—		
No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen,	No. 25,	per doz.	2.00
" " " "	No. 2X,	"	.80
" " " "	No. X,	"	.45
" Lemon, " "	No. 25,	"	1.75
" " " "	No. 2X,	"	.80
" " " "	No. X,	"	.45

Ingersoll's Flavoring Extracts:—		
High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.75
" Lemon	"	.75
" assorted	"	.75
" small size	"	.45
Vanilla	per gal.	11.00
Lemon, 1 oz	per doz.	.80
" 2 oz	"	1.50
" 4 oz	"	3.00
"	per gal.	7.00

Orange, Almond, Peppermint, Wintergreen and Jamaica Ginger same price as Lemon.

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

Draught Cider—	Per gal.
Corson's Champagne	.18
" Dry Hard	.18
Bottled Cider—	**Per case**
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅜
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07¼
Fancy Head, 100-lb. bags	.06¼
Choice, 100-lb. bags	.05½
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05⅜

SALT.
WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS TABLE SALT PURE AND EXTRA DRY

Family size, case of 4 doz	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

P. J. Ritter Conserve Co., ½ pts., 3 doz. cases		
" " pints, 2 "		
" " quarts, 1 "		
Campbell's ½ pints, 2 doz to case, per doz		.87½
Durkee's, large, 1 doz	per doz.	4.00
" small, 2 doz	"	2.40
Schimmel's, small, 2 doz	per doz.	.87½
My Wife's, pints, 1 doz		2.30
" half-pints, 2 doz		1.35
Snider's Salad Dressing:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Luncheon, 3 doz	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.67½
Kegs, 150 lbs	per 100	.85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell, ½pts., 2 dz.	per doz.	.77½
" " " pints, "	"	1.40
North of England Sauce, ½ pints	per doz.	.77½
Chef Sauce, ½ pints, 2 doz	per doz.	.80
Snider's Chili Sauce:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

REFERENCES

Goldberg, Bowen & Co.
San Francisco, Cal.

H. Jevene Co.
Los Angeles, Cal.

Lutey Bros.
Butte, Mont.

Colorado Supply Co.
Pueblo, Col.

F. Dresser & Co.
Portland, Ore.

Hennessy Mercantile Co.
Butte, Mont.

Lion Grocery Co.
El Paso, Texas

J. A. FLESCH & SON

Architects and Designers
Of Store Fixtures for Modern Grocery Stores

1010 and 1012 Chicago Opera House Block
112 CLARK STREET **CHICAGO**

CORRESPONDENCE FOR PARTIAL OR COMPLETE OUTFITS SOLICITED

FLESCH'S PATENT
COOLERS and COUNTERS

HENRY TROEMNER'S
SCALES, BINS, CANS, etc.

REFERENCES

S. P. Nissen Co.
Oak Park, Ill.

Simpson, Crawford Co.
New York City

Henry Siegel Co.
Boston, Mass.

Greenough Bros. Co.
Spokane, Wash.

Chris Keller
Lancaster, Ohio

Louis Kunkel
San Antonio, Texas

John B. Watson
El Paso, Texas

—53—

SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.07½
Caraway.............	.08	Mustard, Yellow..	.06½
Celery..................	.10	Rape, per lb.........	.05½
Coriander, bleached	.06	Poppy, per lb.......	.10
Flax......................		Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs..............................per keg	1.80
" bulk, 25-lb. boxes..................per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes... "	.04⅝
Arm & Hammer bd., ¼'s, 36 lbs............per lb.	.05⅝
" " " lbs., 36 " .... "	.04⅞
" " " ¼, ½, 36 lbs.......... "	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs. "	.04⅞

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz..................	1.50
Hires' Root Beer, Carbonated, 2 doz............	.87½
Hires' Ginger Ale, Carbonated, 2 doz...........	.87½
Welchs Grape Juice, case quarts, 1 doz.........	4.50
" " " pints, 2 doz...........	4.75
" " " ½-pints, 3 doz.......	4.25
" " " 3-ounce, 8 doz........	6.00
" " " ½-gallons, 1 doz....	8.00
" " " gallons, 6 gal.........	7.50
5 per cent. discount on 5 case lots.	
Clicquot Club Co. :—	Per case
Ginger Ale, extra dry, pints, 2 doz............	2.10
Sarsaparilla, extra quality, pints, 2 doz.......	2.10
Blood Orange, extra quality, pints, 2 doz...	2.10
Birch Beer, extra quality, pints, 2 doz.......	2.10
Lemon Soda, extra quality, 2 doz...............	2.10
Root Beer, extra quality, pints, 2 doz.........	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross..	2.50
Bon Ami, 10-cent size.. .... ¼ gross	2.50
Electro Silicon, 1 doz.......................per doz.	.72
Putz Liquid, large, 3 doz..............per gross,	16.50
Putz Liquid, large, 3 doz..................per doz.	1.45
Putz Liquid, small.........................per gross,	7.00
Putz Liquid, small...........................per doz.	.60
Putz Paste, large.............................per doz.	.55
Solarine White Liquid Metal Polish—	
No. 0, sixth-pint cans ....per gross	9.00
No. 1, half-pint cans .... "	18.00
No 2, pint cans.......................... "	32.00
No. 3, quart cans..........................per doz.	4.50
No. 4, half-gallon cans.................... "	7.50
No. 5, gallon cans .... "	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs..............................per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme..	100	3.40
Acorn...	120	2.70
Ark...	100	1.72½
American..	72	2.80
Bee	100	3.85
Best, Babbitt.......................................	100	3.70
Babbitt's New York City.........................	60	2.95
Benzine-ated	100	4.10
Big Master...	100	4.25
Brown	60	2.40
Borax, Dreydopple................................	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome....................................	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's.....................................	100	2.80
" Red Seal......................................	100	4.00
" Swift's	100	4.00
Circus..	100	3.50
Cotton Oil...	100	5.80
Coal Oil Johnny....................................	100	3.50
Cygnet..	100	4.00
Dobbins' Electric..................................	100	4.15
Dewey	100	2.15
Fairy..	100	4.00
Fels-Naptha...	100	4.00
Five-case lots freight prepaid................	100	3.95
German Family.....................................	100	4.30
Good Morning	100	3.75
Glycerine Tar.......................................	100	3.75
Gloss..	100	3.50
Grand Pa's..	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox...	100	3.50
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha....................................	100	4.00
Magic Cleaner......................................	100	3.00
Marseilles, laundry size	100	6.00
" 5-cent size.................................	100	4.00
" toilet size..................................	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha.....................................	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.....................................	100	4.00
Octagon..	100	3.90
Old Mill..	100	3.30
Ozone...	100	3.75

—55—

Oleine, Conway's..................................	60	2.90
" Golden..	60	2.55
" Eavenson's..................................	60	2.50
" Hamilton's...................................	60	2.50
" Kirk's	6c	2.30
" Philadelphia, 1 lb...........................	60	2.90
" " 14 oz........................	60	2.65
" Pennsylvania	60	1.75
" Procter & Gamble..........................	60	3.00
" Young's Best	60	2 80
Pride, Swift's..	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs....................................	150	4.50
Sunlight, oval.......................................	100	3.85
" twin bars.....................................	100	3.95
Santa Claus...	100	3.10
Saratoga...	120	2.70
Star	100	3.50
Sunny Monday......................................	100	4.00
White Cloud...	100	3.85
Wool Soap, large..................................	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo..............................gross	6.40
Buttermilk Cosmo...............................doz.	.60
Buttermilk, Swift's.............................gross	4.05
Castile, imported, Conti ....lb.	.13½
Castile, Conti, original boxes...................lb.	.11¾
Cutaneous, Dr. Raub's.........................doz.	.70
Elderflower, large cake........................gross	4.40
Fleur-de-lis.. gross	4.50
Fleur-de-lis ....doz.	.45
Hearts and Flowers.............................gross	10.25
Maxine Elliot ....gross	8.10
Oatmeal, 3 cakes in box......................gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box.................................lb.	.09
Turkish Bath.......................................doz.	.40
Sweetheart, 50 cakes ....box	1.75
Witch Hazel, 3 cakes, ½ gross..............gross	3.25
Witch Hazel, Swift's.............................gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1 24
Young's, 48 bars..	1.80
Brooks' Crystal, 100 bars.............................	3.70
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars...	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars.......................................	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars................................	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes..............per box	2.70
" 6 oz., 200 packages............ "	2.65
" 8-oz. packs........................ "	2.70

—56—

Soapine, 7 oz., 100 packs..................................	2.37½
" 12 " "	3.90
" 17 " 36 packs..................per box	2.42½
Babbitt's 1776 Powder, 100 6-oz..........................	2.20
Finola, 100 packages..	3.60
Gold Dust, Fairbank's, 100 12-oz. packages ...	4.00
" " 24 4-lb. " ...	4.50
Naptha Borax, 100 packages, large.....................	4.75
" 100 5-cent packages..............	3.75
Kirkoline, white, 24 4-lb. packs..........................	3.30
Young's Pearl Borax, 60 1-lb. packages..........	3.60
Snow Boy Washing Powder, 24 4s.................	4.00
" " 50 2s.................	4.00
" " 100 1s................	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz...............per doz.	.43
Swift's Washing Powder, 100 1s.........................	3.85
Swift's Washing Powder, 24 4s..........................	3.85

SPECIALTIES.

Anker's Bouillion Capsules............................	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans
Pepper—			
Black, High Grade................	18½	.19½	.21
Black, Low Grade.................	.14	.15	.17
White, High Grade	....	.32	.34
White, Low Grade..................	....	.23	.25
Cayenne, High Grade............	....	.21	.23
Cayenne, Low Grade..............	....	.16	.18
Cinnamon—			
High Grade..........................	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade..........................	.31	.32	.34
Low Grade	.24	.25	.26
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade..........................	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade..........................	....	.78	.80
Nutmegs—			
High Grade..........................	....	.35	.37
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade................	.14	.15	.17

		Per doz
McCormick & Co., Bee Brand—		
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice....................................	⅛ lb.	.40
	¼ lb.	.75
Banquet Brand—		
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice....................................	⅛ lb.	.40
	¼ lb.	.75

WALKER STORE FIXTURES
—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St.

PHILADELPHIA, PA.

Don't Buy a Cheap Wagon

If you do, you'll remember this advice. A cheap wagon looks nearly as well in the factory as our "J. M.;" but oh, what a difference in six months!

The "J. M." wagon is the best delivery wagon made. Only the finest materials go into it, and they're put together right, too.

If we haven't what you want, though we probably have, we'll build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PENNA.

—57—

[b]urn's Philadelphia Mustard, D. S. F. :—		
cent tins, 2 and 4 doz	per doz.	.45
Dime size, 2 and 4 doz	"	.85
(lb: net, tins, 2 and 4 doz.	"	1.00
(" 2 doz	"	1.90
1 " 1 doz	"	3.70
6 lb. cans, full weight	per lb.	.23
o " "	"	.22
[C]man's Mustard, D. S. F. :—		
1-lb. tins	per doz.	5.40
¼-lb. tins	"	2.70
⅛-lb. tins	"	1.45
¼-lb. tins	"	.90
8-lb. kegs		.43

MUSTARD—Prepared.

	Per doz.
[Ca]mpbell's, jar, 2 doz	.87½
[Go]lden's, No. 6, with spoon, 2 doz	.95
[Go]lden's, No. 20, with spoon, 2 doz	.88
[Go]lden's Mustard and Horseradish, 2 doz	.85
[Be]er Mug, fancy, large size, 2 doz	.65
[Le]monade Glass, tall, 2 doz	.67½
[Ho]rseradish and Mustard, 8 oz., with spoon, 2 doz	.90
[Mi]lk Jar, glass top, 2 doz	.85
[W]ater Tumblers, glass, 10 oz., 4 doz	.37½

WHOLE SPICES.

	Per lb.
[Pe]pper, Black	.10
[Al]lspice	.06½
[Clo]ves	.18
[Ma]ce	.48
[Nu]tmegs, 80's	.24
" 110's	.17
[Ci]nnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
[Gre]en Ginger Root	.05½
[Wh]ole Mixed Spices, bulk, 6-lb. boxes	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		.04⅝
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb, "		.06⅝

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03½
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05½
" Linen Gloss, 3-lb. cartons	.04⅜
Kingsford's, Pure, 3-lb. cartons	.06¾
" Pure Gloss, lb. packages	.06¾
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅝
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03⅝
" 1 lb. packages, 48 lbs	.04¾
" 3-lb. cartons, 48 lbs	04⅜
" 6-lb. boxes	.05½
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages ... per package	.08
Starch Polish, 20 cakes ... per box	.50

STOVE POLISH.

		Per gro
Enameline Paste, small, ¼ gross		4.00
Enameline Paste, large, ¼ gross		7.00
Enameline, Liquid, large, ¼ gross		6.65
Enameline, Liquid, small, ¼ gross		4.90
Electic Paste, ⅛ gross boxes		4.20
Magic Paste, ¼ gross boxes		4.75
Parlor Pride, large size	per doz.	.87½
" "	per gross	10.25
" small size	per doz.	.70
Climax Enamel ¼ gro	per gross	9.40
Black Jack, ¼ gross, per gross		6.60
Rising Sun	per gro.	5.75
Sun Paste, 5-cent size	"	4.50
" 10-cent size	"	7.20

—59—

X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ½ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼ gross	2.25
Per box of ½ gross	4.50
Per gross	9.00

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¾
McAllister, 36 packs	"	.05⅜
Rosensteins, 1lb. pkgs., 2 doz	per lb.	.05½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz	per doz.	.35
Red, quarts, 3 doz	"	.70
Silver, pints, 3 doz	"	.35
" quarts. 3 doz	"	.70
Bath Brick, 25 bricks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ⅛ gross case, assorted, 6. 8. 10's	per case	.90
Carpet Tacks, Silver Steel, 4 oz	per doz.	.06½
6 oz	"	.07
8 oz	"	.07½
10 oz	"	.08½
12 oz	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.09
No. 11, steel	per doz.	.09½
No. 12, steel	per doz.	.12
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather. cut into tans, 6 inches high		1.50
5½ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.90
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb	per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80
Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb	"	.09
Best Jute Plow Line, 8 yds. to lb	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines, 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 610	.52
Fancy, No. 626	.50
Strictly Choice, No. 615	.49
Strictly Choice, No. 628	.45
Strictly Prime, No. 627	.38
Good, No. 635	.29
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 101	.34
Choice, No. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.

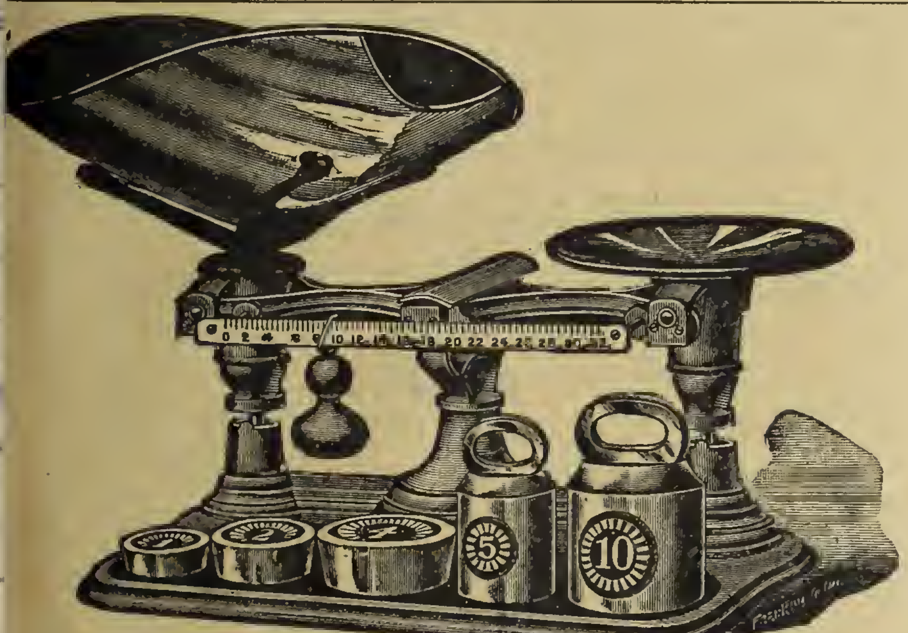
Extra Fancy Ponce, No. 637, new crop	38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery	2.50
Five A, for confectionery	2.60

REFINED MOLASSES AND SYRUPS.

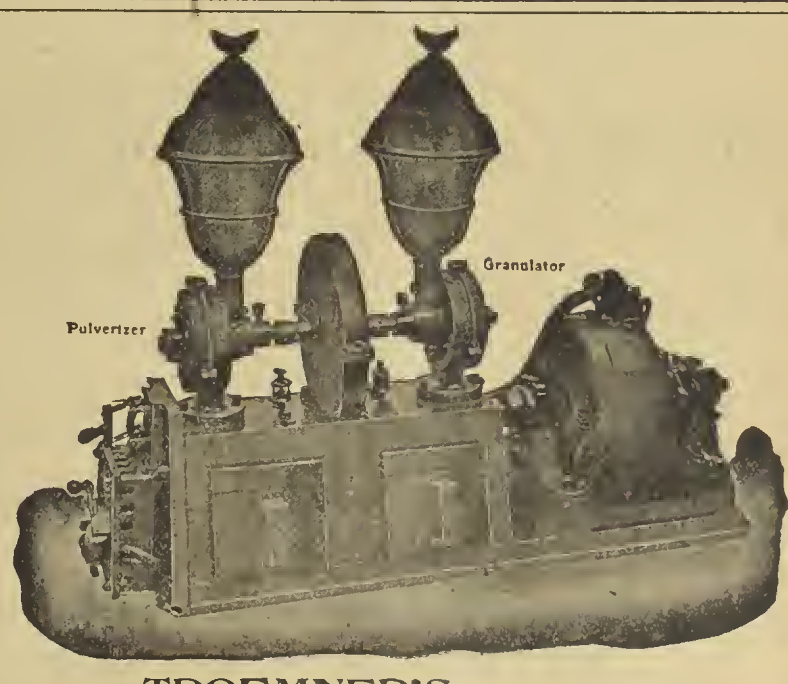
Jockey Club, Mason's Quart Jars :—		
4 doz. in barrel	per doz.	.90
1 " case	"	.92½
Karo, 10 cent size, 2 doz	per doz.	.85
Karo, 25 cent size, 1 doz		2.20



[Tr]oemner's No. 151 B, "AGATE" Bearing Scale, sensibility [1]·32 oz. Leaves your profit in the bin every time. NO [O]VERWEIGHT.

STANDARDS OF EXCELLENCE

USED BY ALL LEADING GROCERS

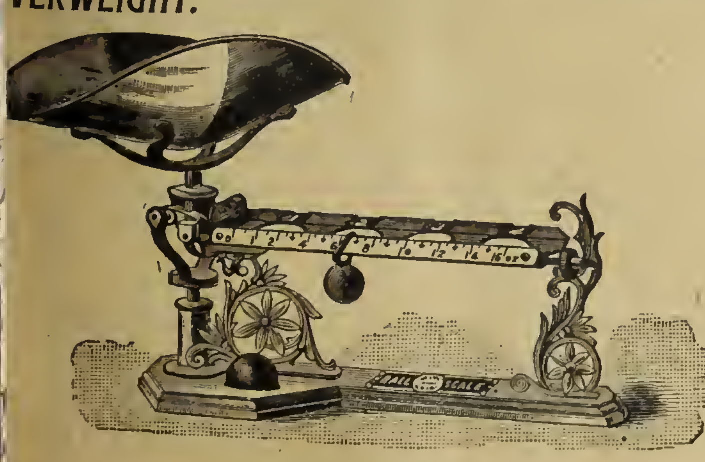


TROEMNER'S

New Electric Coffee Mills

The ONLY successful machine of the kind on the market. PULVERIZING and GRANULATING coffee as it should be done.

FAMOUS "STAR" COFFEE MILLS
STEEL and AGATE BEARING GROCER SCALES
TEA, COFFEE and SPICE CANS and BINS



Troemner's No. 44, "BALL" Scale

Don't be talked into something "just as good"; there is NOTHING like the GENUINE TROEMNER FIXTURE. WRITE FOR CATALOGUE.

HENRY TROEMNER

No. 911 ARCH STREET — PHILADELPHIA, PA.

J. A. FLESCH & SON — 112 Clark Street, Chicago, Ill.

GENERAL AGENTS FOR UNITED STATES

—61—

Banner, in jars, compound	per doz.	.97½
White Clover, in jars, compound	"	.92½
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00
Maplecane, 2 doz. 2½-lb. cans	per case	3.80

MAPLE SYRUP.

Green Mountain Maple Syrup, doz	2.40
" " medium, doz.	1.40
" " small, doz	.90
Vermont Maple Syrup, gal. tins, per gal.	1.25
" " ½-gal. tins, per doz.	7.75
Hasen's Maple Syrup, qt. bottles "	4.00
" " pt. bottles "	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, 3 string, split handles	2.50
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.40
62, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118, Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.65
O. G., 3 electric hoops	1.80
Clear, 2 hoop	1.60
Clear, 3 hoop	1.70
Electric Cedar, 2 hoop	2.35
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.40
2, Solid oval	1.60
3, Solid oval	1.80
5, Solid oval	2.20
1, Wire ends	1.30
2, Wire ends	1.50
3, Wire ends	1.70
5, Wire ends	
Picnic Plates, 8 inch	
Picnic Plates, 9 inch	

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.15
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.

	Pe
Battle Ax	
Deer Skin	
Gold Rope	
Jolly Tar	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

	Pe
Briar Pipe	
Duke's Mixture	
Greenback	
Green Turtle	
G. & A. Navy, 3½ oz.	
Honest	
Polar Bear	
Ripple	
Sensation	
Wild Rose	
Brown-Holland Pipe Tobacco, 2½-lb. cartons, 2½-oz. packages	1

YEAST CAKES.

Compressed, per doz.	
Magic, 1½ doz. packages, per box,	
Yeast Foam, 1½ doz., per box	

The Rise and Fall of the "Food Fads"

are a part of the

"It's All in the Shreds"

"UPS AND DOWNS"

OF THE GROCERY BUSINESS

There are no "ups and downs" in SHREDDED WHEAT. It is always the same, always pure, always right, a steady seller—not a "fad," but a food. The sale of SHREDDED WHEAT BISCUIT and TRISCUIT for July were the largest in the history of the business. Did you sell your share?

If you can't "talk" Shredded Wheat get posted by sending for our booklet, "Shreds of Life," which tells all about the world's standard cereal food, and the wonderful factory in which it is made.

The Natural Food Company

NIAGARA FALLS, N. Y.

If 1000 Retailers in Philadelphia Recommended Us, Would YOU Believe in Us?

One of the hardest propositions which confront the retailer is to turn their bad debts into cash. Lots of them have tried different collection agencies, paid retaining or subscription fees and got no results; so it is hard to convince them that **any one** can help to bring the beats to book.

We show you how to **collect your own** accounts; nobody handles your money but **you.** We can give you the names of a thousand merchants in Philadelphia whom we have shown how to get money due them which had been charged off long before they heard of us.

It costs you nothing to find out what our plan is—can you afford **not to?**

The Consolidated Law Association, Inc.

1325 SOUTH FIFTY-EIGHTH ST., PHILADELPHIA, PA.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLIV. PHILADELPHIA AND NEW YORK, SEPTEMBER 16, 1907. NO. 12.

Contents.

PAGE

stum Cereal Co. Mix Up With Collier's Weekly 8
p for Federal Food Authorities..... 8
bably No Remedy for Larkin Nuisance Here 9
lures Running About Even..... 9
New York Letter 10
npound Jams and Jellies Up..... 11
torial 12
ollier vs. Post.
queezed Out.
ure Vacillation.
n Iridescent Dream.
he Consistency of Sunday-closing Laws.
awsuit That Teaches a Lesson..... 13
eign Grocery News Delivered Through Washington..... 14
fornia Evaporated Fruit Men Solve Sulphur Problem..... 14
ges Advance More Than Food 15
Grocery Markets 16
ket Notes..... 18
ciation News 18
ll News of Local Pennsylvania Association..... 18
Science of Advertising..... 19
dow Dressing for Grocers..... 20
rt-to-Heart Talks with Grocery Clerks..... 21
s There Is Graft in Food Shows..... 22
ul Facts About Groceries..... 24
Stroller's Column (Contributed)..... 25
ie Selling Age.
sylvania News Items..... 26
espondence 27
ng the Trade 28
-Minute Sermons for the Retail Grocer..... 28
t Department..... 31
more Prices-Current..... 33
York Price-List..... 34
ocery World" Prices-Current..... 35

Index to Advertisements.

PAGE

"Advertising World"..... 31
American Butter Cutting Machine Co..... 25
American Slicing Machine Co., The..... 15
Anker's Bouillon Capsules..... 19
Arbuckle Bros..... 39
Atmore & Son..... 44
Babbitt, B. T.....Cover 3
Baker Co., The Franklin.....Cover 1
Baltimore Manufacturers' Advertising Association..... 26
Barber & Perkins 10
Beardsley's Sons, J. W..... 5
Bell & Sons, Samuel..... 41
Bishop, R. W. 27
Bower & Co., John..... 45
Bown Bros. 36
Bradstreet System, The 25
Brilliant Gas Lamp Co..... 27
Brown & Co., P. F..... 25
Buchan's Soaps Corporation..... 4
Buckley, Elton J..... 8
Butler Brothers..... 13
Carter & Williams..... 25
Central Egg Carrier Company..... 22
Clicquot Club Co. 3
Cowan & Sons, H..... 36
Corbett & Co., Burton H. 23
Corn Products Mfg. Co. 20
Crescent Mfg. Co..... 16
Croft & Allen Co..... 38
Daetwyler & Co., R..... 32
Dilliard Remedy Co..... 32
Dixon Crucible Co., Jos..... 5
Enterprise Mfg. Co. of Pa., The..... 43
Esterbrook Steel Pen Co., The.....Cover 4
Exton & Co., A..... 21
Fels & Co..... 24
Fell Manufacturing Co., E. C. .....Cover 2

PAGE

Fischer & Co., B. 11
Fleischmann's Yeast..... 32
Floto's Sons, George..... 50
Forbes, J P. 16
Franklin Sugar Refining Co..... 3
Freihofer Vienna Baking Company..... 3
Fromm & Co., F. H. 45
Fulton & Walker Co..... 48
German-American Coffee Co..... 20
Goff & Sons Co., S. B. .....Cover 1, 19
Gold Medal Flour..... 41
Grocers' Printing Co..... 31
Hagan & Co., Arthur..... 40
Harding & Co., E. E. 16
Hires Condensed Milk Co..... .....Cover 4
Indexed Coupon Books..... 16
Ivins' Son, J. S..... 6
Johnson, A. W..... 18
Kellogg & Sons, H..... 42
Kirk, Foster & Co..... 29
Knight Cooking Extract Co..... 21
Lamson Consolidated Store Service Co., 37
Lautz Bros. & Co.....Cover 2
Levering Coffee Co., The 19
Loughery & Co., Jas. J. 42
Lowney Co., The Walter M..... 50
Lutz & Schramm Co..... 41
Maher's Veterinary Hospital, Dr...Cover 1
Manufacturers' Trade-Mark Association, 17
Martindale & Co., Thos..... 36
Mentor Cigarette Co. 40
Miller & England 40
Mince Meat 44
Morgan & Cornell..... 46
McCahan Sugar Refining Co., The W. J., Cover 3
McCanna & Fraser Co..... 4
McCaskey Register Co., The..... 38

PAGE

Paul Mfg. Co. 47
Philadelphia Electric Co., The..... 36
Phillips & Co., F. H. 45
Porcela Co., The 4
Quaker City Preserve Co..... 31
Rae's Lucca Oil..... 42
Ralston Purina Mills. 22
Rapid Motor Vehicle Co. .....Cover 3
Reeve, James Knapp 19
Righter, W. H..... 32
Ritter Conserve Co., Philip J..... 37
Royal Milling Co..... 41
Royal Specialty Co..... 19
Sauer Co., C. F.....Cover 4
Scott & Co., Inc., John.....Cover 1, 9
Shafer Co., Jacob C. 19
Shane Bros. Co..... 16
Smith's Sons Co., John E. 24
Snider Preserve Co., The T. A..... 44
Stickney & Poor Spice Co.....Cover 4
St. Croix Co..... 39
Strasbaugh, Silver & Co. 27
Sulpho-Napthol Co., The..... 5
Swift & Co. 24
Tongue & Bros., R. E..... 19
Troemner, Henry..... 49
Wagner Co., Martin..... 32
Walker Patent Pivoted Bin Co..... 48
Washburn-Crosby Co..... 41
Weber & Loesch 5
Wells & Richardson 27
Whittemore, Bros. & Co.....Cover 2
Wilde, Carl 42
Wilde's Sons Co., Samuel.....Cover 2
Williams Bros. Co., The 47
Williams, R. S.. 3
Wrigley Mfg. Co..... 4
Young, P. D. F., W. F..... 31
Young & Co., Chas. W..... 15
Zimmerman Co., M 45

Postum Cereal Co. Mix Up with Collier's Weekly

After a Warm Interchange of Compliments the Collier People Sue Postum Co. for $750,000 Damages. The Collier Article Which Precipitated the Trouble and the Post Reply Which Brought the Law Suit.

Mr. C. W. Post, the scrappy head of the Postum Cereal Co., makers of Postum Cereal and Grape-Nuts, is in an exceedingly warm conflict with "Collier's Weekly," a New York publication, which has for months run a series of articles attacking various public fakes, notably patent medicine fakes. In one of these articles "Collier's" accused Mr. Post of lying in some of his claims for Grape-Nuts, and Mr. Post came back in a stinging advertisement which he published in daily papers all over the United States. The Collier people construed the Post reply as libellous and have sued him for $750,000 damages.

The observation in "Collier's" which precipitated the whole trouble was the following, which appeared in the issue of July 27th:—

> One widely-circulated paragraph labors to include the impression that that Grape-Nuts will obviate the necessity of an operation for appendicitis. This is lying and potentially deadly lying. Similarly Postum continually makes reference to the endorsement of a distinguished doctor or a prominent health official, persons as mythical, doubtless, as they are mysterious.

Mr. Post came back in a half column newspaper advertisement, which for vigor of denunciation went the Collier article one better. This advertisement, which appeared simultaneously in all sections of the country, and is said to have involved an expenditure of $150,000. Its text was as follows:—

THE "YELL-OH" MAN
And One of His Ways.

To call a man a liar seems rude, so we will let the reader select his own term.

Some time ago the manager of "Collier's Weekly" got very cross with us because we would not continue to advertise in his paper.

We have occasionally been attacked by editors who have tried to force us to advertise in their papers at their own prices and on their own conditions, failing in which we were to be attacked through their editorial columns. The reader can fit a name to that tribe.

We had understood that the editor of "Collier's" was a wild cat of the Sinclair "jungle bungle" type, a person with curdled gray matter, but it seems strange that the owners would descend to using their editorial columns, yellow as they are, for such rank out-and-out falsehoods as appears in their issue of July 27th, where the editor goes out of his way to attack us, and the reason will appear tolerably clear to any reader who understands the venom behind it.

We quote in part as follows: "One widely-circulated paragraph labors to induce the impression that Grape-Nuts will obviate the necessity of an operation in appendicitis. This is lying, and, potentially deadly lying. Similarly, Postum continually makes reference to the endorsements of 'a distinguished physician' or 'a prominent health official,' persons as mythical, doubtless, as they are mysterious."

We do not hesitate to reproduce these mendacious falsehoods in order that it may be made clear to the public what the facts are, and to nail the liar up so that people may have a look at him. If this poor clown knew what produced appendicitis he might have some knowledge of why the use of Grape-Nuts would prevent it. Let it be understood that appendicitis results from long-continued disturbances in the intestines, caused primarily by undigested food, and chiefly by undigested starchy food, such as white bread, potatoes, rice, partly cooked cereals, and such. These lie in the warmth and moisture of the bowels in an undigested state and decay, generating gases, and irritating the mucus surfaces until, under such conditions, the lower part of the colon and the appendix become involved. Disease sets up, and frequently of a form known as appendicitis.

Now, then, Grape-Nuts food was made by Mr. C. W. Post, after he had an attack of appendicitis, and required some food in which the starch was predigested. No such food existed; from his knowledge of dieteties he perfected the food; made it primarily for his own use, and afterward introduced it to the public. In this food the starch is transformed by moisture and long-time cooking into a form of sugar, which is easily digested and does not decay in the intestines. It is a practical certainty that when a man has approaching symptoms of appendicitis, the attack can be avoided by discontinuing all food except Grape-Nuts, and by properly washing out the intestines. Most physicians are now acquainted with the facts, and will verify the statement.

Of course, this is all news, and should be an education to the person who writes the editorials for "Collier's," and who should take at least some training before he undertakes to write for the public.

Now, as to the references to "a distinguished physician" or "a prominent health official" being "mythical persons." We are here to wager "Collier's Weekly," or any other skeptic or liar, any amount of money they care to name, and which they will cover, that we will produce proof to any board of investigators that we have never yet published an advertisement announcing the opinion of a prominent physician or health official on Postum or Grape-Nuts when we did not have the actual letter in our possession. It can be easily understood that many prominent physicians dislike to have their names made public in reference to any article whatsoever; they have their own reasons, and we respect those reasons, but we never make mention of endorsements unless we have the actual endorsement, and that statement we will back with any amount of money called for.

When a journal wilfully prostitutes its columns to try and harm a reputable manufacturer in an effort to force him to advertise, it is time the public knew the facts. The owner or editor of "Collier's Weekly" cannot force money from us by any such methods.

POSTUM CEREAL CO, Ltd.

The next chapter was the service of papers in the $750,000 libel suit. There are three plaintiffs, Peter F. Collier and Robert Collier, publishers, and Norman F. Hapgood, editor. Each asks $250,000. The Colliers gave out that they had reason to believe that Mr. Post wrote the advertisement himself, and based on that fact criminal proceedings would be begun against him personally. When confronted with this statement Mr. Post admitted at once that he wrote the advertisement, and suggested that he would probably write some more along the same line.

So that the conflict promises to be interesting.

Slap for Federal Food Authorities.

Regarding Sulphuring of Dried Fruits, San Francisco Chamber of Commerce Make Vigorous Representations to United States Secretary of Agriculture.

The weak and vacillating attitude of the Federal food authorities toward the use of sulphur in dried fruits has been sharply rebuked through a pronunciamento sent to the United States Secretary of Agriculture by the San Francisco (Cal.) Chamber of Commerce, copy of which has been sent the "Grocery World." The text follows:—

> Honorable James Wilson, Secretary of Department of Agriculture, Washington, D. C.—Dear Sir: The Trustees of the Chamber of Commerce of San Francisco venture to address you in the matter of the rules proposed for the administration of the national food and drugs act in so far as it relates to the sulphuring of California dried fruits.
>
> We do not propose to offer information of a technical character, but if the idea be entertained that the protest from California arises merely from the concern of merchants or packers interested in this line of business, we must respectfully protest that such is far from the case. Those chiefly concerned are the farmers, for it is obvious that the buyers and packers of dried fruits are not obliged to take "illegal" fruit on contracts made, nor under their sales contracts could Eastern buyers require the packers to deliver, even though the promise from immunity from prosecution be given by your department.
>
> Under the present uncertain conditions the banks are unwilling to supply the usual funds against crop mortgages, warehouse receipts or other collateral. The market has shown a sharp decline; goods sold for future delivery, "subject to approval on arrival and examination"—the usual terms—will be examined most critically, and in many cases rejected ostensibly for fear of the pure food law, but in reality because of the decline in the market and the ability of the buyer to get similar goods for less money.
>
> We consider that the ruling made by decision 76, as applied to California dried fruits, has already done our State and its greatest industry serious injury and grave injustice. Millions of pounds of dried fruit cured with the fumes of sulphur have been consumed annually for many years. So far as we can learn there has never been an instance reported of injury resulting from the eating of such dried fruits, nor even a rumor of suspicion of such injury. It may be unnecessary to remind you that although the sulphur dioxide has doubtless appeared in percentage greater than permitted in Decision No. 76, in the ordinary rinsing, stewing and preparations for the table the sulphur dioxide for the most part disappears.
>
> Some years ago the German government—perhaps the most scrupulous in the matter of pure food laws—made a ruling allowing 125 1000ths of 1 per cent. sulphur dioxide in dried fruits, nearly four times the quantity allowed in Decision No. 76. On further investigation the German authorities removed even this restriction as being unnecessary and there is at the present time no limitation.
>
> In consideration of these facts, we respectfully ask that the ruling as applied to dried fruits be withheld until your present investigation demonstrates that public safety requires such action. The promise of immunity from prosecution does not relieve the present depressed market conditions, through which serious loss is forced upon the thousands of growers throughout our State and through no desire or action of the packers; indeed, to their serious loss and detriment as well as to that of the farmers.
>
> Hoping to receive your favorable consideration, we have the honor to be, very respectfully yours,
>
> Chamber of Commerce.
> C. H. BENTLEY,
> President

How many of you have taken advantage of the offer made by S. B. C & Sons Co., of Camden, N. J.? All that have, appreciate by this time the benefit it contains. Those that have not do not realize exactly what they are missing. To the up-to-date storekeeper 70 per cent. is an attraction, and that is what the firm offers. Remember, Goff's remedies are standards, and are sold by 14,000 grocers.

ELTON J. BUCKLEY
Editor "Grocery World"

Attorney and Counsellor at L

730-731 Drexel Building, Philadelphia, P

Telephones { Bell, Lombard 1727 / Keystone, Race 746

COLLECTIONS, CORPORATION PRACT
CASES UNDER FOOD LAWS

TRADEMARK REGISTRATIO

Probably No Remedy for Larkin Nuisance Here

Pennsylvania Merchants Jubilant Over Mistaken Belief That Pennsylvania Act Taxing Brokers Can Be Used Against Larkin Soap Peddlers. How Soap Peddlers Operate. Extract from Legal Opinion on the Subject.

The retail merchants of some of the interior districts of Pennsylvania have been congratulating themselves that an act passed by the last Pennsylvania Legislature can be used to cripple the Larkin soap business. Witness the following dispatch to a Philadelphia newspaper:—

MAIL ORDER TAX DISPUTE.

Enforcement of Law Agitates Women Who Buy to Obtain Premiums.

[Special Telegram to the Public Ledger.]

Spring City, Aug. 29.—The last Legislature passed a law making all persons who sell soap and other articles from mail order houses liable to a tax of $10. This has caused trouble in the homes of more than 600 women in the twin boroughs, as there are upwards of 60 clubs, of ten each, doing business with such houses for the premiums they receive.

During the last few days several agents of firms have been in town endeavoring to sell their articles and obtaining evidence against persons who are selling without having paid the tax. The groceryman will also take the matter up and a boycott is threatened.

So far as can be learned, this dispatch refers to the act of May 7, 1907, entitled, "An act to provide revenue by imposing a license tax on all stock brokers, bill brokers, note brokers, exchange brokers, merchandise brokers, factors or commission merchants, real estate brokers and agents and pawnbrokers, whether persons, firms, limited partnerships or corporations, providing for the collection of the said tax, and imposing certain duties on county treasurers and mercantile appraisers." There was a bill introduced in the last Pennsylvania Legislature imposing a direct tax upon all such schemes as the Larkin scheme, but it failed of passage.

In the act of May 7, 1907, above referred to, a merchandise broker is defined as follows: "Merchandise brokers are those who for a commission or other compensation, make contracts of sale or purchase of property for others." A minimum tax of $11.75 is imposed, with a larger assessment according to the business done.

There seems to be no real ground for believing that the above act can be construed as having any application to soap peddling whatever, much as it might be hoped to. The matter was referred to Elton J. Buckley, Esq., for an opinion, which in part was as follows:—

> I am convinced, after a careful reading of the act and the examination of some authorities, that the law does not apply to soap canvassers. The latter operate in two ways: In some cases they will take orders for full boxes, ordering same shipped direct to the buyer. This is interstate commerce, and cannot be interfered with by a State tax, regardless of the question whether the local seller is an agent or a broker. In other cases the canvasser will herself order from the manufacturer, and upon receipt will parcel out to her various customers the portions purchased. In this case the essential feature of brokerage, i. e., acting for another, is lacking. The seller has sold for herself, and could not be taxed either as broker or factor, though she would be liable to a mercantile tax as a retail dealer.
>
> From no standpoint can soap canvassers be viewed as brokers in my judgment. At most, they are agents, precisely as a traveling salesman is an agent. "A traveling salesman who exhibits samples of his employer's goods and takes orders from purchasers, is not a broker, even though he be compensated for his services by commissions on the sales effected by him." Hamberger vs. Mareus, 157 Pa., 133.

Failures Running About Even.

No Material Change from August, 1906. Figures Covering Grocery and General Store Casualties.

The current compilation of grocery and general store failures for August is at hand from the R. G. Dun Commercial Agency. The figures show no radical change from the same period a year ago.

The figures are as follows:—

General store failures, August, 1907, 84; liabilities, $498,731; August, 1906, 72; liabilities, $451,160.

Grocery failures, August, 1907, 162; liabilities, $634,930; August, 1906, 178; liabilities, $662,875.

The excellent permanence of quality is an inherent characteristic of Snider's catsup. The best and only the best of everything that goes to make a catsup is used in the preparation of Snider's catsup.

STATE HOUSE

CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

The New York Letter

The Price of Food Products. Cocoa Prices to Be Still Higher. Mr. Callanan Says Fruits Do Pay the Grocer. Food Label Regulation Operative October 1st. Small Items of Trade News.

Special correspondence of "Grocery World."

New York, September 13, 1907.

Retailers say that the advancing prices of many staples calls for more explanations than are usually necessary in order to show that conditions in the wholesale markets are responsible. Butter, eggs, vegetables and fruits are all unusually high for this time of the year, and various other foods are either going up or are said to be likely to do so. The latest talk is that milk is to be put up by the dealers so that they will get 9 or 10 cents a quart from the consumers instead of 8 cents, the usual price at present. The grocers will naturally make an advance equal to whatever the milk dealers make. The new contracts which the large handlers of milk have been making with the producers for the year beginning with October are on a higher plane than the old scale.

Consumers now pay 10 cents a quart for milk whose quality is certified by the city's Board of Health, and this kind of milk has a large sale, as many doctors advise its use, especially for children. This milk, it is said, will go up to 12 cents or perhaps 15 cents.

The high price of eggs is drawing from the warehouses considerable quantities that had been placed in storage in the expectation of keeping them there until next winter. The West is using the production from day to day, the brokers say, so that shipments to this city have greatly declined.

Several grocers in talking of the high price of food said that while the general public puts the blame on the weather, the crops and the trusts, yet it pays to keep on making it clear to customers that no unusual profits are being made by the man who sells at retail; that, on the contrary, he is not always making as much as he did when prices were lower.

* * *

The high price of cocoa, to which attention has been called in your columns, continues the subject of discussion in the trade, and the prediction is made in some quarters that still higher prices are to be declared by October and possibly within the next ten days. An advance of 2 cents a pound was made Monday by some of the manufacturers.

On the question whether the price of the bean has gone up because of the consumption outrunning the production or because of manipulation of the market by speculators, a manufacturer said today that in his opinion both explanations apply, the conditions resulting from a combination of causes. He said that it is not impossible that the speculative holders of the beans will force the prices so high as to injure the sale of the manufactured product and then there will be a quick fall.

As to the consumption, this manufacturer said that it amounted this year, up to August 31st, to 26,446 tons, as compared with 23,92 tons for the corresponding perio of last year, indicating a handson gain. He is paying 25 to 27 cent a pound for grades of beans whic he bought a year ago for 13 to 13½ cents.

* * *

Some dealers have been dis cussing the question as to whethe or not it pays a grocer in New Yor to sell fruits and vegetables. A far as fruits are concerned—an they are perhaps considered th most doubtful by many—a positiv and affirmative answer is now give after a trial of nearly a year by J. Callanan, the Vesey street gr cer, and he follows up this depart ment by introducing another that i a little out of the ordinary in th modern grocery store. Next wee he will send to an upper story hi stock of making up orders and wi rearrange the ground floor, cuttin a new door in the front and alterin the show windows, all for the pur pose of introducing and makin prominent a candy departmen

People who buy baskets of frui Mr. Callanan has found, are likel to ask also for a box of candy, an he has been sending out for th

DO YOU BELIEVE IN SIGNS?

When we sell an article for $1.90, which is sold by other grocery houses at $2.00, it is a *SURE SIGN* that we are 5 per cent. lower than they

DO YOU BELIEVE IN SIGNS?

Van Camp's Evaporated Milk, tall, 4 doz.	per case,	$3.65
Van Camp's Evaporated Milk, family size, 4 doz.	per case,	3.45
Van Camp's Evaporated Milk, baby size, 6 doz.	per case,	2.70
Extra Quality Absolutely Pure Black Pepper, either table or butchers, 6 and 10-lb. boxes or 25-lb. pails	per lb.,	.13
50-lb. drums	per lb.,	.12½
Half barrels about 125 lbs.	per lb.,	.12¼
Barrels about 230 pounds	per lb.,	.11½
Karo Syrup, 10c. size, 2 doz.	per doz.,	.85
You will save money by buying Karo Syrup now. It will be higher.		
Best Quality Egg Biscuit, barrels about 33 lbs., single bbls.	per lb.,	.09¼
5 or 10-bbl. lots	per lb.,	.09⅛
Schumacher's Avena, new goods, just in, bbls.	per bbl.,	6.90
Banner Oats, with chinaware, new goods, just in, 20-25c. packages, in case	per case,	4.00
Best Quality Newly Milled Western Granulated Yellow Corn Meal, 100-lb. bags	per bag,	1.60
Wilbur's Cocoa, ½s, 6 lbs. in box	per lb.,	.36
Wilbur's Cocoa, ¼s, 6 lbs. in box	per lb.,	.37
Wilbur's Cocoa, 10c. size, 2 doz. in case	per case,	1.85
William H. Baker's Justice Brand Premium Chocolate, ½s, 12 lbs. in box	per lb.,	.27
Croft & Allen's Swiss Milk Cocoa, ½s, glass jars, 6-lb. boxes	per lb.,	.38½
Appleton Brand High Quality New York State Pure Cider Vinegar, 45 grain, barrels	per gall.,	.12
Old Homestead Brand New York State Pure Cider Vinegar	per gall.,	.11

Ivins' Star Assortment of Crackers and Cakes at $8.20 per assortment. Ivins' price, $8.50. See advertisement and details of this Special Assortment of Crackers and Cakes on page 6 of the "Grocery World." We show quite a saving on this item, and will be pleased to receive your orders for the same.

These Prices for This Week Only—September 16th to 21st, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street, 28 N. Delaware Avenue **Phila., Pa.**

ets until he got tired of doing so. within a few days he will have own supplies. He will not keep ap candies and he will have the ducts of several of the high- de manufacturers. When the nge is made the fruit and the dy displays fill the show win- s. Although this is a season in ich even the fruit merchants have ficulty in keeping their stocks ractive, Mr. Callanan maintains standard and is doing so by get- g fruit from nearly every part the world and having one man king constantly after this part of business.

When he learned the business ty years ago, says the Vesey eet grocer, people bought fruit at groceries, and the stores also l their jars with the old-fash- ed peppermint and other candies. thinks that the grocer to-day n, in many cases, get the same d of trade, but must use the mod- methods.

* * *

Attention of the grocery jobbers being called to the fact that the w Federal food law is to be en- ced strictly as to labels after Oc- ber 1st, so that on shipments out- e the State much care is to be ercised. The Wholesale Grocers' sociation, it is understood, is ing to have an extension granted the time in which shippers may labels that are not strictly in ord with the law, but do not con- n any misrepresentations.

* * *

Several hundred representatives the independent tobacco trade t Monday in the Madison Square rden and organized. The object the new association is to engthen the members, wherever ssible, in meeting the competition the American Tobacco Co., com- only called the Trust. The To- cco Exposition that has been in ogress at the Garden has drawn ge crowds.

* * *

The strike of the truckmen in the ploy of the meat packers has ded in the last week. Another ike is threatened by the Market uckmen's Association because its mands for higher wages for its embers have been refused by the w York Poultry and Game As- ciation.

* * *

Schedules in bankruptcy filed esday by the Crave & Martin Co., nufacturers of cocoa and choco- e at 309 East 22d street, show bilities of $59,500; nominal assets of $16,976, both liabilities and assets being much smaller than had been estimated when the failure occurred.

* * *

That Almeria grapes are likely to be a large crop and the fruit to be of exceptionally fine quality, is the report given out by E. L. Goodsell, of the Fruit Auction Co., who has just returned from the grape growing districts of Spain. Favorable weather until the crop is picked is all that now is required, he says.

* * *

The Thompson seedless grapes which have been coming to this market of late have been sold in considerable quantities by a number of grocers. The shipments are at an end for this season. The Earle Fruit Co. handles nearly twenty cars. The shippers are not sure that there would be an equal demand another year when other fruits were more plentiful and more attractive in quality than they are this year.

* * *

A new corporation has filed its certificate under the name of A. Seidt, and is to deal in groceries and provisions, with a capital stock of $4,000. The incorporators are Adolph Seidt, 2239 Eighth avenue, New York, and H. Seidt and F. Cohen, Far Rockaway, L. I.

FRED A. MCGILL.

Compound Jams and Jellies Up.

High Price of Apples and Advance in Glucose Cause Enhancement of Values. Pure Jams Likely to Advance on Account of Short Fruit Crops.

The exceedingly high apple market and the advancing glucose market have caused a sharp advance in the price of compound jams and jellies. On account of the short crops of small fruits the price of pure jams and jellies seems also on the verge of an advance. The advance up to date ranges from 12 to 30 per cent.

The base of practically all compound jams and jellies is apple juice or apple pulp, and all such products are therefore directly affected by the extremely high prices at present asked for apples. Apple butter, for instance, quoted a short time ago at 85 cents a dozen, is now $1.10.

Peach preserves will be particularly scarce and high this year.

There will be no forgotten charges by your clerks if you use Forbes' Index Coupon Books.

WE CAN GET YOU ORDERS

We knew when the repeat orders came in from the hotels for **Hotel Astor Coffee** that we had a blend that would succeed anywhere under all conditions.

Because if a coffee can succeed with the high-grade New York hotels it can succeed anywhere.

We make and sell many brands of coffee, but we're a bit fonder of **Hotel Astor** than any other. It is truly a delicious blend and there isn't one chance out of a hundred that it won't make the same hit with your trade that it has everywhere else.

We have a special plan getting you orders for **Hotel Astor Coffee**—may we tell it to you?

B. Fischer & Co.
190 Franklin Street, New York
31 S. Front Street, Philadelphia

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Collier vs. Post.

Mr. C. W. Post, of the Postum Cereal Co., asserted recently in one of his advertisements that Grape-Nuts would ward off an operation for appendicitis. "Collier's Weekly" called him a "deadly" liar for saying so. Mr. Post retorted that the Collier's outfit were yellow blackmailers and only attacked him because he wouldn't advertise in their paper. The Collier people then sued Mr. Post for $750,000 libel damages and that is where this very pretty controversy stands at the present writing.

This melee is sure to be of great public benefit, for out of it is reasonably sure to come absolute knowledge whether Grape-Nuts will avoid appendicitis or not.

Squeezed Out.

Business competition has done one striking thing, at least—it has absolutely squeezed every iota of meaning out of some of the most meaty words and phrases in the English language.

For instance, take the following:

Dealer in *Fine* Groceries.
Fancy.
Choice.
Extra Fancy.
Packed for fine trade.
Best in the market.
Better than elsewhere

These are stock phrases of the grocery business and it is not exaggeration to say that in this day they mean no more than blank paper. Men label goods "extra fancy" which are scarcely choice, without a thought of the deception; label manufacturers even sell stickers bearing "packed for fine trade" to any one with the price, and the buyer attaches them to anything he likes without a second's thought that they call for anything in particular. "Best in the market" has become a travesty and "Dealer in Fine Groceries" an idle commonplace which men use not because it has any concerte meaning, but because it is a custom.

The phrase that talks louder than all of them in concert is "money back if dissatisfied." That always means something.

Pure Vacillation.

A California daily paper, commenting on the attitude of the Federal Food Commission toward the use of sulphur in evaporated fruits, speaks as follows:—

> One packer says that he does not give Secretary Wilson's promises of lenieney mueh weight, as he will have no authority in the matter after the ease onee gets into eourt, and there it may be taken by one of the State or municipal health offieers throughout the eountry under the State laws, or even eity ordinances, which, in general, have been framed after the national law, and provide for following the rulings of the department in administration.

The position of the Federal authorities on this sulphur matter is one of astounding weakness and vacillation. When the Federal food law was first enacted it was given out that *no* sulphur could be used either in molasses or evaporated fruits. Up went a fearful cry from the manufacturers that their business would be ruined, and the authorities then launched a campaign of temporizing which is still on. They gave out that no prosecutions would be brought until the question of sulphur in *wines* was decided. For months nothing followed, but the trade never lost their feeling of anxious uncertainty. Then, after nearly a year, came Ruling No. 76, which set the maximum percentage of sulphur in food products at 35-1,000 of 1 per cent. This also left the manufacturers unsatisfied and their cries of protest were resumed. Under their influence the Secretary of Agriculture then announced that no prosecutions would be brought against sulphured goods of this year's pack, even though they contain more than 35-1,000 of 1 per cent. But he has refused to put this in writing or to make it definite at all, and the promise is therefore naturally distrusted.

Why, as a business proposition this is really unworthy of a schoolboy! Is the Secretary of Agriculture sincere when he says no prosecutions shall be brought this year? But first if he is right in his premises, has he the legal right to suspend the law even granting sincerity? If he is sincere and has the legal right, why does he not do it in a sensible way, i. e., by making a definite formal order in the case so that we may all know where we are, at least for a term?

The "Grocery World" does not believe with some of the trade that this uncertainty of method comes from a generous desire to give the trade every chance. We believe that it comes solely from a lack of confidence in the position assumed toward sulphur and preservatives.

An Iridescent Dream.

The last number of the Pennsylvania Dairy and Food Bulletin contained a paragraph which without trying reveals a striking development of modern trade. The paragraph is as follows:—

> The head of the family owes it to the children whom he is rearing to marke his purehases of articles of food and drink from dealers whom he can trust. He will have little trouble in finding such. He should be personally acquainted with his milkman and should know considerable about that milkman's business. He has a right to know. He ought to be familiar with the sources of the milkman's milk supply. He ought to know about the surroundings of the dairy, the condition of the eows, the methods under whieh they are eared for and all things needful to give him a pretty clear notion of the condition of the milk consumed by his children and the other members of his family.

This is a good theory, but in this day it won't carry out. It ought to, but it won't. Unquestionably a man should know the origin of the food he eats, and in the old days, when merchandising was primitive, he could know it. He can't to-day, however, because the old primitive merchandising has given way to a complicated machine in which a product may pass through a dozen hands before it reaches the consumer. Even in its simplest form the plan makes absolute knowledge impracticable. Where formerly Jones, the butcher, killed his own meat, often from his own cattle, and sold it direct to his customer, to-day the Chicago meat packers kill it from cattle which they buy in the open market. And bef the meat reaches the consume often goes through at least more hands—the jobber's and retailer's. Milk, the subject of above paragraph, presents the sa condition, and so does practic every article of food. The n who literally acted upon the prai worthy principle that he sho know the original source of food—in other words, know the tails of the milkman's business, conditions of the cows and the da —would spend his time seeking unattainable. He could not lea In this day consumers must depe to an extent never the case befo upon the good faith and the prob of their merchants.

The Consistency of Sunday-closing Laws.

In certain localities the autho ties are assiduously cultivati trouble by deavoring to e force the old bl Sunday-closi laws against the small storekeepe who have formed the habit of doi business on Sunday much as other days. In principle these la are good. If we are to be a Go fearing people, let us abstain as f as we can from all manner worldly employment. But it is d sirable that we should be consiste in our observances. Where is t consistency in closing the groce store and permitting such oth forms of labor as railroading, tro leying, choir singing by paid singe and many others? These thing are work, and they are worldl work. Very likely the magistrat who issues the warrant against th small grocer who sells on Sunda will ride on a trolley on the Sabbat Day, thus doing his share to compe work of another sort.

These other things are justifie by the excuse of public necessity But the procuring of food may b even a direr public necessity tha trolley riding or choir singing Where shall the line be drawn?

All this is beside the questio whether a grocer should voluntar ily sell on Sunday or not. Unques tionably he should not.

Grapes are now well into their season. New York and Delaware are supplying most of the shipments, prices ranging from $1 to $1.25 per case. A few Niagaras are in and a few Concords. Moore's Early are also seen in market.

A Lawsuit That Teaches a Lesson

hiladelphia Grocer Compelled to Pay Damages to Customer Who Fell Over Hole in His Pavement. Moral Is That Constant Care Should Be Exercised to Leave No Loop Hole for Vexatious Litigation.

A case which emphasizes the care hich a merchant should exercise leave no loophole open through hich he may be betrayed into anoying and expensive lawsuits, has ist been decided by the Pennsylania Supreme Court. The dendant was Robert J. Milligan, a etail grocer of Forty-third street nd Lancaster avenue, Philadelphia, nd the plaintiff was Jane Brown, ne of his customers. Mrs. Brown's usband joined her in the suit, as is ustomary in actions of this charcter.

The facts of the case were as follows: On August 2, 1902, between and 3 o'clock in the afternoon, Mrs. Brown, one of the plaintiffs, was coming out of a store at the orner of Forty-third street and Lancaster avenue, in Philadelphia, nd, as she alleges, stepped into a hole, in the pavement about six nches from the door sill of the said tore in which she had been buying goods. She was carrying a market basket filled with groceries on one rm and under the other arm she had a package of dry goods. She had bought the groceries in the defendant's store, in stepping out of which onto the sidewalk she fell. There were boxes and barrels on one side of the door of the store and a display of goods on the other side. A young man who waited upon her n the store came out in advance of her carrying a sack of flour which she had just purchased from him. The young man, Grau by name, was an employee of the defendant. Mrs. Brown says she expected her son to meet her, and as she left the store she looked up to see whether he was coming down Forty-third street. The fall injured her ankle, and she suffered pain and loss of time and her husband lost her services for a time and incurred a doctor's bill and other expenses. The action was brought for the recovery of damages resulting from the said accident to Mrs. Brown. The jury found a verdict in favor of James Brown for $68, and in favor of Jane Brown for $96. Judgment being entered on said verdicts, the defendant appealed.

The case was practically fought over the one question whether Mrs. Brown had been guilty of contributory negligence; that is whether she had taken the best possible care of herself under the circumstances. If she had not, the rule is that she cannot recover damages, even though the grocer had been negligent himself. It was practically admitted at the trial that leaving the hole in the pavement amounted to legal negligence, and that the damages awarded were correct.

The court's opinion on the question of Mrs. Brown's contributory negligence was in part as follows:—

> The evidence shows that this hole had been there for several weeks, and that it had been caused by the defendant's employees taking heavy barrels and boxes out on the pavement in such a manner that they had broken the pavement and caused the said hole. Therefore, the jury could find that the defendant had constructive notice of this unsafe place within a few inches of the door sill of his store. The contention on the part of the learned counsel for the appellant is that Mrs. Brown was guilty of contributory negligence, and that the court ought to have given a binding instruction in favor of the defendant. In support of this contention it is argued that the accident happened in broad daylight, and that if Mrs. Brown had been looking where she was going, as she ought to have done, she could have and undoubtedly would have seen this hole, and she would have been bound to avoid it.
>
> The defendant was a merchant carrying on a large business, and he invited people to enter his store and go out of it over the defective pavement. The location of the hole within six inches of the door sill would, manifestly, make it less conspicuous than if it had been out in the pavement where people were accustomed to walk up and down the street. Mrs. Brown gives a reasonable explanation of why she failed to see this hole when she entered the store. She says she met a lady coming out whose dress skirt covered this hole so that she (Mrs. Brown) was unable to see it. It is in evidence that hundreds of persons passed in and out of the store in a single day. It is also in evidence that this hole had been covered with a piece of board for some time, but it was not there at the time of the accident. Mrs. Brown entered the store to make purchases, and she was well loaded with some goods when she passed out of the store and met with the accident. She was immediately preceded by an employee of the defendant who was carrying her sack of flour which she had just purchased, with other goods, from the defendant's store. We think she had a right to assume that the entrance to the store

At Home or in Market

Why pay more than you need to for any article of holiday or general merchandise at home or in market?

Don't you risk doing just that when you buy without knowing what we are offering?

With a four-house outlet, a world-wide buying organization and our catalogue-only way of selling—OUGHT we not to be always showing at least enough good things to repay you for thoroughly looking us over at home or in market?

See for yourself—on our sample floors in market, in our monthly catalogue at home—what share of your fall and holiday orders should come to us **for your own sake.**

If you haven't a copy, our current catalogue quoting guaranteed **net prices in plain figures** for all our fall and holiday goods is yours for the asking.

Write for that catalogue No. D 626 —now.

Butler Brothers

WHOLESALERS OF GENERAL MERCHANDISE

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: Baltimore, Dallas

was in a reasonably safe condition, and it is not likely that any one would critically inspect the doorway and the pavement immediately connected therewith, either in going in or coming out of the store. A person turning from the main pavement to enter a store would naturally look at the door, or, if it was open, look into the store.

While the case at bar is close to the border line as to the contributory negligence of Mrs. Brown, we are clearly of the opinion that it does not fall within the class of cases where the court can declare, as a matter of law, that she was guilty of contributory negligence.

The decision of the lower court was therefore sustained.

California Evaporated Fruit Men Solve Sulphur Problem.

They Agree to Give Trade Guarantee for Protection Against Federal Prosecution Instead of Guarantee of Legality.

The California Fruit Canners' Association and other California producers of dried fruit have adopted a solution of the sulphured fruit problem. The producers have admitted that they used more sulphur in their evaporated fruits than the Federal food authorities said was permissible. In spite of this, the Secretary of Agriculture promised that no prosecutions would be brought this season, but refused to give any more than his word to this effect. The recent ruling put the packer in a position where he could not guarantee his goods to be in conformity with the law, and it has been a question whether the trade would agree to take the fruit without the guarantee.

The packers have now adopted the plan which the "Grocery World" suggested several weeks ago was the most practicable—they are giving a guarantee not of conformity with the law, but of protection against Federal prosecution. There is no guarantee of immunity against State prosecution, but it is scarcely likely that any State Food Department will attack what is permitted by the Federal Government. In Pennsylvania the Food Department is absolutely bound by the Federal regulations.

In consideration of this guarantee it is probable that practically all the trade will now accept deliveries.

Near-by cantaloupes are glutted. The range is 20 to 50 cents per basket. Colorado cantaloupes are selling very low for the season—$1.50 per crate—owing to the heavy supply of near-by fruit.

Foreign Grocery News Delivered Through Washington

Last Smyrna Fig Season Unprofitable to Shippers. Heavy Increase in India Tea Business. American Consul Says We Can Sell More Butter in Malta. In Puerto Plata Cheap American Butter Sells for Forty Cents a Pound.

Special correspondence of "Grocery World."

Washington, D. C.,
Sept. 13, 1907.

Last season proved unfavorable for the majority of shippers of Smyrna figs, according to Consular reports. Owing to overlarge forward sales prices were started unexpectedly high, and the keen competition to obtain figs to fill orders already booked caused prices to be firmly maintained during September and to be even advanced in October, despite the falling markets abroad. It is therefore expected that export merchants at Smyrna will be a little more reserved this year. Foreign buyers are also evincing more care as to the dealers with whom they contract. If this policy is carried out it is probable that the fig trade in general will be healthier and more satisfactory to those immediately interested than it has been for years. The present prospects for the crop are exceptionally favorable. The trees are laden with fruit apparently free from blight. The yield is estimated at 120,000 loads, or 26,500 tons, as against 24,800 tons in 1906 and 22,000 tone in 1905.

* * *

Since beginning, the tea industry in India has made a steady and remarkable growth. In 1885, 71,525,977 pounds were produced, while the last Government report shows that in 1906 the production was 240,849,994 pounds. In 1906-7 the total exports of Indian tea amounted to 236,731,623 pounds, an increase of more than 18,000,000 pounds over the previous year. Of this amount America took 16,266,000 pounds, of which 14,493,701 pounds went to Canada. Over 12 per cent. of the exports to the United Kingdom are re-exported to Europe and America. Throughout the last five years the percentage of the Indian tea crop sent to the United Kingdom has steadily diminished, while the direct exports to other countries have increased in the same proportion. The average prices obtained for the three principal grades of Indian tea at the auction sales in 1906 showed a substantial improvement over the previous two years, being 12⅔ cents, 10 7-12 cents, and 8 7-10 cents per pound respectively.

* * *

Writing from Valetta, Consul John H. Grout furnishes detailed information about the sale and consumption of butter and butterine in Malta and advice to American shippers to make an effort to sell more butter there. If prices could be arranged to offset to a certain extent freight charges, which latter would require a study of handling and most feasible routes of shipment in order to deal inteligently with the matter, there ought to be a market at Malta for American canned butter and butterine. None is produced there, and supplies for the civil population and the large military and naval forces stationed at the port at all times have to be obtained from the outside. Large quantities of butterine are consumed there. At present most of the supply comes from England. Large quantities of butter are also consumed, coming from England, Australia, Holland and Denmark. There is no duty upon either article. In addition to the numerous retail grocers there are many distributers in the shape of contractors to the army and navy. The latter purchase in large quantities, and so keen is competition prices have to be very low in order to admit of even a small margin of profit. Owing to the climate and lack of refrigerating facilities, small packages are desirable. For this reason, and in accordance with local demand, butterine arrives in tins containing 28, 14 and 7 pounds each. Wholesale prices range from $9.73 to $19.46 per hundredweight (112 pounds), according to quality. The principal brand used is that known as "Crown Head." It arrives in cases of 28 pounds, packed in parcels of 1 pound each, and retails at 14½ cents per pound. Butter arrives, when in tins, in smaller parcels. A few of the larger grocery establishments, however, are provided with refrigerators, and these often receive their supplies of butter in firkins and eve larger containers. Australian bu ter at that writing in August reta at an average price of 26 cents p pound, while Danish canned butt in 1-pound containers, is sold at cents per pound.

* * *

Consul W. H. Gale, of Puer Plata, says we could also sell mo butter in his field. Most of the bu ter now sold there is from De mark. It is packed in 1-pound ti and retails at 65 cents each. Th wholesale price to importers is cents. The duty amounts to $14.7 per quintal. The terms are si months. This butter is for tab use. A very small quantity of bu ter is imported from the Unit States. It is of inferior quality an for cooking purposes only. It packed in tins of 1 to 25 poun and retails at 40 cents per poun The wholesale price is from 18 t 23 cents per pound, according t the size of tin. The duty amoun to $14.76 per quinatl (220. pounds). The terms are ninet days.

* * *

Still speaking of American bu ter, this time in Venezuela, our Vic Consul for the Puerto Cabello di trict writes that the total amount butter imported through the loc custom house of that district dur ing the year of 1906 was valued $48,960. Germany sent $25,33 worth, and the share of the Unite States was $21,854. The duty o butter is equivalent to about 7 cents per 2.2 pounds. The duty butterine equals about 23.5 cent per 2.2 pounds. The freight on 10 pounds of butter or butterine fro New York is about 30 cents, an from Germany it is about twice tha amount, which the importer has t add to the cost price of his impor tation. The wholesale price of but ter in Germany at port of embark ing, in pound tins—the size mos popular—is 36 cents; in 2-poun tins, 33 cents, and in 14-pound tin 27 cents. In the United States it i from 18 to 27 cents per pound, ac cording to quality, and with slig variations according to quantity The Consul writes that if th American manufacturer of butterin can furnish the dealers of Venezuel with a product that is satisfactor and which can be sold more cheapl than butter after all duties hav been paid, there is no reason why demand could not be created for it not to take the place of butter, bu to establish itself as a separate com

dity. The high import duty is sponsible for the fact that mer- ants there do not handle butter- , but if they could purchase it at price sufficiently reasonable to able them to pay all charges and n be able to sell it with profit, y would import it, as no preju- e exists against its use. The atively high retail price—50 nts per pound—of ordinary but- , which does not keep well in the mate, prevents it from being gen- lly used.

HOLT.

Wages Advance More Than Food.

deral Labor Bureau Shows That While Food Prices Last Year Have dvanced Only 2.9 Per Cent., Wages dvanced in the Same Period 4.5 Per ent. Argues That Laboring Classes etter Off Than They Were Before.

cial correspondence of "Grocery World."

Washington, D. C.,
Sept. 13, 1907.

According to a statement issued s week by the Bureau of Labor, wages of the laboring men, in te of the high prices of food, ve a larger purchasing power n last year. The report shows t in the principal manufacturing l mechanical industries of the ntry average wages per hour in 06 were 4.5 per cent. higher than 1905, the regular hours of labor week were 0.5 per cent. lower, l the number of employees in the ablishments investigated was 7 cent. greater. The average full- e weekly earnings per employee 1906 were 3.9 per cent greater n in 1905.

According to the same report, ring 1906 wages were increased nerally in nearly all industries, 40 the 41 industries covered by the estigation showing some in- ase. In the industries as a ole, weighted according to im- rtance, the increase in hourly ges was 4.5 per cent.

The retail prices of food ighted according to consumption representative workingmen's nilies, were 2.9 per cent. higher 1906 than in 1905. As the ad- nce in wages per hour from 1905 1906 was greater than the ad- nce in the retail prices of food, purchasing power of an hour's ges, as measured by food, was eater in 1906 than in the preced- year. In 1906 the purchasing wer of an hour's wages as ex- nded for food was 1.4 per cent. greater than in 1905 and the purchasing power of a full week's wages was 1 per cent. greater in 1906 than in 1905, or, in other words, an hour's wages in 1906 in the manufacturing and mechanical industries of the United States would purchase 1.4 per cent. more food than an hour's wages in 1905, and a full week's wages in 1906 would purchase 1 per cent. more food than a full week's wages in 1905.

The price of food was higher in every month of 1906 than in the corresponding month of 1905. The increase over the corresponding month of the preceding year, which in February, 1906, was only 0.4 per cent., grew steadily greater throughout the year, the price in December, 1906, being 5.1 per cent. above that of the preceding December. The price in December, 1906, was 4.8 per cent. higher than the average for the year 1906, which year showed a higher average than any other year during the seventeen years, 1890 to 1906, covered by the investigation of the Bureau of Labor.

The increase in prices in 1906 over 1905 applied, in unequal degree, to 25 of the 30 articles included in the investigation. The articles which showed the greatest advance in prices are lard, 9.8 per cent.; evaporated apples, 9.1 per cent.; fresh pork, 8.8 per cent.; dry or pickled pork, 8.7 per cent.; bacon, 8.4 per cent.; ham, 7.3 per cent.; while the advance in fresh fish and mutton exceeded 5 per cent. The only articles which showed any material decrease are flour and sugar.

The articles which showed the most marked advance in prices in December, 1906, over December, 1905, are butter, 15 per cent.; lard, 13.9 per cent.; fresh pork, 12.2 per cent.; dry or pickled pork, 11.9 per cent.; bacon, 11.1 per cent., and ham, 9.8 per cent. The only articles which showed any marked decline in price in December, 1906, from the price in December, 1905, are potatoes, 5.8 per cent., and flour, 4.8 per cent.

As compared with the average for the ten-year period, 1890 to 1899, the average wages per hour in 1906 were 24.2 per cent. higher.

HOLT.

Eggplants have not yet reached bottom for the summer, but will soon. The present average is 25 cents.

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

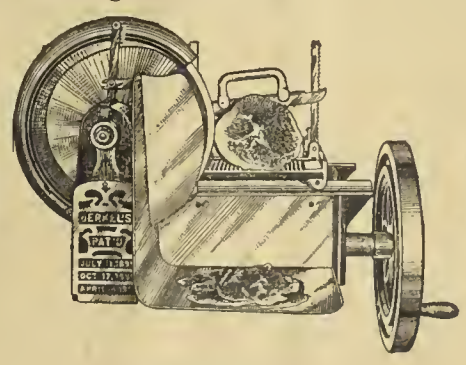
A Letter and a Moral

We could offer no better evidence of the esteem in which the American Slicing Machine is held by users than the daily correspondence which reaches our office.

For instance, in this morning's mail comes a letter from Mr. A. W. Thode, of Galena, Ill. He asks us: "Would you like a nice recommend? We can give one heartily, as the machine is perfect."

We did Mr. Thode a mighty good turn when we placed the machine with him. He realizes it, and being a square-deal sort of a man, he wants to let us know it.

Plenty of letters along the same lines reach us all the time.



The moral of all this is that **you**, you who are reading this notice, need the machine in your business.

Perhaps you've often thought of it, but never took the time to investigate.

That's what we want you to do now.

Just a card to us will bring you particulars; and sending that card to us has led thousands of your fellow merchants to a big increase in trade and profit on sliced meats.

Write us to-day.

AMERICAN SLICING MACHINE COMPANY
54 Fifth Avenue, Chicago

MAPLEINE

THE BACKBONE

of business—is more business.

MAPLEINE

is the right prescription for your business. There are no two ways about it, Mapleine is in stronger demand than ever, and mail orders are coming in right from your section. The question is, do you want to take hold of a live wire and tell your customers you have it.

There is more in it than our "Say-so."

Send in the order to-day for a case

E. E. HARDING & CO., Agts., Philadelphia
CHAS. W. JACOBS & ALLISON, Agents, NEW YORK CITY
Manufactured only by
CRESCENT MFG. CO. - - SEATTLE, WASH.

HE DID NOT KNOW

although using them, the full value and merit of our

FORBES' INDEXED COUPON BOOKS

until he ran out of them. He says:

Please ship me 300 books ***. I never knew how much these books saved me until I ran out of them, and in the future I intend to urge the use of them wherever I can.

H. McNELLY, Washington, Pa.

All sizes. F. O. B. your nearest express office. Prompt shipments. Stop worry, bookkeeping, forgotten charges, etc. Best for cash or credit. Many have used them for more than ten years. You need them and will want them. Ask us for samples.

J. P. FORBES, Forbes Building, Coshocton, Ohio

MILLBOURNE
AND
ONTOP
SPRING WHEAT
FLOUR

When our wheat washers are installed we will have the only mill in the east that is so equipped, and with additional purifiers in operation, we will be in position to reach perfection in these favorite brands. Our ambition it to make and sell the best flour in the world.

MILLBOURNE MILLS
63d and Market Sts.

SHANE BROTHERS CO.
Proprietors
672-686 Bourse Philadelphia

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking f the right man to take charge of its "Window-Dressing Department and contribute a good, suggestive weekly article. We have tri several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribe probably every one of whom has some technical knowledge of wi dow-dressing. What we want is articles clearly describing windo displays that can be made by the average retailer; not necessarily ne or original—in fact, those which have been used successfully a perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay average price of $5 each. All matter sent in under this arrangeme should be addressed to the "Window-Dressing Department." drawings are also sent they should be made throughout in black i (not pencil).

THE GROCERY MARKETS

Tea.

The tea market is in fairly active condition, the demand being a steady one for actual wants. The list is steady to firm, the comparatively short supply preventing any softness in prices. The outlook is for a steady market, with no particular change in values.

Coffee.

Early in the week the market for Brazil coffees was forced up through the support of the speculative interests. Later, however, Europe declined and caused a decline of 20 to 25 points on this side. The market at present is about ¾ cent above the basis of the early summer. The trade have been forced into the market to a considerable degree as the cool season approached, owing to seasonable demands for larger stocks. The general trade shows no indication of any intention to help the speculators carry the present heavy load of spot coffee. The market for Brazil coffee options is an extremely narrow one, being confined almost to professional trading. The present position of coffee is recognized by all as a purely artificial one, and the enormous supply held by the syndicate, though in no way applicable to present market needs, is still hanging over as a threat. Mild coffees are very steady and some grades, notably Maracaibos, Caracas and Bogotas, are very firm and in small supply. Java and Mocha are steady and unchanged.

Sugar.

The sugar market shows no radical change for the week. Raws have been weak and strong by turns Europe has slumped on account of better weather conditions, but lat recovered somewhat. The Cub prospect is also being much affect by the weather, and the entire ra situation is rather uncertain. R fined sugar is unchanged for t week and in fair demand. It seer to be generally admitted that t European beet crop will be small than last year.

Syrup and Molasses.

Glucose remains unchanged Compound syrup is in fair dema Sugar syrup is in good dema both for home and export, and t market shows an advance of 1 2 cents per gallon, owing to t improved demand and in sympat with the condition of the gluc market. Molasses is about t changed. No change has occurr and no special demand is report

Fish.

The mackerel market is firm a active. Irish summer fish is abo cleaned up and the conseque scarcity has caused an advance du ing the week of $1 per barr Norway summer fish is also brin ing slightly better prices. No Norways are available as y Shore mackerel are scarce and abo out of the game. Cod, hake a haddock are dull on spot at t changed prices. The trade loaded up with future fish and demand is therefore light. Dom tic sardines are steady and t changed. There is some talk abo advancing the market to a ba of $4 for quarter oils after packing season ends, but this wo mean such a radical advance t it is scarcely credited. The prosp for French and Norwegian sardi is very firm, as the catch up to d has been very small. The seas has still 60 days more to go, ho

. Salmon is unchanged and . Deliveries of all grades will short. Prices are strong and unlikely to advance.

Canned Goods.

he tomato situation is about unged. Old spot goods still rule nd 87½ cents f. o. b., and a few goods, standard quality, have delivered at about the same re. The market is firm and to a t extent depends absolutely on weather. Corn is dull. There trading and no change in price prospect. Peas are getting ly cleaned up and anything l under $1 has again grown ce. Peaches show no unimement. The Baltimore pack is ly over, and prices are strong unchanged. Some Western crs have offered peaches durthe week at a concession of 10 5 cents per dozen from the rulmarket, but this still leaves the ket high. Spot apples have adcd to $3.75 for New York gal-

Nobody will name a price for rcs. The situation is very firm. es on Baltimore and Pennsyla apples have advanced 25 to ents in sympathy with the New k State market. The line of ll Baltimore canned goods is unged and quiet. California ied goods are in light and en supply and firm.

Dried Fruits.

he prune market is showing s of strength. The spot market robably ¼ cent stiffer, largely eeount of heavy buying and the that stocks are not heavy. ie new prunes are on the way now. The market for future ies is a little stiffer, though no al change has occurred as yet. ches show neither change nor rovement. The first new curs will arrive within the next days and are offered at ruling es. Spot currants are scarce firm. The market will ease off n new currants become more utiful. The raisin market shows change. New raisins will be pcd next week. There is no ial demand and stocks are low. icots are quiet and very high. ples are exceedingly scarce and , with 11 cents per pound being ed for futures.

Beans and Peas.

ea beans show no particular nge from last week. The marranges from $1.95 to $2. Mars have advaneed to $2.25. The look is for higher prices unless the crop proves better than is now expected. New Marrows are considered not unlikely to open around $2.50. California limas are unchanged and the demand is light. Split peas are in good demand at ruling prices. Other grades of dried peas are firm, scarce and wanted.

Butter.

The butter market is firm at the recent advance. The make is not as large as usual for the season, while the consumptive demand is very good. Prices are about 20 per cent. above normal for the season. The outlook at present is for a firm market at unchanged prices. The make of Pennsylvania butter is very short, and prints are not likely to show any change for the next few days at least.

Eggs.

The egg market is firm at unchanged prices. There is a good consumptive demand and the receipts of fresh eggs are about normal for the season. The bulk of the trade is at present being supplied from storage eggs, so that no important change is likely within the next week.

Cheese.

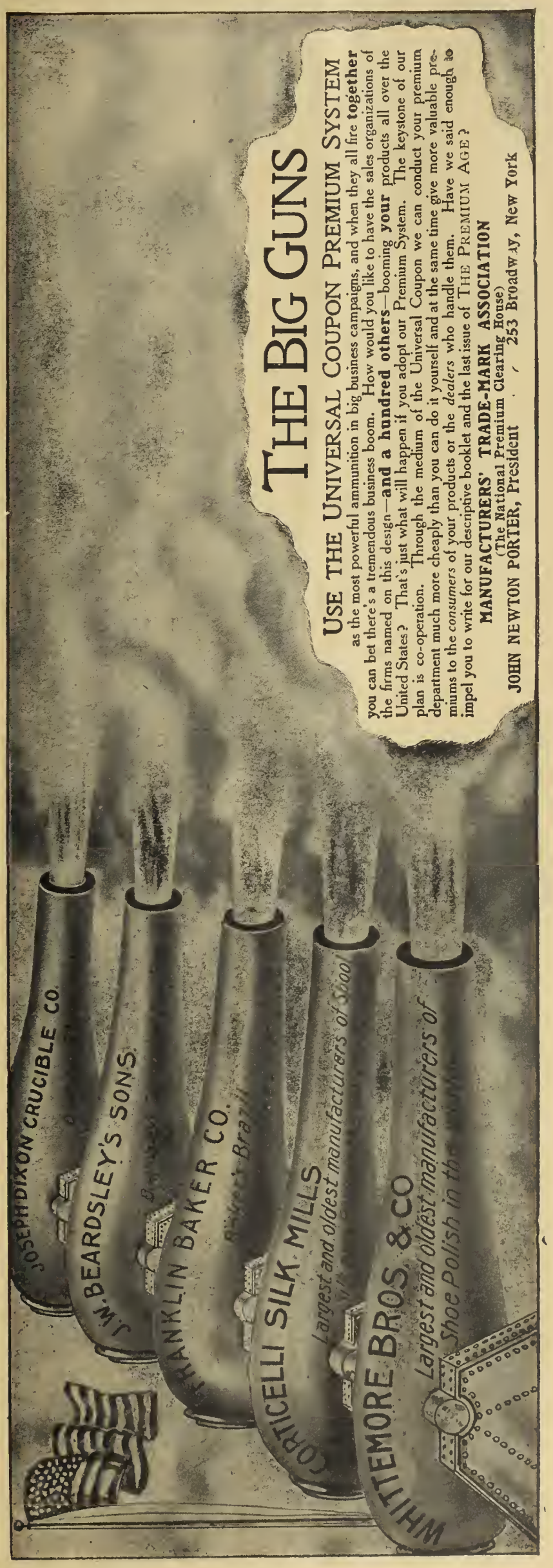
The cheese market shows an advance of ½ cent, which is general throughout the country. The make is running very short and high prices are likely from now on. The present price is 15 per cent. above a year ago, while the make is fully 15 per cent. short. The consumptive demand for cheese absorbs the receipts every day.

Provisions.

The market for smoked meats is about ¼ cent off on the entire line. The decline is wholly seasonable, and the demand is fairly active, considering the season. Stocks are about normal, and the market will likely remain stationary for the coming week. Pure lard is unchanged and is firm at the recent advance. Compound lard is unchanged, but holders are talking an advance. A scarcity is looked for, and if there is any change it will be upward. Barrel pork is unchanged, as are canned meats. Dried beef is firm at the recent advance. The demand for the full line of provisions is fully up to the standard for the season.

Produce.

White potatoes, 35 to 40 cents per basket, demand good; sweet potatoes, fancy red, 60 to 65 cents per basket; fancy yellow, 50 to 60 cents;



culls, 25 to 35 cents, demand good; eggplants, 15 to 20 cents, demand fair; cabbage, savoy, 50 to 65 cents per barrel; red, $1.25 to $1.50 per barrel, demand fair; squash, 20 to 30 cents per basket, demand fair; cucumbers, 40 to 75 cents, demand fair; turnips, 20 to 25 cents per basket, demand fair; string beans, 15 to 25 cents per basket, demand poor; corn, 25 to 40 cents per basket, demand good; carrots, 35 to 50 cents, demand fair; peppers, green, 25 to 30 cents per basket; red, 40 cents; cayenne 8 cents to $1 per basket, demand fair; lima beans, flat, 30 to 40 cents per basket; improved, 50 to 65 cents; shelled, 10 to 12 cents, demand good; onions, yellow, 50 cents per basket; white, $1.50 per bushel; pickling yellows, 65 to 80 cents; white, 80 cents to $1, demand fair; radishes, 1½ to 2 cents per bunch, demand fair; spinach, 75 cents to $1 per barrel, demand fair; watercress, 2½ cents per bunch, demand fair; celery, York State, 20 to 35 cents per bunch, demand fair.

Green Fruit.

Apples, 15 to 80 cents per basket, demand good; bananas, firsts, $1.25 to $1.50 per bunch; 8-hands, 90 cents to $1.15; 7-hands, 60 to 75 cents; 6-hands, 40 to 60 cents, demand poor; California oranges, $3.50 to $5 per box, demand fair to good; limes, 80 cents to $1 per 100, demand fair; lemons, $2.50 to $4 per box, demand fair; pineapples, $4.50 to $6 per box, demand poor; scarce and high.

Nuts.

Peanuts, roasted, choice, $1.25 per bushel; fancy, $1.50; large jumbo, $1.65 per bushel; green peanuts, choice, 5¾ cents per pound; fancy, 7 cents; large jumbo, 8 cents, demand fair; Brazil nuts, 8½ cents per pound; filberts, 10½ cents; pecans, 16 cents; walnuts, Marbots, 12½ cents per pound; mixed nuts, 11½ cents, demand slow.

MARKET NOTES.

The tomato market stiffened somewhat during the past week, but later declined again because the canners stopped buying. The shipment of contract tomatoes has begun, so that the packers no longer have the same need to come into the wholesale market. Late in the week the market dropped 10 to 12 cents and the price ranged from 20 to 30 cents. This is a higher range than last year, but may be only because the season is late. The crop outlook is still good.

Watermelons have slumped, owing to heavy supply, and the range is now 8 to 25 cents. The demand is draggy.

Sma'l News of Local Pennsylvania Association.

The Pittsburg Retailers' Suit Against the Produce Men's Association. Little Convention at Tower City.

Special correspondence of "Grocery World."

Erie, Pa., September 12, 1907.

Several neighboring associations will meet at Tower City on September 18, 1907, for a quarterly conference. William Smedley, of Philadelphia, has been induced to address the meeting.

J. P. Drown has been engaged as permanent secretary for the Corry Business Men's Exchange.

Retail dealers in food products at Pittsburg, through W. A Arbour, a produce dealer on Liberty street, have filed in the United States Circuit Court a bill in equity against the Pittsburg Produce Trade Association, which is alleged to be a monopoly in restraint of trade, violating the postal laws, and in other ways subjecting itself to the jurisdiction of the Federal Courts. It is alleged that this combination of middlemen is to blame for the high prices of food products in Pittsburg and vicinity.

A. M. Howes,
State Secretary.

ASSOCIATION NEWS.

St. Paul, Minn.

At the last meeting of the St. Paul Retail Grocers' Association, August 27th, President J. W. Lux referred to the public discussion of the parcels post bill, the passage of which by the next Congress will be sought. Discussion of the parcel post topic was continued, concluding with the adoption of a resolution, viz:—

As the public mind is filled with declarations coming from agents and representatives of the great retail mail order houses of Chicago and elsewhere with the boast that a parcels post bill of their dictation will be enacted by the next Congress.

We, the members of the St. Paul Retail Grocers' Association, hereby file our protest against this most vicious attempt to assault and stifle the business of the retail genera merchants.

Therefore, Be it resolved tha calling the attention to this matte of our representative in Congres from the Fourth Minnesota District Hon. F. C. Stevens, we request an urge upon him to exert all opposi tion in his power to the passage o a parcels post law, which we asser will be unjust and injurious to all o our merchants and also the genera government.

St. Louis, Mo.

After a discussion lasting nea two hours the St. Louis Retail Gr cers' Association decided at its l meeting that the best interests o vast majority of the grocers of t city would be best served by t passage of a city ordinance wh would put the lid absolutely on stores handling groceries in the ci Distinctly stating that the action the meeting did not bind the me bers of the association to close Sunday until there is a law co pelling all retailers to do the sa the members present practica unanimously indorsed a resoluti favoring the ordinance which now being pushed by the Kan City Association, with some f amendments which are called for local conditions.

It was not deemed wise to acc the offer of the Master Butche Association to co-operate with th in a legal effort to close all grocer through the provisions of the M souri State law.

By the action of the meeting matter was turned over to Legislative Committee of the as ciation, with instructions to h the proper ordinance drawn and sound the municipal assembly how best to accomplish the desi result.

Slices Everything from 6-pound Knuckles to half-ounce Ends.

Freshly Cured Beef, Soft Moist and Juicy

When neatly, nicely sliced, pleases the palates of particular people.

JOHNSON'S EVERSHARP SLICING MACHINE

The only machine made that will slice this soft, juicy, palate-pleasing beef in full size thin sandwich slices.

No waste. Slices up every scrap, however small, in thin, salable slices. Five to ten pounds of waste saved on every 100 pounds.

Saves time. 100 full size slices, thin as paper, smooth and glossy, moist, soft and delicious, piled up smooth, straight and flat like the leaves of a book, in less time than any other machine can mangle and jumble up 60 thick, rough, torn slices.

No competition. Soft, moist, cured beef sliced on an "EVERSHARP" sells itself. Once introduced the people will eat no other dried beef, no matter what form it comes in, how much it is advertised, or how cheaply it is sold.

AN EVERSHARP SLICER INSTALLED IN YOUR STORE

is then refused to all your competitors, and insures you a complete monopoly of the very much enlarged entire dried beef business of your section.

Send for a sample of sandwich sliced beef and wake up to the possibilities of modern progress.

A. W. JOHNSON, New Brunswick, N. J.

THE SCIENCE OF ADVERTISING

his Department is devoted to the criticism dvertising matter sent in, to the devising ew advertising ideas for special occasions, n request, and to the suggesting of original rtisements when data is supplied. All munications sent in for this Department uld be addressed to the Editor of Science Advertising. They will be filed in their r and taken up according to strict rotation.

The picture which I reproduce s week is a good text for a little on individuality in advertising. e grocer who contributes this nple of his work does business in ga, a suburb of Philadelphia. r many months he has used this que billboard form of advertis-, changing the matter regularly. declares that there is no doubt atever that he has gotten results m this method, not only direct ults, but through getting his re talked about.

* * *

The point that I want to make ut this advertising is that it is ividual. There is nothing es-ially brilliant about it, but I uld rather use a commonplace thod of advertising which was it than a high silk hat would be to a small boy. I knew a man once who made himself a perfect laughing stock by doing this. He was a gloomy taciturn individual who never loosened up on any occasion. Somewhere he saw an advertisement written by one of these typical cheery talkers. It was written in a chatty, colloquial style that exactly denoted the personality of the man who wrote and used it. The silent merchant liked it and adopted it, though it no more fit him than a sailor hat would have done. The contrast between the man and his advertising was so ludicrous that it excited public remark. This is exactly the chance that every man takes who adopts another's method of advertising. Either he will get a style wholly unsuited to him or he will get a colorless style that suits one man as well as another because it has no individuality at all.

* * *

Every experienced and intelligent advertiser is striving in this day, above all things, for individual advertising—advertising that won't look like anybody else's. It is not hard to do this. Let every man examine himself. "What sort of a

uliar to myself than a brilliant thod which everybody used. The erage retail merchant is lazy, en it comes to carving out adver-ng methods. He sees somewhere advertisement in his line of siness which he thinks clever and straightway adapts it to his own , often not even changing the rding. Now, the advertisement t he copied may have been a od advertisement, but it may e been no more adapted to the sona'ity of the man who adopted man am I?" If he is grave and dignified, his advertising should be dignified, though not prosy. If he is the hail fellow well met, he should try to infuse the same cheeriness into his advertising. Every man knows what his temperament is, and if he tries hard enough he can make his advertising fit that temperament.

Sweet potatoes are growing weaker, and range now from 65 to 70 cents. The demand is fair.

SHOW THESE ONCE!

Anker's Bouillon Capsules

If you've never sold these Bouillon Capsules, you have no idea of the trade waiting for them. Make delicious and nutritious bouillon, beef tea or soup. Packed 10 in a box; ready for instant use with hot water.

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

LOOK FOR THE
GLOBE
On Hams, Bacon, Lard and Sausage; if you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

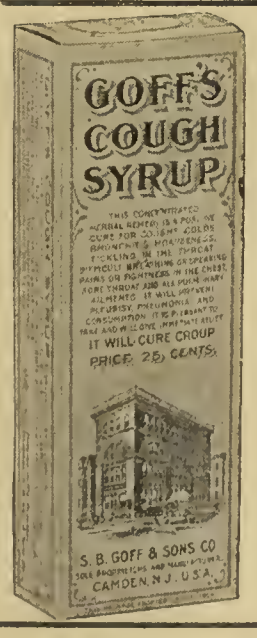
JACOB C SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.

Tourist Almoco Golden Drip

These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.

Levering Coffee Co.
Baltimore, Md.

Established 1842



QUICK SALES
BIG PROFIT
Goff's Cough Syrup
Write for special proposition and new advertising plans.
S. B. Goff & Sons Co.
CAMDEN
NEW JERSEY
ESTABLISHED 1872

You must Advertise or Lose! Then why not Advertise wisely?
The best advertisers in the country—and they are all thinkers—tell you how to advertise successfully in
BRAINS
FOR
The Retailer and Advertiser
The very best examples of clever, money-making advertising in the world are presented weekly.
If you advertise without reading BRAINS you miss the benefit of other men's experience, men who have given years to the study of advertising.
Five dollars a year is all it costs, and its worth it. Sample copy 15 cents.
JAMES KNAPP REEVE
PUBLISHER
DEPOSIT, N. Y.

LUSTRE BRAND is a strictly pure flint glass selected lamp chimney, composed of the finest material money can buy, and will not break from heat.

For sale by all leading jobbers

R. E. TONGUE & BROS.
Allegheny Ave. and Amber St.
PHILADELPHIA

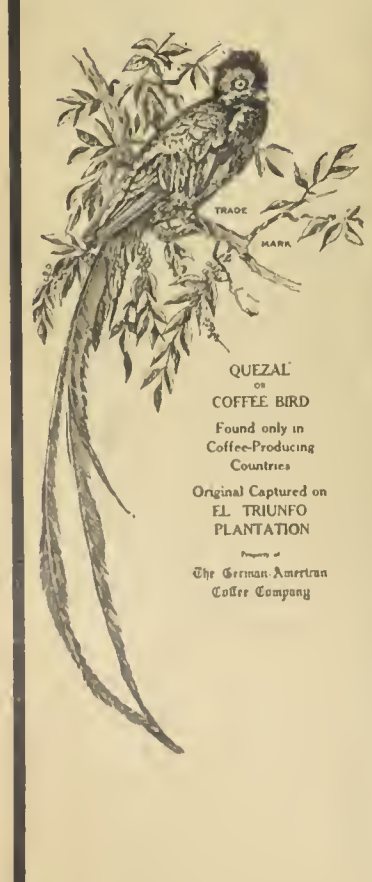
Karo
CORN SYRUP

Karo Corn Syrup is no longer an experiment. It is a rich syrup made straight from corn, much smoother than sugar syrup, and will be preferred to sugar syrup by nine out of ten persons.

Gives the grocer a staple and very ample profit. Packed at the factory in sterilized cans of three sizes, 10, 25 and 50 cents.

Obtainable from any wholesale grocer.

Corn Products Manufacturing Co., Davenport, Iowa



Here's the Difference

There is nothing supernatural about **German-American Coffees,** remember. They are simply coffee, but you will see as soon as you test them that they are different from any coffees you have ever seen before. Your customers will see the difference, too.

How different? Well, they are more like what you consider the perfect coffee—more ideally like coffee. They have more aroma and more flavor than any other coffee grown. There's no end to the quantity you can sell of them!

Grown on the famous Triunfo Plantation of Central America.

The German-American Coffee Co.
Growers, Importers and Roasters
406 Greenwich Street, NEW YORK, N. Y.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Flour Display.

In the centre of your window place a box three feet long, two feet wide and one foot deep. Cover the sides and the front with white cloth. Around the edge nail boards about three inches wide. Paint these boards yellow so as to make the box look like a counter. In back of this counter place a cardboard lady, which you can get for the asking from the N. K. Fairbank Co., New York or St. Louis. They will be only too glad to give it to you for the ad. On each side of your window build high pyramids of flour as high as possible, for this alone will draw attention. Make a sign of white cardboard, any size, with the words:—

FRESH COTTOLENE ALWAYS PLEASES

Tack this in front of your counter. Make another sign which should read:—

IT'S EASY TO ASK FOR GOLD MEDAL FLOUR

Place this card above the lady's head, with strings from each side of the window. In front of the counter place two five-pound sacks of flour and a few cans of cottolene on the top.

If this window and a little extra talk to your customers on Gold Medal won't sell the goods, I can't tell what will.

JOHN REGENSBURG,
101 Philadelphia avenue,
Egg Harbor, N. J., Sept. 10, 190

Labeling Sulphited Molasses.

Inasmuch as the Bureau of Chemistry has not determined with absolute scientific certainty just what exact percentage of sulphites might be used with safety in molasses, Secretary Wilson recently promised not to prosecute the molasses makers for working on their own basis in handling this year's crop, but he required that fact to be set forth on the labels. That made the manufacturers kick harder than before, and Representative Broussard of Louisiana, with Secretary Coffcock, of the New Orleans Sugar Growers' Association, and a delegation of molasses men went to Washington last week trying to convince the Secretary and Doctor Wylie, chief of the Bureau of Chemistry, that something ought to be done for their relief.

"Your proposition would make our labels read, 'Sold under

mise of Secretary Wilson not to secute,'" declared Broussard. Nevertheless, Secretary Wilson uld not change his ruling.

"Do you know what I'll do," said Colcock. "I'll advise my ple to put on their labels 'guar-eed under the pure food law,' if they do that you can't prose-e under your promise."

"Maybe not," said Doctor Wylie, t we could prosecute for im-per labels."

Secretary Wilson finally said he'd ik it over and see what could be e.

ickles Look Like a Luxury.

ctically All Prices on Bulk Goods Withdrawn. Prices on All Grades harply Advance. Bad Crop Outlook e Cause.

The pickle situation is decidedly ical. Prices have sharply advanced and practically all packers have withdrawn prices. The reason is the exceedingly short crop outlook.

The last price on 45 1200s was $9 to $9.50, which is at least $2 above the normal price. This price has since been withdrawn. The early quotation on 32 1200s was $8. This size is quoted at $10 to-day, with practically no holders willing to sell any quantity even at that. The last quotation on 40 1200s was $8.75, but it has been withdrawn and nobody now has any price Deliveries are sure to be very short.

The same condition exists as to bottled pickles. One large concern which sold early in the season at 82½ cents per dozen now asks $1.10 for them, and other grades and sizes show proportionately the same advance. It seems to be generally admitted that the pickle outlook is worse than for many years.

eart-to-Heart Talks With Grocery Clerks

Iutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—Ed.]

IX.

DEMONSTRATIONS.

From now on we will have demtrations in the store. You must rk in harmony with these exits.

Say a word of recommendation to r customer. Allow the demonator to get the order if possible. encourages her. If she knows all have full sympathy with her ds and her effort it makes a trysition more comfortable.

Cultivate this spirit of mutual p. It makes us grow mentally.

SEE THINGS.

That is, see them with the intelt as well as with the eye. If a ng jars on your business sense, ak it out. We want to make this phatic. There's the grouty ker and there's the real kicker. e real kicker shows faults from standpoint, and they are generworth listening to.

KNOW YOUR GOODS.

Ask the manager why one pint tle of catsup sells for 15 cents and another for 25 cents. Why one can of French peas sells for 18 cents and the other for 25 cents.

Of course, you should know this yourself, but if you don't, ask. The same thing applies all through our entire stock. Later we may take up this feature of instruction, but in the meantime know your goods. Be sure to give your customer an intelligent answer. We cannot afford to have men back of our counter say "I don't know."

SELL COFFEE.

Our coffee sales aren't on the increase. This won't do. The goods haven't been varied one iota. We are dealing with the same importers and the same man is doing the roasting that has done it for years.

The explanation is that some one is doing more hustling than we are. Get after your coffee trade. If she is strong on price find out the price and duplicate it or go a few cents under and sell her the under grade.

That's what the jobbers do.

There Is Only One "Exton"

The "**Exton**" Oyster Cracker has been **the** Oyster Cracker for 60 years! Think of it! For 60 years no other cracker manufacturer has been able to equal the "**Exton**" in quality or in popularity.

To-day it is "**The best known and known as the best**" throughout this broad land wherever oysters are used.

Is not that a good reason why you should be prepared for this season's business by ordering your stock now?

No better value **has** been offered you. No better value **CAN** be offered you, and no better value **WILL** be offered you.

A. EXTON & CO.

TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers Stamped "Exton"

This Tells the Tale

A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. "**Knight's Cooking Extracts**" is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are snre of more. You are certain of their absolute purity and a good profit.

KNIGHT'S
Cooking Extract Co.

No. 211 ARCH STREET

PHILADELPHIA, PA.

As Received.

When Filled.

Closed.
Ready for Delivery.

Your Question Answered

"Why should you go to the expense of buying ***Safety Ark Egg Carriers*** when you can do as you've done for years—put them in a bag?"

First, because it saves all the breakage. You can break eggs packed in ***Safety Carriers,*** but you won't unless you deliberately try to. Doesn't that make them worth while in itself?

Second, because it's up-to-date storekeeping to use them. That ought to commend itself to you also.

But as to "going to the expense," there is no expense to speak of. ***Safety Ark Egg Carriers*** are absurdly cheap, and it costs only a trifle more to have your advertisement printed on them.

They're a good thing, brother.

Central Egg Carrier Co., Manufacturers
McGRAW, NEW YORK

Who Gets the Returns?

When we place a page advertisement in the *Ladies' Home Journal* at a cost of several thousand dollars for ***Ralston Health Food*** or ***Purina Whole Wheat Flour,*** what does it do? Does it cause people to write *us* for these products?

No, the major effect, if the advertisement is good, is to create demands upon you and other grocers. Isn't it true that if the goods are all right, you ought to stick closest to the manufacturer who makes it easiest for you to sell his goods? Think that over.

Ralston Health Food and ***Purina Whole Wheat Flour*** are not catch-pennies thrown together to make some money on. They are ideal year-in-and-year-out foods; bona fide to the last grain.

RALSTON PURINA MILLS
Portland, Ore. ST. LOUIS, MO. Tilsonburg, Ont.

Says There Is Graft in Food Shows

Well-known Booth Builder Says There Is a Class of Food Sho Managers Who Take Bribes to Endorse Material Me Contends the Practice Is Grossly Against Exhibitor's I terests.

The "Grocery World" has received a statement from C. D. G. Johnson, who makes a specialty of building booths for food expositions, which charges that in the conducting of many food shows there is graft. The statement in part follows:—

> The season for food shows, expositions and fairs is here, and looking over the instigators of these affairs, we find three classes of men: the upright business man, the grafter, the man who grafts and does not know it. The first should have the support of all concerned; the second should be eliminated, and the third should be enlightened as to his wrong doing. The question arises, how?
>
> In launching the food show, the manager usually has offices where he solicits the commercial concerns to participate as exhibitors. Where these shows run for a week or two weeks' duration, the space sells to the exhibitors at the usual price of one dollar per square foot. The cost of placing an exhibit in these affairs is not a small thing. The rental of space, the cost of booths, lights, signs, etc., with samples, advertising matter and salaries of the attendants, bring the total cost up to a much higher point than we would imagine, and to make it a paying proposition to the exhibitors they must have the support of the management.
>
> Previous to the opening of these events, the management is called on by numerous parties representing the "Trades Crafts;" the booth builder, the decorator, the sign painter, the electrician, and the photographer. They seek Mr. Manager at his office, and each one explains, or tries to explain his particular line, and the merits pertaining to same. They each want to get in touch with the exhibitors, that they may get their patronage in the arrangement of their exhibits. The broad-minded, honest manager will push aside his papers and listen to all. He goes over the details with each one, and he considers carefully, and selects the man in every line who has convinced him as being thoroughly reliable. This man gets his endorsement, and the manager feels in doing this, that he is assisting his exhibitors by giving them an opportunity of securing the services of a competent workman, and it is a protection to the exhibitors by steering them clear of inferior workmen, who ply their trade for a matter of to-day only.
>
> The grafting manager, when the trades craft call upon him, says: "Come into my private office." Here the workman explains his work, and, after listening, the manager coolly replies: "If I give you my endorsement and support, what am I to get out of the deal?." In other words, he wants a "rake-off." He is too narrow-minded to consider future success. Get all he can now. He does not consider the merits of the workman, but he is after that little, measly per cent., and he often turns down the reliable workman with the real goods for the "rake-off," or revenue, from the inferior man. He is not thinking of or caring for the welfare of his exhibitors, who usually patronize the man of his endorsement.

The California Prune Shortage.

From appearances the new cr of California prunes is going to f considerably short of the estimat Competent judges put the yield n to about 20,000,000 to 25,000,0 pounds for the Santa Clara Vall and deliveries will fall short abo 25 per cent., and in some instanc where farmers have finished brin ing in their green prunes they ha fallen as far as 50 per cent. sho

Flour Miller Again Discuss Retail Grocer's Methods.

Says Retail Trade Is Always Prejudic Against Local Flour Mills. Wa Flour That Comes from Outsi "Spring Wheat" Frauds.

Mr. D. Waugh, the Weste flour miller who not long ago cri cised the profit made by retail gr cers on flour, and compared it u favorably with his own, is out aga with a statement in the "Americ Miller." He says:—

> I have always been a friend to the retail dealers and have been selling them flour for about forty years, but it seems I must not say anything about what is a reasonable profit for handling the flour Now, when a dealer buys flour it is his, and he can make his own price and I am not allowed to make any suggestions; but when I go to sell flour he quotes the lowest priced flour that comes to town and expects me to meet competition, regardless of grade or quality It is an undisputed fact that the grocery trade is prejudiced against a local flour mill, and why? Just because each dealer wants a flour that the other fellow doesn't have; consequently the wheat must be shipped away and the flour shipped back ostensibly as spring wheat flour.
>
> I will mention a case that came under my notice some time ago. A man had a country store on the railroad and was handling a flour made not far away. He was also selling a spring brand of flour from a wholesale grocer. It was a very good flour, but came at a bigger price. One day he happened to be in the mill where he got his winter wheat flour and saw the empty sacks branded "Spring Wheat Flour." Now, this flour had to be shipped right by his store to the city and back again. The next time he saw the proprietor he told him he would not buy any more from him, as he knew where it was made and could get it much cheaper at the mill.

239 Live Merchants read this Advertisement last week and placed their orders for these remarkable goods. Think of 239 orders from one advertisement in a trade paper. This is conclusive evidence that the average merchant knows a good thing when he sees it. We repeat the advertisement this week for the benefit of the merchants who did not read it last week. If interested, act quickly. BURTON H. CORBETT & CO.

A CHALLENGE OFFER!

The Greatest Publishers' Offer Ever Made!

This is an Offer of TWO THOUSAND POST CARDS and a POST CARD REVOLVING SHOW RACK that we Challenge Any House in the United States to Duplicate for the Money.

2000 ART POST CARDS entirely new, all exclusive subjects, all sellers from two for five cents to five and ten cents each. Cards that sell and **CARDS THAT PEOPLE BUY,** Cards that people want, **CARDS THAT HAVE NOT BEEN ON THE MARKET BEFORE,** Cards with originality and exclusiveness and every card a **SELLER.**

These cards will sell net for $50.00. YOU make $38.00 on the transaction and

Get a Beautiful 24 arm 30-in. high Post Card Display Stand Free of Charge Besides

We Undersell All Other Publishers and Dealers

Note Our Prices Compared to Regular Jobbing Prices.

We give you **TWO THOUSAND CARDS** as follows:

			Regular Jobbing Price	Retail at 2 for 5c
300	No. 20	Comics.....45c per 100	$1.35	$7.50
300	21	Art Comics.....45c per 100	1.35	7.50
350	22	Comics.....45c per 100	1.58	8.75
100	20	Forms and Faces.....$1.50 per 100	1.50	2.50
150	28	Landscapes.....75c per 100	1.12½	3.75
150	26	Farm and Field.....75c per 100	1.12½	3.75
150	24	Surf and Marine Views.....75c per 100	1.12½	3.75
150	25	Vacation Time.....$1.50 per 100	2.25	3.75
50	26	Outing Set..... 1.50 per 100	.75	1.25
50	20	Vignetted Birthday Cards.. 1.50 per 100	.75	1.25
50	20	Mezzo Birthday Cards..... 1.50 per 100	.75	1.25
50	28	Vignetted Florals ..... 1.50 per 100	.75	1.25
50	25	Postal Playing Cards..... 1.50 per 100	.75	1.25
50	24	Atheletic Girls ..... 1.50 per 100	.75	1.25
50	21	Art Poets' Quotation Cards.. 2.50 per 100	1.25	1.25
		Jobbers' Price.....	$17.15	
		Retail Value		$50.00

OUR PRICE, including $3.00 Rack, $12.00

You get *500 SEASONABLE* cards of the highest artistic excellence, all unique, new and catchy, especially adapted for Vacation and Holiday time, every one of them an Art Card *that will sell for 5 cents each.*

You get 500 Greeting Cards, Birthday Cards, Floral Cards, beautiful Surf Cards, Marine Views, Landscapes, Athletic Girls, Comics, and hundreds of other beautiful Art Cards in colors, as well as hundreds of Comics that are *exceptional sellers and entirely new subjects.*

The *WHOLE* line of Post Cards is exclusively new, bright, catchy, artistic, and have the selling qualities that no other series of Post Cards offered by any other Publishing House can claim.

Every card in the whole 2000 is printed in from four to ten colors—no black and white or cheap cards in the asortment.

You make a clean profit of $38 00 on an investment of $12 00.

This is the Post Card Age, and what the people are looking for is new, bright, clear-cut Art Post Cards that have *snap and selling qualities,* and we are offering you an assortment of nearly 300 different subjects of Post Cards, a proposition that must appeal to *everybody* who wants a big variety of fine, quick-selling Post Cards.

This is purely and simply *an advertising offer.* The 2000 cards are only a starting proposition. *The $3.00 Revolving Rack is given free only with your original order. Additional Racks furnished at $3.00 each.* We want to sell you at least 2000 cards a month for the next three years, or perhaps five years. *We are willing to pay money* to get our line started in your city.

We follow up this series of Post Cards each month with unique and attractive Post Card Novelties, so that you will be ahead of your competitor all of the time with the best-selling line of *novelties* in Post Cards ever offered the public.

It will be worth twice the money you originally invest for our sample line, to be on our list of Post Card dealers.

Of course, you can buy where you like. We are not spending money in giving you a valuable concession, unless we know that we can secure your business for the future, and that is the object we have in making this magnificent proposition to you. The sale of these cards at two for five cents will net *YOU* $38.00. *Think of getting $50.00* for an outfit that costs you only $12.00. Nothing like it has ever been heard of. Many of these cards retail readily at five and ten cents each.

Don't let your competitor get ahead of you! Wire us to hold your city for you, and mail your order *at once.*

2000 Cards and Rack, all for $12.00, F. O. B. Chicago, 30 days net, less 2 per cent. for cash in ten days.

BURTON H. CORBETT & CO., Publishers, 23 Fifth Avenue, CHICAGO

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Hollands Gin.

Also known as Schiedam, Geneva, or Dutch gin. These are all rich, soft, oily, mellow and aromatised varieties of gin, distilled mostly at Schiedam, in Holland, and exported to this country both in cask and in old-fashioned dark-colored square bottles, which are usualy packed in cases with hemp husks. Hollands gin is generally made from two parts of the best unmalted rye, one part of malted bigg, ground to a coarse meal and flavored with juniper berries. The distillers most noted for Hollands add a little pure Strasburg turpentine and a handful or two of hops to the spirit along with the juniper berries before rectification.

At Rotterdam sweet fennel seed is commonly added, while at Weesoppe, Strasburg turpentine and fennel seeds, or essential oil of fennel, are often substituted for a large portion of the juniper berries.

—

Hominy.

A popular American food made from white Indian corn or maize.

The maize is hulled or broken and more or less coarsely ground and sifted. It is afterwards prepared for the table by adding milk or water and boiling.

—

Horse-radish.

The pungent and stimulating root of the perennial herbaceous plant Cochlearia armoracia, a species of scurvy grass.

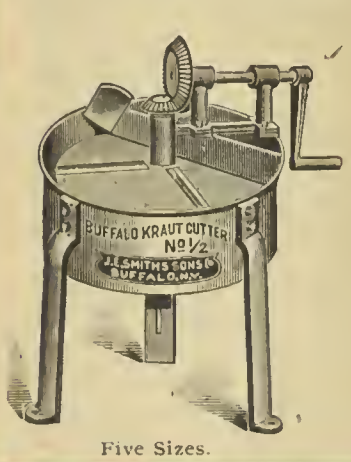
This root contains a volatile oil very similar to mustard oil, with about 30 per cent. of sulphur, and is one of the most effective anti-scorbutics known. Horseradish provokes the appetite and aids digestion. It is usually scraped raw and used as an accompaniment to roast beef, both as a condiment and garnish, the taste of it being warm and pungent like mustard.

St. Louis, Mo., Authorities Against Preservatives.

The Health Department of the City of St. Louis, Mo., is about to take measures against all persons using preparations known as "Frostine," "Iceine," "Preservaline," "Frigerine" and "Preservo." The Commisssioner bases his order on the report of Acting City Chemist Otto A. Daudt, who branded all the preparations "Injurious and detrimental to the public health."

The order was sent to F. X. M hall, Chief City Meat Inspector, structing him to order all usi these or similar preparations as fo preservatives to cease doing so once under penalty of prosecuti In his report regarding the pres vatives, which he examined, M Daudt says: "The sample known 'Frostine' consists of sulphite sodium. The action of the sulph on meat appears to be threefold. undoubtedly checks the growth organisms, preserves the red co of the meat and acts as a deodora thereby masking the odor of composition. The effect of the a dition of the sulphite to the me on the human subject, is to ca eructations of sulphur dioxide g unpleasant taste, vomiting with d comfort, oppression and headac lasting several hours. In additi to these subjective symptoms, th is reason to believe that sulphi are liable to cause organic chan in the abdominal organs, especia the kidneys, even though sympto of poisoning are not at once ma fested. Samples of 'Iceine,' 'P servaline,' 'Frigerine' and 'P servo' are equally as injurious a detrimental to the public health."

Boom Your Own Business



Five Sizes.

Do you know that you can make your own sauer kraut and please your customers because it is home-made?

Do you know that all that is necessary is cabbage, salt and one of our Kraut Cutters?

Do you know that the profits you make on it will be big enough to pay for the machine in a little while, and that when that is done all you make is net?

Good kraut recipe free.

Order through jobber or direct.

John E. Smith's Sons Co.

51 Broadway - BUFFALO, N. Y.

Hams That Always Sell

There is another sort of ham much less preferred to the absolutely unidentified and unbranded ham, and that is the ham of the packer who gets good raw material to-day and poor to-morrow.

Both of these kill the grocers' trade, because they are so irregular. They please his customers to-day and provoke them to-morrow. No trade can last long under hot and cold applications.

Swift's PREMIUM Hams are always regular. We have the pick of the hogs of the whole country and hence we can keep the quality even the whole year through. Swift's PREMIUM Hams hold and increase trade.

SWIFT & COMPANY, U. S. A.

The Easy Soap

A soap only gets famous from cabin to palace if it makes good.

Fels-Naptha does; does every time it's used in "the **Fels-Naptha** way;" that's why it "keeps on keepin' on."

And moreover **Fels-Naptha** is easy on the wash; easier on the worker.

In its 10-bar-carton-packing it is the easiest soap on grocer and clerk (for handling).

FELS & CO. PHILADELPHIA

The Selling Age.

I heard something from a grocer
t week which made me realize
ore deeply than ever what a sell-
g age we're in. They say there's
stone age and an iron age, but, by
d, this is the selling age—the age
ien the man who can sell things
king.

This particular grocer was
shed into the grocery business
thout much say. By trade he's
engraver. He married a girl
ose father had a prosperous
tle store in West Philadelphia.
ne day about two years ago the
l fellow—nice old man he was—
d a stroke which put him down
d out. There was nobody to
ke hold of the business but the
n-in-law, and he up and did it.
He didn't want to do it. Told me
after he'd been in it for about
ne months. I didn't think he'd
y in. He was a thoughtful fel-
w, a great one to sit down and
ink things out. I tried to per-
ade him to settle down and make
his mind to stay in.

"It's a good business," I said;
ou'll get used to it after a while
d I'm sure you'll like it. You
n make more out of it than you
n at engraving. Besides that,
ho is there to run the thing but
ou?"

"Well," he said, "it would be dif-
rent if I was cut out for it, but
n not. I don't get much pleasure
om mixing with people, and that's
actly what a busines man needs
do."

As I say, I really didn't expect
would stay in. I didn't see him
gain until last week, when I hap-
ned to be passing his store and
ent in. It was a new place. He
d torn a part of the house out
d given himself more store room,
d he had put in new fixtures and
proved it in dozens of ways.
ad more clerks than he used to
ve, too.

"Well, I see you stayed in," I
id when I finally got at him.

"Oh, yes," he said, "and I'm glad
did now."

"Why the place is wonderfully
proved," I said. "What have
ou done to it?"

"Well," he replied, "I've got a pretty good thing here now. I'm putting $50 away in bank every week, outside of everything including household expenses. You remember the last time I saw you, I was talking about pulling out. Well, one night, I think it was the very next week after that, I sat down to work the thing out. Was I to stay in or wasn't I? I felt that I hadn't made good at all. I couldn't warm up to meeting people and selling goods. I had never done it and I really didn't know how. I decided that that was the reason I didn't like the business—because I couldn't sell goods, and the reason I couldn't sell goods was because I didn't know how to approach people. So I began to figure out whether there was any way I could learn to approach people, and I thought I'd try it. So I did; I tried it the very next day. Instead of hiding in the back of the store when a customer came in, in hopes one of the clerks would wait on her, I butted right in and forced myself to wait on everybody I could. I tried to sell the goods, too; that is, I did all I could to persuade a customer—see? There's a rule about it, I thought, and the rule can't be anything but simply telling the points of the goods to the people that you wanted to buy them. It was hard work at first—I'm no talker. But I worked hard at it, and I'll bet any clerk here will tell you to-day that I'm the best salesman in the store. It's all rot about the salesman being born. Nobody could be less cut out for one than I was. I simply went at it and reasoned it out, and I won out. There's no secret about selling goods. Here are the goods and here is the customer. What shall you say to make the customer want the goods? Simply tell her why you think she ought to have 'em; that's all. If your reasons are any good, you've got her."

By George, I think that fellow has done a wonderful thing! He saw, all right—that in order to get ahead he had to become a producer—a man who sold goods. He taught himself the selling faculty and he's a success to-day.

It's the salesman's age, all right. The man who can sell goods, either on the street or in a retail or wholesale store, is surer of a job to-day than anybody else I can think of! He's *wanted*. He's a *producer*—he brings business—he helps to carry the load. Not one minute need he

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods*.

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

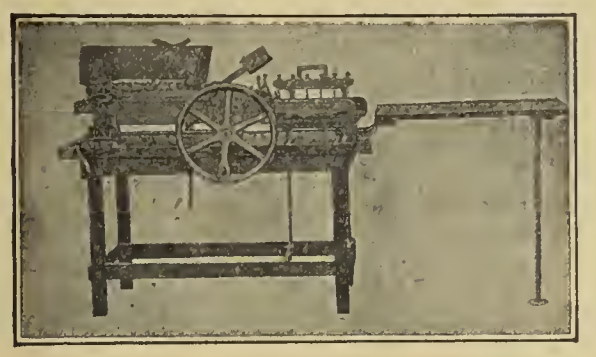
THE BRADSTREET SYSTEM, Rochester, N. Y.

"An Emblem of Purity"
Carter & Williams'
PEANUT BUTTER

Packed in tumblers and screw-top jars
Retails at 10 and 15 cents
TRY A CASE FROM YOUR JOBBER

CARTER & WILLIAMS, Mfrs.
PHILADELPHIA, PA.

The Only Complete Butter Cutting and Printing Machine in the World



MADE IN THREE SIZES

The only machine that Prints, Gauges Weights absolutely fine and takes care of all parts.
No hand-press or other device needed.

Send for Catalogues

AMERICAN BUTTER CUTTING MACHINE CO.
21 JAY STREET, NEW YORK CITY, N. Y.

He Grades It "Extra"

One reason why it's safer for you to sell

Gurnse Butter

than other butter:—

As an extraordinary precaution we have every pound of it inspected by the official inspector of the Philadelphia Produce Exchange. He looks it over with the utmost closeness—examines it for every phase of quality and after he's through grades it "extra," the highest grade known to the butter trade.

Your reputation depends more on the butter you sell than most other things. Here's reputation-insurance for you.

P. F. BROWN & CO.
39 S. Front St., Philadelphia, Pa.

give to worrying over his living—if he's a real salesman a dozen hands will be stretched out for him all the time.

I looked over the want ads. in one of the Philadelphia papers last Sunday. How many ads. do you think there were for salesmen? *Just 32!* And only one salesman advertising for a job! Why, some of those ads. for salesmen held out inducements that were actually glittering. "One of our men makes $5,000 a year," one of the ads. said. Another one read "$3,000 a year to the right man."

And that's the point—there's no limit to the salary of a salesman to-day except his own ability. He makes his own limit entirely. Any firm on earth will pay him according to the goods he sells, if it's at the rate of a million dollars a year. All he needs to do is to produce—*produce!* If he gets $25 a week and sells $50,000 a year, he can get $50 a week next year if he sells $100,000. And if he raises it still further to $200,000 he can get $100 a week, and so on up to any old figure.

I tell you what's the truth, that if money was my only object I'd rather be a good salesman to-day than anything else on earth in the business line. And if I were a bum salesman I'd never rest day or night until I'd made myself a crack-a-jack!

It can be done, you know, if you go ahead and do it.

THE STROLLER.

Pennsylvania News Items.

The Reading Wholesale Grocery Co., of Reading, Pa., capitalized at $50,000, has been granted a charter. The officers of the new concern are: President, E. J. Morris; vice-president, Meyer Merzbacher; secretary, Joseph E. Morris, and treasurer, Adolph Kauffman.

—

Another action instituted in Pittsburg last week in the United States Circuit Court is expected to force the Federal authorities to take action in the fight of retail dealers against the Pittsburg Trade Association, which is declared by retailers to be a combination in restraint of the produce trade. W. H. Arbour, who is leading the attack on the Exchange, who has an application for an injunction pending in the State courts, filed a petition in the United States Circuit Court asking that the court set aside the constitution and by-laws of the association. This action is expected to lead to an investigation by the Interstate Commerce Commission. Forty of the largest wholesale dealers in the city are named as defendants.

—

Dr. George E. Conrad, one of Johnstown's most prominent physicians, publicly stated last Tuesday that much of the gastric and intestinal derangement so alarmingly common in that city just now is due, not to the action of so-called ptomaines in food, but largely to the quality of California fruit offered for sale there. Dr. Conrad believes that if the State Health Board begins an investigation of the local conditions of foodstuff sale it should without fail pay attention to some dangerous almost criminal, practices of the California Fruit Trust "Oranges and ordinarily bananas are healthful and contain nothing deleterious," said Dr. Conrad, "but fruit of a thin skin coming from California at this time of the year are little less than rank poison. Take a pear, for instance, or a C fornia plum. Out in that coun the growers first wash all th fruits and then dip them in a so tion. Some of them even inject preservative into the fruit. T long journey across the contine shaking and frequent handli tend to rot the fruit, and to prev this, or at least prevent the e dences of overripeness or dec from becoming visible, a solutio used. The solution itself may harmless, but by its use fruit is s and eaten which is highly dang ous."

Florida Fruit Men Say Califor Growers Get Better Freight Rate

Florida fruit growers ha lodged a protest with the Interst Commerce Commission claimi that California growers are rece ing discriminating benefits freight rates which militate agai them in supplying the New Yo market. For example, the char of hauling oranges from Califor to New York, a distance of 3,4 miles, is $1.15 a hundred poun The haul from Florida to N York, 1,200 miles, is 94 cents, o shade less on some fruits. A he ing has been asked for.

LET US HELP YOU SAVE 'EM

Maryland Biscuits, Butter Snaps, Cream Lunch, Cream Oyster, Graham Wafers, Afternoon Teas, Banquet Wafers and Vanilla Wafers, if they are the ones WE make all add to your collection of Universal Coupons, as we are giving them to you with all your purchases of these goods. We have selected Universal Coupons because they are the most valuable premium vouchers in existence, and will bring you anything you want without cost to you.

MARYLAND BISCUIT CO.
516-22 South Charles St.
Baltimore, Md.

WILL YOU ACCEPT

A free gift of real value from us? If you will buy and push our Chocolates and Confectionery and save the Universal Coupons we give you. These coupons are exchangeable for anything you may need and our goods will keep your trade coming to you. No matter what you may want, you can get it quicker if you make it a point to acquaint your trade with the products of

THE LIPPS-MURBACH CO.
Baltimore, Md.

MIGHT AS WELL TAKE 'EM THEY'RE FOR YOU

Because they save your pocketbook, just as Electric Washing Compound saves your customers hard work, makes washing easy and doesn't damage the most delicate fabric.

By pushing the sale of Electric Washing Compound you not only make friends, but you add to your collection of Universal Coupons.

ATLANTIC MANUFACTURING COMPANY.
Baltimore, Md.

WE GIVE THEM

Because we believe the retailer will do more good by pushing our products than the newspapers and magazines will, we have spent a large part of our advertising appropriation for Universal Coupons, and hereafter will give them to our customers as any other inducement for them to push the sale of our Bread, Pies, etc., besides their quality.

THE A B C BREAD AND PIE CO.
104-10 West Barre St.
Baltimore, Md.

WHOA! DON'T FORGET THAT WE GIVE THEM

Premium Soap
Magnetic Scourer
Bleacher
Sil San
White Flyer
Apple Blossom
Palm Tar

Our Soaps, which need no introduction to your customers, bring you Universal Coupons, too. We know most of you sell our goods, but we want you to sell MORE of ours and LESS of the other fellow's. We believe you will if we help you get a piano free, or, in fact, almost anything you may need which you would otherwise have to draw on your bank account for.

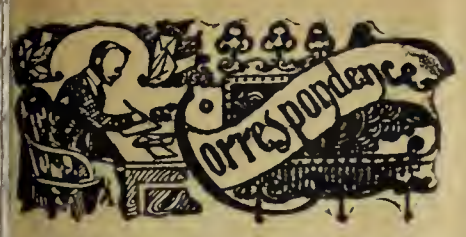
THE CHRISTOPHER LIPPS CO.
Baltimore, Md.

QUESTION—What is the UNIVERSAL COUPON?
ANSWER—The most valuable premium voucher ever issued.
QUESTION—What does it cost us?
ANSWER—Nothing.
QUESTION—Is it like a trading stamp?
ANSWER—No, because instead of adding to your expense it adds to you profit.
QUESTION—Why should we push goods bearing UNIVERSAL COUPONS?
ANSWER—Because they represent an additional profit you can't get with other brands of goods.
QUESTION—How can we find out what we can get for them?
ANSWER—Write the Manufacturers Trade Mark Association, 253 Broadway, New York, for a free catalogue.
QUESTION—How much would they amount to in a year to the ordinary grocer?
ANSWER—$500 to $1000.

For Further Information write

Baltimore Manufacturers Advertising Association

312 North Paca Street, BALTIMORE, Maryland



We would be pleased to have for publication this column the ideas of our readers upon ade topics, it being understood that we do ot hold ourselves responsible for any views pressed therein. All communications must accompanied by the writer's name and ad- ess as an evidence of good faith, but not ecessarily for publication. All inquiries ithin our power to answer will also be oticed in this department.

Two Questions.

Troy, N. Y., Sept. 11, 1907.

ditor "Grocery World."

Question Department.

Dear Sir:—From watching the uestions of others in your depart- ent, we take the notion to ask a w ourselves. We know a case here an inspector for the pure od law, upon a storekeeper declin- g to sell him certain goods upon s shelves, walked behind the unter, took such of the goods as wanted and carried them away r analysis. Our inclination, and think our course of action, would to throw him out bodily. What your advice in this matter, vital all grocers?

We are having much trouble this ar from creamery butter spoiling the customer's hands, like reno- ted. Seems fine when we cut it. e are paying 26½ and 27 cents om the largest commission deal- s in this vicinity. Did not use to ve this bother. What shall we to obviate it?

If we make complaint and get e lot that keeps, next lot will oil. What is the trouble?

Yours truly,

B.

Under the New York State food w an inspector is given the right enter all buildings and break en packages, if necessary, in order take samples, but must render oper return for them. You would ve the right to forcibly eject him ovided he did not produce proper edentials showing himself to be an spector; otherwise it would be a sky business.

As to the butter, you have been tting poor goods. If creamery tter is good and properly taken re of, there is no reason why it ould spoil. The fault is wholly ith the quality.

* * *

The Spice Market.

Baltimore, Md., Sept. 12, 1907.

ditor "Grocery World."

Dear Sir:—We have to report a oderate, active market for the eek. There is a good demand om the jobbing trade. There has en some heavy speculative trading nutmegs. Otherwise conditions e practically unchanged.

Pepper.—Spot demand strong and practically unchanged prices. Lampong is in big demand.

White Pepper.—Stocks of all grades small. The demand is very good at present prices, which are exceedingly low.

Cayennes.—All grades in very good demand. Prices are firmer.

Cloves are rather quiet and a trifle firmer, due, we think, to higher prices abroad.

Pimento (Allspice).—Jamaica holders are offering sparingly. Spot holders are not anxious sellers at present market values. There is a heavy shortage in crop and it looks to us like higher prices will rule during this fall and winter.

Mace continues scarce and the demand is increasing.

Nutmegs are weak, but practically unchanged. The present is without question the time to buy, as we consider nutmegs good property at present values.

Gingers are somewhat firmer. Jamaicas still high.

Green Ginger Root.—Now arriving freely and in good steady demand, which should continue for sixty days.

Seeds.—Celery is up about an ⅛. Caraway is firmer and is now held at 7¾ cents. Coriander seed advancing slightly and much higher prices are looked for.

Yours truly,

McCormick & Co.

* * *

Two Reports of the Baltimore Canned Goods Market.

No. 1.

Baltimore, Md., Sept. 13, 1907.

Editor "Grocery World."

Dear Sir:—It looks like there is an active market ahead of us for nearly all lines of staple canned goods. The month of September is usually the largest month in point of sales in the whole year in this market, and this month will probably prove to be no exception This week the leaders in activity were tomatoes and apples. The continued buying of tomatoes, chiefly for prompt shipment, causes a firm market for that article. The weather turned warm and seasonable early in the week, and under its influence the tomato crop should be greatly benefited if it continues next week. It is entirely a question of weather conditions during this month as to the course of the tomato market, and one man's guess is as good as another's in that direction. The vines are luxuriant and full of green tomatoes ready to ripen up if the weather is favorable. The receipts of raw tomatoes during the week were no larger than in the week previous, causing a continuation of the high prices for canning purposes. The developments during the next ten days or two weeks will be of more than usual importance.

The apple market closed last week with no indication of the activity and quick advance in prices that developed immediatcly at the opening on Monday. As if by some prearranged plan buying orders were wired in from nearly all sections and found a market well sold up, with smaller receipts of the fresh fruit at higher cost. Consequently the prices of the canned article advanced rapidly and continued to harden up to the closing. Nearly every crop this season has been a disappointment.

Comparatively few articles were entirely inactive this week. All the staples were fairly active, and nearly all the other articles in the list, some to a limited extent only, shared in the demand. The receipts of peaches have not increased. No new pears will be canned until late in this month, or carly in October, and no prices are made for them yet. New lima beans are coming in, but are too high yet for canning. Blackberries and string beans are strong.

Yours truly,

Thos. J. Meehan & Co.

—

No. 2.

Baltimore, Md.; Sept. 13, 1907.

Editor "Grocery World."

Dear Sir:—There are practically no future tomatoes being offered. Packing, both in Baltimore and the country, is going on very slowly. Reports are conflicting. Some of them say that if there is good weather during the balance of this month and the early part of October there will be a big pack. Others say that considerable damage has already been done by blight and unfavorable weather conditions so far, and that even should frost hold off there will be a shortage in the pack. Just at this time we believe the less said about the tomato situation the better. There is certainly a large acreage, and if the weather conditions continue good throughout this month a good many tomatoes are going into cans. There is a heavy demand for tomatoes in sight, however, both from packers who are sold short and from the trade, and the outlook appears to be for a healthy market under any circumstances.

Packers have been working on apples for a short time and orders are coming in very freely for them —in fact, a good deal faster than the goods can be packed, and this is causing an advance in the market. The market closes at 95 cents to $1 per dozen for No. 3s and $3 to $3.10 per dozen for No. 10s.

Squash—Pumpkin—Packing has been light so far.

Pie-grated pineapple is in good demand, but is nearly cleaned up in this market. Other grades are held in light supply.

Corn.—The market is somewhat firmer and a little higher. Offerings of future corn are limited and the outlook for the crop is reported not very satisfactory.

Peaches.—The situation is unchanged. A few peaches are being

AGENTS WANTED

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LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as a side line.

The Sun Never Sets

WHERE THE

Brilliant Lamp Burns

and no other light *half so good or cheap*. It's economy to use them, a saving of

50 TO 75 PER CENT.

over any other artificial light, which is demonstrated by the many thousands in use for the last nine years all over the world. Write for G. W. catalog; it tells all about them and our system.

100 CANDLE POWER

BRILLIANT GAS LAMP CO.

42 State Street, Chicago, Ill.

PATENTS

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R. W. BISHOP

ATTORNEY AT LAW

908 G St., N. W., Washington, D. C

DANDELION

VEGETABLE BUTTER COLOR

A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.

MANUFACTURED BY

WELLS & RICHARDSON CO., Burlington, Vt.

Are You One of the Silly Ones?

In any year when a future canned goods contract is of any use at all, it is important that you should get all you bought. That is the only reason why you bought ahead —to protect yourself against a shortage.

Isn't it silly then to allow your future protective contract to be wholly neutralized by letting your jobber deliver what he pleases? If you are not to get what you bought, why buy ahead at all?

You can get all you bought by buying **Blue Bell** or **Clover Farm** canned goods. We give your jobber 100 per cent. contracts on them, and he can give it to you.

Strasbaugh, Silver & Co.

ABERDEEN, MARYLAND

packed from day to day, but not enough to cause any change in the market; in fact, prices still show an upward tendency.

A few sweet potatoes have been packed here, but not enough to amount to anything. The heavy packing of sweet potatoes will hardly be on until the latter part of this month or some time in October. We are quoting No. 3 standards for Baltimore delivery at 90 cents per dozen, less 1½ per cent.

Beans.—Both string and wax are in good, strong shape. The expected decline in the market has so far not taken place; in fact, prices are being firmly maintained. The demand continues good.

Yours truly,
THOS. G. CRANWELL & CO.

* * *

One Issue in a Bird's-eye View.

Sharon Hill, Pa., Sept. 12, 1907.
Editor "Grocery World."

Dear Sir:—The addresses and whole proceedings in the "Grocery World" of September 2d are being read and discussed among the trade.

Mr. Appel's is worth reading over and over again and then heeding. His statement that sometime in the future business will be from 10 to 4 has raised quite a discussion.

There was a new move made in the holiday closing line last Monday in West Philadelphia. A certain boarding house has as boarders a large number of mechanics. When they assembled for dinner Monday evening one of their number acted as spokesman and asked the landlady if she "dealt at a certain store" (which is a large one and has several branches). She replied, "I do all my buying of them." Well, said the spokesman, "if you want to retain us as boaders you will have to transfer your dealing to another store." "Why?" she asked. "Simply because they kept their store open all day to-day." She saw they were determined so she promised and has transferred her account, which was a large one. So, boys, have an eye on Labor Day.

Another article, viz: "Stroller's" on religious hypocrites has created considerable talk. Some few are enjoying it, but many, and some of them non-professors, are denouncing it, as they contend he has only picked out individuals to suit his case, and no doubt he knows of many consistent Christians.

How about "Aunt Mary?"

We all realize our weakness and come far short of our "high calling." The Pharisees and hpyocrites are to be looked upon with pity. But the Publican and good Samaritan should receive our highest praise.

"'Stroller's" article reminds me of a grocer who wanted some bins made and gave the job to a man who professed to be a carpenter, because he owed him a bill. When the bins were completed it was a case of lumber spoiled.

A certain man who lived in the neighborhood and really was a first-class carpenter came in this store, saw the bins and censured the grocer for hiring such a man. He stated that as he was idle he would make a job of it for him for pastime. The grocer agreed and the carpenter brought his tools and made a neat job of the bins. He praised his own work and denounced the first man.

Now, this carpenter was a man who was continually picking flaws in the life of Christians, and his excuse for not attending church was that, "if you call them Christians, then I will not belong."

The grocer, knowing the man, brought up church people and he came over his regular criticism and statement.

"Then," said the grocer, "this first man calls himself a carpenter, why don't you throw away your tools and leave the trade?" "You come in here and show me what a carpenter is, why don't you come into the church and show us how to be Christians?" For answer he picked up his tools and went home. He was easier on church members afterward, but did not remain in the town long. Quit carpentering and bought a farm.

Yours truly,
T. H. M. TOWNSEND.

AMONG THE TRADE.

From the present outlook the situation in condensed milk is likely to be just about as bad next winter as it was last. Prospects point to the same extreme scarcity and high prices, on account of shortage in the milk supply. The cost of feed is so high that farmers claim they cannot afford to keep cows.

—

The indictment of Samuel J. McKnight, a feed dealer who was charged with violating the act to prevent the adulteration and regulate the sale of concentrated foodstuffs; that is, animal foods, was quashed by Judge Audenried on Tuesday last, in the Philadelphia Criminal Court, on the ground that the act was unconstitutional. McKnight sold 100 pounds of bran without a stamp certifying that it was up to the required standard, thus violating the law. The Judge held that as such a certificate was not required from flour millers the act controvened the Fourteenth Amendment of the United States Constitution, which provides that no State "shall deny any person within its jurisdiction the equal protection of the law." "The law," said the Judge, "should have given to all feed dealers equal protection as to the flour millers."

—

Meredith T. Jones, the non-agricultural member of the firm of T. A. James & Co., has gone on a Western business trip of several weeks.

—

Fire wrecked the plant of the Cudahy Packing Co., at 900 Girard avenue, early Wednesday morning, leaving little besides the walls standing and causing a loss estimated at $200,000. John O'Brien, the manager, has already begun prepar tions to rebuild.

—

Francis Burt was held in bail du ing the week on manufacturi oleo in violation of the food law

—

An involuntary petition in ban ruptcy was filed against Geor Miller & Son Co., the manufactu ing confectioners of this city, in t United States District Court Thursday. The creditors are: Co Exchange National Bank, $15,00 New Holland National Ba $5,000; Conestago National Ba $5,000.

—

Thirty-five officials of the Wo son Spice Co., of Toledo, have h a convention at the St. James H tel during the past week. T affair ended on Saturday eveni with a banquet.

The peach situation is about same. The demand, however, is quite so heavy. The price rang from $1.25 to $2, and the qual only fair.

New Patents and Trade-marks in Grocery Line.

Reported specially for this paper R. W. Bishop, Patent Attorney, Wa ington, D. C.

Patents issued March 5, 1907.

845,968. Coffee-pot. H. M. Mur Seligman, Mo.

845,993. Kettle. Henry Appleby, L don, and A. A. Gardner, Hanwell, E land.

846,010. Cooking vessel. Mary Corbell, Murfreesboro, Arkansas.

846,016. Fruit-jar wrench. J. L. Steiger, LaSalle, Ill.

846,046. Baking oven. J. D. smith, Toronto, Canada.

846,111. Slip cover sheet metal B. H. Kannenberg, Oak Park, Ill., signor to American Can Co., New Y N. Y.

846,163. Coffee-urn. W. F. Stu ger, St. Louis, Mo.

846,299. Coffee and tea flask. J Garrigan, New York, N. Y.

Patents issued March 12, 1907:

846,452. Cracker box. J. H. By Pittsburg, Pa.

846,473. Coffee-pot. G. F. W. man, Philadelphia, Pa.

846,543. Process of purifying and centrating sugar juices. J. A. Bes Caen, France.

846,546. Toaster. J. M. Brock, York, N. Y., assignor to W. M. C Co., of New York.

846,587. Coffee holder. W Maechler, Chicago, Ill.

846,661 and 846,662. Egg beater. R. Godward, Invercargill, New Zeal

846,760. Jar closure. W. J. Rust, litt, Ill.

846,765. Fruit and vegetable pe machine. William Vogel, New Y N. Y., assignor to Betty Vogel, s place.

847,985. Process of treating st Frederick Drittler, Rutherford, N. assignor to the Arabol Manufactu Co., New York, N. Y.

846,790. Dough-shaping machine. F. W. Hueg, New York, N. Y.

846,763. Egg beater. A. J. Tho son, Chicago, Ill.

Two-Minute Sermons for the Retail Grocer

X.—Tending to Your Own Business.

It is a mighty good rule to never talk about a competitor.

There is a little bit of logic which says: A wise man talks about the virtues of that which he has to sell, a vain man talks about himself, and a fool talks about his competitor.

There is never a cent made by telling your customers what a competitor is doing. If they insist on telling you what he is doing, it is a good policy to listen to it all, and then when it comes time for you to express an opinion, merely pass the matter over as of little consequence and proceed to interest them in what you are selling.

So long as you have the ear of the customer, you have the advantage over all competition, and it is your duty to proceed to fill that ear with the kind of information which will convince its owner that he must buy the identical thing which you have to sell, not only because it will exactly fill his needs, but because he wants to buy it of you, so you can get the benefit from his trading. That is the feeling everyone who sells goods should strive to create. It makes no difference what your competitor says, when you once create that feeling, and you can only succeed in accomplishing this object by concentrating your entire attention on the matter in hand, forgetting all about your competitor, and letting him take care of himself, while you land the order.

F. A. P.

346,634. Cheese guard and support cheese cutters. J. E. VanDeventer d Lafe Swank, Anderson, Ind., assnors to American Cheese Cutter Co., ne place.

346,829. Egg beater. Samuel Danr, Doniphan, Mo.

346,861. Composition for coating at. C. E. Perry and Louis Bossing, arion, and C. A. Farmer, Columbus, io.

346,846. Live fish holder. C. J. Remsrg, Lewistown, Md.

346,887. Effervescent laundry bluing. izabeth S. Yarnall, St. Louis, Mo., adnistratrix of Z. S. Yarnall, deceased.

346,921. Can opener. R. W. Horton d J. E. Molesworth, New Athens, io.

347,019. Machine for preparing chocoe icing. P. F. E. Magnier, Amiens, ance.

347,020. Dough raiser. French Mcnald, Hiawatha, Kans.

347,175. Handle for coffee or tea pots. J. Godfrey, Taunton, Mass.

Patents issued March 19, 1907.

347,306. Vegetable cutter. H. L. iley, Ludington, Mich., assignor to ndy Things Co., same place.

347,328. Vegetable peeler. Thomas anklin and G. L. Belding, West Point, Y.

347,366. Candy spinning machine. R. Pollock, Syracuse, N. Y.

347,375. Lids for coffee pots. Albert haefer, St. Louis, Mo., assignor to itional Enameling and Stamping Co., ne place.

347,441. Display can. Frank Rudolph, icago, Ill. assignor to American Can ., New York, N. Y.

347,469. Meat tag. F. E. Graham, ashington, D. C.

347,640. Jar closure. W. E. Bostwick, gonac, Mich.

347,649. Pie crust trimming machine. iver Colborne, Chicago, Ill.

347,726. Salt and pepper shaker. T. Brannon, Pittsburg, Pa.

347,738. Hog and meat hanger. M. T. rnall, Greencastle, Ind.

347,765. Bread mixer. J. C. Hall, allingford, Conn.

347,839. Culinary tongs. C. F. Smith, ew York, N. Y.

347,853. Ice cream freezer. Hermann edt, Morristown, N. J.

347,972. Display can. Frank Rudolph, icago, Ill., assignor to American Can ., New York, N. Y.

347,973. Display can. Frank Rudolph d Emil Brauninger, Chicago, Ill., assnors to American Can Co., New York, Y.

347,976. Fruit jar closure. F. C. arren and W. H. Preston, Valley Junction, Wis.; said Preston assignor to said Warren.

DESIGN.

38,480. Tea or coffee pot. John Rogers, Raynham, Mass., assignor to Reed & Barton Corporation, of Massachusetts.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For leaf lard. Parker, Webb & Co., Detroit, Mich. The words "Silver Medal" and a blue panel bearing the words "Leaf Lard" and representation of medals.

For candy, chocolate, cocoa, chewing gum and bon-bons. Stollwerck Bros., New York, N. Y. The word "Stollwerck."

For candles. The Will & Baumer Co., Syracuse, N. Y. The words "Purissima Brand," "Will o' the Wisp," "Drawing Room," "Altar Brand," "Arctic" and "White Light." Also the word "Queen" and a representation of a phoenix.

For candies. I. S. Morse, Nashville, Tenn. The word "Deer" and a representation of a deer.

For canned fruits and vegetables. The C. Callahan Co., Lafayette, Ind. The word "Money-Back."

For candles. The Will & Baumer Co., Syracuse, N. Y. The words "Gleamlight Brand," and a representation of a phoenix associated with the word "Helion."

For cottonseed oils. The Southern Cotton Oil Co., Jersey City, N. J. The number "99."

For canned fruits and vegetables. F. M. Ketchum, Arlington, Md. The words "Belvidere Brand" and a representation of a bell and a deer's head with the word "Vi" between them.

For perfumed soap. A. & F. Pears, Ltd., London, England. A representation of a boy holding a bowl and a pipe, and soap bubble above his head.

For sterilized cream and condensed milk. Abraham & Straus, Brooklyn, N. Y. The word "Priscilla."

For canned fruits and vegetables, jelly and jam. Abraham & Straus, Brooklyn, N. Y. The word "Montauk."

For coffee and tea pots, percolators, tea-kettles and chafing dishes. S. Sternau & Co., Brooklyn, N. Y. A monogram "S. S. & Co." within a circle.

For sausages, hams, bacon, salt pork and lard. The Jones Dairy Farm, Fort Atkinson, Wis. The word "Jones."

For candies. Henry Heide, New York, N. Y. The words "Good Luck."

For a liquid soap. A. V. Hassman, Elkhart, Ind. The words "Lava Foam."

For sardines, sardine paste, sprats, mackerel, tunny fish, herring, neunaugen, shrimps, bueklinge, sardeles, caviar, anchovies, salmon, silds and crawfish-broth. Reiss & Brady, New York, N. Y. The word "Cresca."

For corn syrup. O. W. Peirce Co., Lafayette, Ind. The words "New Cottage."

For soaps. Washington Berry, Chicago, Ill. Two concentric circles within the inner one of which is a representation of a swastika and the words "In-er Seal."

For baking powder. Pure Food Baking Powder Co., Chicago, Ill. The words "Pure Food."

For flour. The Rea-Patterson Milling Co., Coffeyville, Kans. The words "Royal Owl" and a representation of an owl perched on a loaf of bread.

For tea and coffee. C. E. Moody & Co., Boston, Mass. The word "Matchless."

For canned tomatoes. Everett Robinson, Baltimore and Hopewell, Md. The words "Bull Dog Brand" and a representation of a bulldog.

For candy and chewing gum. Manufacturing Co. of America, Philadelphia, Pa. The words "Full Moon" and a circle.

For pie-fillings, preserves and jellies. Max Ams, New York, N. Y. The words "Blue Bell Brand."

For chocolates and chocolate candy. S. F. Whitman & Sons, Philadelphia, Pa. The words "Chocolate Blossoms."

For syrup. Welch Bros.' Maple Co., Burlington, Vt. A representation of a ship and the words "Mayflower Breakfast Syrup."

For perfumed fancy soaps. A. & F. Pears, Ltd., London, England. The signature "A. & F. Pears."

For canned fruit and vegetables. Stone-Ordean-Wells Co., Duluth, Minn. The word "Wampun."

For washboards. The American Washboard Co., Cleveland, Ohio. The words "Blue Jay."

For soap. C. J. Rath, New York, N. Y. The words "Allheal" and "Allcure."

For chocolate. Bishop & Co., Los Angeles, Cal. A representation of a cup and a saucer with a girl's head rising from the cup.

For coffee. Grace B. Feahney, New Orleans, La. The words "Morning Star."

For cereal breakfast food. Ralston Purina Co., St. Louis, Mo. The word "Ralston."

For cured, dressed, cooked and canned meats, lard and sausage. The Coffin-Fletcher Packing Co., Indianapolis, Ind. The word "Primrose."

For canned salmon. Howard Winter, Waterford, Wash. A representation of a salmon having the words "Columbia River" on its side, all within an elliptical border.

For bread. Middleton Baking Co., New Orleans, La. A representation of a six pointed star having at its centre a black disk bearing a white letter "M."

For pie-fillings, preserves and jellies. Max Ams, New York, N. Y. A representation of a covered pail.

For candy. Englewood Candy Co., Chicago, Ill. The word "Bo-Bo's."

For baking powder. Abraham & Straus, Brooklyn, N. Y. The word "Priscilla."

For chocolate. Abraham & Straus, Brooklyn, N. Y. The word "Priscilla."

For prepared mustard. Charles Gulden, New York, N. Y. The words "Dusseldorfer Senf."

For flour. Portland Milling Co., Portland, Mich. The words "Temple Garden."

For popcorn and popcorn and peanuts covered with taffy. The Earl Manufacturing Co., Pittsburg, Pa. The word "Chu-Chu."

For canned vegetables, fruits and soups, dried and preserved fruits, eggs, gelatin, nuts, spices, soup-tablets, sauces, pickles, mustard, tapioca, sago and vinegar. S. S. Pierce Co., Boston, Mass. A representation of a shield upon which is a representation of a crowned lion and behind which appears an eagle. Along the edges of the shield are the words "S. S. P. Co. Puritas Etcura."

For flavoring extracts and jams. Abraham & Straus, Brooklyn, N. Y. The word "Priscilla."

For preserved fish. Rosenstein Bros., New York, N. Y. The word "Royal."

For cheese. Fredrick Luder, Mount Horeb, Wis. A representation of a banner having the words "Banner Brand" thereon.

For a confection containing sesame oil, sugar and corn syrup, and known as halvah. Gordon, Wolf & Co., New York, N. Y. A representation of a star and a crescent.

For starch sizes. The Arabol Manufacturing Co., New York, N. Y. The word "Amycolle."

For canned soups and bouillons in liquid or paste form. Patterson-Cabell Co., New York, N. Y. A triangular figure composed of two smaller figures and a rectangular arrangement of the letters "P C," all in red.

For milk, cream and butter. A. E. Little, Lynn, Mass. A circle enclosing the legend "Farm Tedesco Products."

For soap and soap powders. Zarnits Brothers' Grocery Co., Wheeling, W. Va.

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. PHILADA.

SUGAR SYRUPS

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. PHILADA.

In addition to our Corn and Mixed Syrups we carry a large line of Pure Sugar Syrups. With the poor fruit crops and high prices, we look for a big demand for all grades Syrup.

XX Sugar Syrup—This is a clear, dark red color, good body and good flavor, . . . price, 16c. per gal.
Xcel Sugar Syrup—A heavy-bodied sugary syrup, good flavor, rich in saccharine matter, . 20c. per gal.
AAA Sugar Syrup—Light-colored, clear and sparkling, good flavor, ... 24c. per gal.
Grainy Sugar Syrup—Light, cloudy, sugary, heavy-bodied, a fine sweet flavor, ... 30c. per gal.
New Century Sugar Syrup—A real, fancy table syrup, light color and an extra fine flavor, 30c. per gal.

A FULL LINE OF FANCY AND STAPLE GROCERIES

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

The words "Honeymoon" and a representation of a moon upon the lower horn of which are seated a man and a woman.

For flour. Peter Schroeder, Perham, Minn. The words "Headlight" and "Robin Hood."

For eggs. C. A. English, Ottumwa, Iowa. The letters "I. P. Co.'

For biearbonate of soda. The Citizens' Wholesale Supply Co., Columbus, Ohio. A representation of a shield in the upper corners of which are two stars and in lower corner of which is a single star, while in the field of the shield are a monogram "C. W. S. Co." and a scroll bearing the words "Golden Rule."

For canned fruits, vegetables and baked beans. C. C. McDonald, Elyria, Ohio. The words "Moss Rose" and a representation of a moss rose.

For flour. Holme & Barnes, Baton Rouge, La. The word "Capital" and a representation of a building with towers.

For bread. The Brennan Baking Co., Columbus, Ohio. The words "Square Deal."

For a mixed wheat and rye flour. Sprague, Warner & Co., Chicago, Ill. The word "Bohemo."

For canned vegetables. W. W. Boyer & Co., Baltimore, Md. The word "Midget."

For fudge, Italian ereams and other eandies. J. E. Schaeffer, Baltimore, Md. The letters "J. E. S." in script with a paraph.

For stove polish. H. C. Bomhard, Milwaukee, Wis. A representation of a bird perched upon a spray.

For cottonseed feed meal. Tennessee Fibre Co., Memphis, Tenn. The word "Creamo."

For cottonseed oils. The southern Cotton Oil Co., Jersey City, N. J.; New York, N. Y.; Savannah, Ga., and Gretna, La. The words and numbers "99 Wesson," "88 Wesson," "77 Wesson," "33 Wesson," "44 Wesson," "55 Wesson," "22 Wesson" and "Jessamine."

For chocolate and Cocoa. Runkel Bros., New York, N. Y. The words "Manhattan Cocoa & Chocolate Mills."

For soap. Compagnie Ray mit beschrankter Haftung, Berlin, Germany. The words "Ray Soap" at top and bottom of a rectangular panel in the central figure of which is a diamond-shaped figure containing the word "Ray" and resting on an oval figure containing the words "Prepared from Fowls' Eggs."

For flour. B. B. Earnshaw, Washington, D. C. The words "Cream Blend."

For flour. Ralston Purina Co., St. Louis, Mo. A red Greek eross.

For a mixture of dry milk and cocoa. G. Kammermann & Cie. Schweiz. Trockenmilchgesellschaft, Glockenthal, Switzerland. The word "Astra."

For washboards. The American Washboard Co., Cleveland, Ohio. The words "Solid Rock."

For prepared milk and eream. Alpheus Fay, Louisville, Ky. The work "Deoleate."

For soap. G. A. Schmidt, Chicago, Ill. The name "Geo A. Schmidt's."

For flour, cereal foods, oatmeal, cornmeal, rice, rolled oats, corn starch, crackers, canned fruits, canned vegetables, dried fruits, flavoring extracts, mince meat, pickles, catsup, spices, sauer kraut, tapioca, vinegar, celery salt and bird seed. J. G. Hutchison & Co., Ottumwa, Iowa. The words "Wapello Chief" and a representation of the bust of an Indian.

For flour. Whaley Mill and Elevator Co., Gainesville, Tex. The words "Primrose" and "White Wave."

For canned fruits, vegetables and baked beans. C. C. McDonald, Elyria, Ohio. The words "Rosedale" and a representation of a rose.

For flour. Eagle Roller Mill Co., New Ulm, Minn. A portrait of Daniel Webster; also the words "Daniel Webster;" also the words "Daniel Webster" associated with a portrait of Daniel Webster.

For flour. The New Era Milling Co., Arkansas City, Kas. The word "Noxall" and a representation of an arm with the hand grasping a hammer. Also the word "Eestacy" and a monogram "X C T."

For coffee and tea. Abraham & Straus, Brooklyn, N. Y. The words "Priscilla" and "Montauk."

For a powder used in the manufacture of ice cream and ices. F. A. Beeler, Pleasant Hill, Mo. The word "Cream-olene."

For dried fruit. Castle Bros., San Franeiseo, Cal. The words "Castle Brand" and a representation of a castle. Also the words "Cupid Brand" and a representation of the character "Cupid."

For flour. Central Dakota Flouring Mill Co., Arlington, S. D. The word "Anemone."

For soap. Solon Palmer, New York, N. Y. The words "Garland of Violets" and "Garland of Roses."

For soap. Iowa Soap Co., Burlington, Iowa. The words "Robin Hood."

For eandy. E. C. Sperry, Canton, Ohio. Two parallel lines having the letters "XX" at their ends.

The little round eraeker with "Exton" stamped on it. It has been on the market over half a eentury, and no consumer will use any other oyster eracker if she can get the Exton, beeause no oyster craeker can take its place in the esteem of those who know the difference between fair and good.

Figure This Out.

Manufacturers who have adopted premium sehemes to ereate a demand for their products, have always given the premiums to consumers. Where manufacturers have offered an ineentive to grocers to push their goods, the incentive has always been small. It had to be small, because no individual manufacturer could afford to give a grocer from his individual profits anything more important than a silk hat, an umbrella, et But when twenty or more prominer manufacturers, whose products are sol by grocers everywhere, set aside a pa of their advertising appropriations to pu into a fund to buy something substanti for the merchant, that something repre sents an artiele of sufficient value t make it worth the grocer's while to tak a real interest in pushing the goods c the manufacturers who take this mean of showing their appreciation of the gr cer's services. That the importance c this matter may be plain to you, figur out the following: The Knickerbocke Chocolate Co., New York, gives you quantity of Universal coupons with thei Hasty Lunch Chocolate, Bedford an Blue Ribbon Cocoa. No better good ever eame into this market. Add thes coupons to the ones you get with th products of the following firms and yo will find you can save enough coupon in three months to entitle you to a firs class set of harness, a platform seale c a roll-top desk. In six months you ca save enough to get a good runabout, i a year a good piano:

The American Premium Co., Philade phia; Wrigley Manufacturing Co., Phila delphia; Franklin Baker Co., Philade phia; the Porcela Co., Philadelphia; Mc Canna & Fraser Co., Philadelphia; Joh Scott & Co., Philadelphia; Weber Loesch, Philadelphia; Wm. Dreydoppel Sons, Philadelphia; J. W. Beardsley Sons, New York; Dixon Crucible Co Jersey City; Sea Foam Baking Powde Co., New York; Flodon Manufacturin Co., Boston, Mass.; Potter & Wrighting ton, Boston, Mass.

Within a month a number of othe big local houses will join this enterpris Don't you think this matter is importa enough for you to push the goods c these firms? Don't you think th manufacturers who have been been fir to recognize the grocer's right of con sideration should have the grocer hearty co-operation?

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted for subscribers *free of charge*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

NTED—Grocery and specialty sales-, traveling in every part of United es, to solicit subscriptions. Write for iculars, "Grocery World," Philadel-. tf

FOR SALE.

R SALE—Store and dwelling, stock fixtures; doing good business; good ortunity for right party; good reason selling. Address 120 Mill street, Mt. ly, N.J. 13

R SALE—Potatoes and apples in bar-lots direct from my own field. John wer, Jr., Herndon, Pa. 13

R SALE—Profitable A No. 1 grocery ness; everything complete; best pos- location, Jersey Shore Junction; good on for selling; attractive price. John Hyatt, Sallada Building, Jersey Shore, 12

R SALE—Stock general merchandise fixtures; new; good cash trade; grow- business; store room and house for ; store, 20 x 42; second floor, 20 x 30; cellar; population 500, thickly settled ing community; established 50 years; l reason for selling; will inventory o. For further particulars call or ad- s P. W. Aughenbaugh, Dover, Pa. 13

R SALE—Large Ridgway refrigerator, st-class condition; dimensions: 9 feet ches high, 5 feet deep, 7 feet 6 inches . Address Fred Gerstlaver, Jr., 4801 ront street, Philadelphia, Pa. 12

USINESS OPPORTUNITIES.

T A BETTER PLACE ON EARTH wholesale grocery house than Astoria, Live wire could control Alaskan e. Two-thirds of the people of the d live on the Pacific shores; they all e regular business of eating. Young ler ought to start co-operative com-, or promote and locate it here. You ld double your dollars in this business year. Write Chamber of Commerce, n 797, Astoria, Ore., for particulars. ember, Astoria is only deep-water port Columbia River, and is one of only five acific coast.

VERY ONE A GOOD CHANCE.

. 236.—In best residential district orristown, Pa., one of the busiest towns Eastern Pennsylvania. Store estab- d for twenty years. Does $22,000 to oo yearly on stock of $2,000. Uses team, but horse not for sale. Nets r cent. Owner going into other busi- and will sell at inventory. Take about o. Can be greatly increased.

. 254.—In North Philadelphia. Gro- s, meats and provisions. Store 28 x 30, back room. Does $25,000 per year, thirds cash. Stock about $2,000. Uses horse and two wagons. Profits 10 per clean and clear. Good house con- ed for rent or sale. This store has been blished forty years and the owner is retiring from business. Fullest in- gation. Price Inventory.

. 258.—On North Tenth street, Phila- hia. Store 18 x 45. Does $350 per week, thirds cash. Stock about $1,000. Net ts 15 per cent. Uses one team. Good ling connected. Owner is in other ness and cannot give time. Store es- shed for thirty years and is making ey. Good chance to handle meats. inventory.

. 263.—In near Philadelphia suburb. eries and provisions. Store 40 x 40 Yearly business, $25,000, half cash. x carried, $1,500. Net profits 15 per Good dwelling connected. Uses two s. Business established and prosper- Good reason for selling. Price, in- ory.

. 266.—In Montgomery County, Pa., outside Philadelphia. Only store in suburb. Store 30 x 60, with two back rooms, stable and large yard. Does $22,000 yearly, half cash. Stock $4,500. Uses three teams. Post-office in store, paid last year $332. Actual net profits, outside post-office, 8 per cent. Lack of capital cause of selling. Or will take good partner. Price inventory. Fixtures can be rented with store.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business In 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 269.—In Chestnut Hill, Philadelphia. Store 15 x 30 feet. Weekly business, $350, two-thirds cash. Stock about $800. Uses one team. Dwelling connected for rent, if wanted. This business nets 15 per cent. clear. Death of partner compels sale. Price inventory.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 288.—In West Philadelphia. Store 15 x 27 feet. Does $400 to $425 weekly, all cash. Clears $40 cash every week. Uses one team. Good house connected for sale or rent. Owner has a saloon license and must sell store. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 296.—In best northern residential Philadelphia suburb. General provision store. Opened April 1, 1907, and did $175 the first week. Last week in June, 1907, did $376. Stock about $1,000. Business thoroughly profitable, paying clear above everything $70 per week. Owner has other business and cannot attend. Splendid chance for increasing. Price inventory.

No. 300.—In busiest part of Columbia avenue, Philadelphia. Store 22 x 40 feet. Does $30,000, half cash, balance weekly and monthly. Stock $1,200. Uses one team, hiring the horse when needed. Cleared last year 10 per cent. on groceries and 30 per cent. on truck. Owner is retiring from business and will sell at inventory. Ice-box built in and will be rented with store.

No. 303.—In Frankford, Philadelphia. Size 20 x 20 feet (double store). Does $400 weekly, two-thirds cash. Stock $1,000. Good dwelling connected. Uses one team. Clean net profits 20 per cent. This store has been established forty years, and is a splendid proposition. Family reasons, which will be explained.

No. 304.—In one of the highest grade Philadelphia suburbs, only grocery store in place. Handles groceries, meats and provisions. Does $38,000 yearly, stock, $2,000 to $2,500. Uses three teams. Sells the very finest trade and gets good profits. This business nets $3,000 a year above everything. Good house connected. Owner retiring. Price, inventory, favorable terms.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,500-$2,800. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 306.—On busiest part of Germantown Avenue. Store 19 x 60. Does $600 weekly, three-quarters cash; stock $1,500 to $2,000. Uses three teams. Business actually clears $100 weekly. Fixed charges moderate and store thoroughly sound and prosperous. Dwelling connected. Owner is a widow and has neither taste nor experience for the grocery business. Will sell at inventory. An extremely unusual chance.

No. 307.—In select part of West Philadelphia. Store 15 x 30. Does $250 weekly, nearly all cash. Stock $500-$600. Clean net profits 15 per cent. Real estate if wanted. Owner is a woman and wants to retire. Price, inventory. A man can easily double this business.

No. 308.—In Germantown. Does $200 weekly. Stock $500 Nets clean 10 per cent. profit above everything. Owner going into other business and will sell at inventory. With meats added this business will increase 50 per cent.

No. 309—In nearby aristocratic Philadelphia suburb. Store 20 x 60. Does $1,000 per year to best trade. Stock $2,500. Uses three teams. Actual net profits 8 per cent. Good dwelling Owner has been ill for years and now must retire. Price, inventory. This store has been establisbed sixteen years.

In all of these the cause of selling is good, and the fullest Investigation courted Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THE BIGGEST GROCERY STORE BARGAIN OF THE YEAR.

We offer one of the best grocery stores in suburbs, seven miles from Philadelphia, only one other store. Does $40,000 yearly. Stock $1,500. Uses three teams. Net profits, clean 10 per cent. Dwelling connected. Owners both seriously ill and must sell immediately. Fixtures and teams are fairly worth $1,800, but will sell for $1,000. Stock Inventory. A clean, handsome, active store. Fullest investigation.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WHO WANTS TO GIVE A GENERAL STORE FOR A GOOD FARM?

A client of ours in Atlantic County, N. J., has a 13½ acre farm, high, cleared and level, directly on the new electric line from Philadelphia to Atlantic City and only seven miles from the latter; good house, barn and other buildings, including large chicken house and yard; two good wells; 100 fruit trees. Splendid place for profitable poultry business, owing to closeness to Atlantic City. Owner wants to exchange for general store in New Jersey or Pennsylvania. He will sell for $4,000 cash or $4,500 trade, subject to mortgage of $2,500.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THE ONLY STORE IN THE PLACE.

This seems like a rare chance. We offer the only grocery, meat and provision store in high-class Philadelphia suburb. Does $38,000 yearly to very best trade; quarter cash, quarter weekly, balance monthly. Stock, $2,000 to $2,500. Business has been established for several years and the owner sells only because he has a stock farm which he likes better. Comfortable house connected. Clean and clear net profits 8 per cent. Price, Inventory, half cash, balance any fair terms well secured.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

SALESMAN WANTED—Scotch herring firm, opening branch in New York, requires first-class salesman for Aberdeen canned fish, Scotch and Holland cured herring, Irish and Norway mackerel and some knowledge of German herring trade; only those who have been in the trade need apply. Address Herring, care "Grocery World," Philadelphia. tf

WANTED—Salesman to handle the best jar ever put on the market. Salesmen for manufacturers' agents preferred. Address Kerr Glass Mfg. Co., Portland, Oregon. tf

WANTED—Grocery clerk; counter hand and first class solicitor; one who is used to first-class trade, for suburban store near Philadelphia; good wages to the right man. Address S 29, care "Grocery World," Philadelphia. 14

SITUATION WANTED.

WANTED—Position in grocery store with reliable firm; twenty-two years of age; three years' experience; best of reference from former employer. State salary paid when addressing. G. 9, care "Grocery World," Philadelphia, Pa. 13

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

"Make a Front"

Good advice though a little slangy

Our printed posters are cheaper than painting them yourself, only 2c. apiece, extra price included, and make the front of your store up-to-date and very greatly increase your trade. Samples for postal.

GROCERS' PRINTING CO.
66 N. Fourth St. Philadelphia

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

Quaker City Preserve Co.
Philadelphia, Pa.

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat

ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. $2.00 per bottle, delivered. Book 10-B free. Absorbine, Jr., for mankind, $1.00 bottle. Removes Soft Bunches, Cures Varicose Veins. Allays Pain. Genuine, mfd. only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

Do You

handle a Cough Remedy that is guaranteed to sell and cure—one that satisfies your customers, gives you large profits, and sells without any effort on your part?

If not, let us give you our proposition—a plan that is both novel and effective. It means money to you and brings new customers and holds the old ones. We do not ask you to pay one cent until you have sold the goods. Write to-day and learn about

German Fir

Dilliard Remedy Company
EAST BANGOR, PA.

Good Morning How's Your Bank Account?

A larger Fall business than ever awaits the grocer who follows up-to-date methods to secure it. One such plan, sure but most inexpensive, will be explained to you if you write for it, using your letter head or enclosing a business card. No charge for complete details. Address

W. H. RIGHTER
150 Nassau St. NEW YORK

this
is
"Club Cocktail"
Pineapple
time

||

Club Cocktail Pineapple is one of the most vigorous sellers Martin Wagner Co. has ever put on the market. Surely you want a case.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Have the Best Goods and You'll Get the Best Trade

We have made a specialty for many years of supplying the finest Foreign and Domestic Fruit, etc., coming into this market, the sort of goods it's hard to get elsewhere; the sort of goods that bring particular people to your store and keep them coming. If you can call we will show you what we mean; if you can't call, write, and we will give you particulars.

R. DAETWYLER & CO.

New Market and Callowhill Sts., Philadelphia

FOREIGN AND DOMESTIC FRUIT

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which w will adhere to until next issue, unless an advance in the market shoul be very pronounced. Quotations below are based on Prices rulin Monday, September 16th. Terms, net 10 days.

First orders must be accompanied by references.

JAMAICA BANANAS.

Jumbo bunches, 10 hands, extra fancy	$1.85 per bun
Selected, 10 hands,	1.65 per bun
Selected, 9 hands, packed 2 in crate	1.60 per bun
Selected, 9 hands, packed in barrels	1.50 per bun
Selected, 8 hands, packed 1 in crate	1.15 per bun
Selected, 8 hands, packed 2 in crate	1.10 per bun
Selected, 8 hands, packed 3 in crate	1.00 per bun
Selected, 7 hands, packed 1 in crate	.80 per bun
Selected, 7 hands, packed 2 in crate	.75 per bun
Selected, 7 hands, packed 3 in crate	.70 per bun
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.25 per bun
Selected, 8 hands	1.00 per bun
Selected, 7 hands	.65 per bun

We advise against shipping bananas loose in bags unless in quantities of bunches or upwards.

CALIFORNIA LATE VALENCIA ORANGES.

Fancy, 80 size, per box	3
Fancy, 96 size, per box	3
Fancy, 112 size, per box	4
Fancy, 126 size, per box	4
Fancy, 150 size, per box	5
Fancy, 176-200-216	5
Fancy, 250-288	5
Extra Choice, 80 size, per box	3
Extra Choice, 96 size, per box	3
Extra Choice, 112 size, per box	3
Extra Choice, 126 size, per box	4
Extra Choice, 150 size, per box	5
Extra Choice, 176-200-216, per box	5
Extra Choice, 250-288, per box	5

Both oranges and lemons continue scarce and high. Our quotations, how ever, are for the very best brands, which are bound to please you.

FANCY CALIFORNIA AND MESSINA LEMONS.

Fancy California, 240 size, per box	
Fancy California, 270 size, per box	
Fancy California, 300-360 size, per box	
Fancy Messina, 300 size, per box	5
Fancy Messina, 360 size, per box	4.00 to 5
Choice Messina, 300 size, per box	4
Choice Messina, 360 size, per box	3.50 to 4

CALIFORNIA FRUITS.

We are receiving daily all varieties of California pears, plums, peache grapes, etc., which will be shipped at lowest market prices on day of shipmen The quality never was finer.

ONIONS.

REGULAR BUSHEL CRATES.

Strictly Fancy White, per hamper	2
Strictly Fancy Yellow, per hamper	1
Bermuda, Prime, per crate	
Fancy Valencia Onions, per crate	1

VEGETABLES.

We carry a full line of vegetables in our truck department, but as the ma ket fluctuates daily on this line of goods, orders will be filled at lowest rulin market prices on day of shipment.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

y subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

ked in paper-lined fancy bags or paper-lined sugar barrels.

	Per lb.
Java	.26
Java	.24
Java	.24
Java and Mocha Blend	.24
Java and Mocha Blend	.22
Mocha	.24
Mocha	.22
Mocha	.20
uayra (Washed Caracas)	.18
Maracaibo	.18
Maracaibo	.17
Santos	.18
Santos	.16
Santos	.14
berry Santos	.14
Rio	.13
1 Rio	.12
2 Rio	.10
on Special Mocha and Java, 1 lb. cans	.27
on Perfection, 1 lb. cans	.20
leship, 1 lb. packages, any quantity	.15
Cabin, 1 lb. packages, 100 to case	.14
uckle's, 100 lbs. to case	
g Bee, 100 lbs. to case ....per case	15.00

TEA.

	Per lb.
25 Gunpowder	.24
28 Gunpowder	.35
Gunpowder	.45
25 English Breakfast	.20
28 English Breakfast	.33
English Breakfast	.40
25 Moyune Gunpowder	.33
28 Moyune Gunpowder	.38
Moyune Gunpowder	.50
25 Imperial	.33
28 Imperial	.35
Imperial	.50
25 Oolong	.28
28 Oolong	.35
Oolong	.45
ng Hyson	.35
n	.35
o ½ and ¼ lb. packages	.50
er Moon	.27
er Bell, 1 lb. packages	.25
da (Ceylon and India Tea)—	
een, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
een, Black and Mixed, 10c. packages, doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
ed Beans—	
n Money, 3 lb., sauce, 2 doz	1.50
n Money, 2 lb., sauce, 2 doz	1.15
n Money, 1 lb., sauce, 4 doz	.85
n Money, 3 lb., plain, 2 doz	1 45
agner's, 1 lb., tall, 4 doz	.48
agner's, 3 lb., plain, 2 doz	.95
agner's, 3 lb., sauce, 2 doz	1.00
cursion, 3 lb., sauce, 2 doz	.85
ratoga, 2 lb., 2 doz	.50
—	
n Money, Shoepeg, 2 lb., 2 doz	.90
andard Shoepeg, 2 lb., 2 doz	.80
andard, 2 lb., 2 doz	.75
lmont Cream, 2 lb., 2 doz	85
norr Brand Kernelled Corn, 2 doz	1.45
—	
we & Co., extra sifted, 2 doz.	
lle Brand, 2 doz	.90
ttle Fellow, 2 lb., 2 doz	1.50
b Roy, 2 lb., 2 doz	1.00
n Money, petits pois, 2 doz	1.60
n Money, standard early June, 2 doz.	1.20
ench, extra fins, 100 in case, per case,	18.50
Money Combination—	
b., 2 doz	.90
ney Beans—	
h., 2 doz	.75
a Beans—	
rby, soaked, 2 lb., 2 doz	.80
andard, 2 lb., 2 doz.	1 00
ttle Darling, 2 doz	1.30
pkins—	
b., 2 doz	.85
llons	
g Beans—	
b., 2 doz	.75
Money Vegetables—	
b., 2 doz., 12 kinds in can	85
eet Potatoes, 3 lb., 2 doz	1 10
b. Pulp, for soup	.48
otash—	
b., 2 doz.	.95
atoes—	
n Money, whole, 3s, 2 doz.	1.00
andard, 3s, 2 doz	.95
llon, ½ doz.	3.00
ir Quality, 3s.	.90
2 doz	.75

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	
Jockey, 1 lb., tall, 4 doz	1.40
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.60
Sockeye, ½ lb., flat, 4 doz	1.25
Crab Meat—	
½ lb., 4 doz	1.00
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.50
Beaver, ½ lb., flat, 8 doz	2 30
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	1.15
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.10
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Glen Cove, ¼ oil, 100	4 00
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
¾ Crown Mustard, 50 cans	4 00
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.50
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.10
Blackberries, 2 lb., 2 doz	1.10
Blueberries, 2 lb., 2 doz	1.15
Cherries, 2 lb., 2 doz	1.40
Gooseberries, 2 lb., 2 doz	1.35
Pie Peaches, 3 lb., 2 doz	1 45
Pears, 3 lb., 2 doz	1.40
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 50
Grated Pie Pineapples, James, 3 lb., 2 doz.	.95
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1.40
Standard Peaches, Rialto, 3 lb., 2 doz	2.50
California Apricots, 2 doz	
California Cherries, 2 doz	
California Peaches, 2½ lb., 2 doz	
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.11
Evaporated, 1 lb. packages, 4 doz	.12
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.15
Best, 25 lbs	
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.09
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ....per doz.	
Citron—	
American Brand, 10 lb.	.20
American Brand, 25 lb.	
Dates—	
Package, 30 1 lb.	.06
Stuffed, 1 lb ....per doz.	
New Prunes—	
40- 50, 25 lbs	
50- 60, 25 lbs	
60- 70, 25 lbs	08
70- 80, 25 lbs	.07¼
80- 90, 25 lbs	.06¾
90-100, 25 lbs	.06¼
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs.	
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs. ....per box	2.10
Seedless Muscatels, 50 lbs	
Seeded, 36 1 lb. packages	14½
Sultana, 36 1 lb. packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06½
No. 2 Head, bbls. or 100 lb. sacks	.05¾
No. 3 broken, bbls. or 100 lb. sacks	.04¼
Japan, 100 lb. sacks	05½

SALT.

	Per sack
Fine Table, 224 lbs	.95
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.95

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.15
Lady Washington Beans, about 200 lbs. to bag	2.25
Green Peas, dried, about 165 lbs. to sack	
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¾
Imported Lima Beans, about 90 lbs. to sack	.06¾
Split Peas, 210 lbs ....per bbl.	7.50
Less quantity	.04
Lentils, about 100 lbs. to sack	.09

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O.	.43
Kingsland, N. O.	.32
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.29
Gold Medal	.30
King Syrup	.30
No. 12 Syrup	.18
No. 6 Amber Syrup	.27
California Amber Drips, 2 lb. cans, 2 doz.	1.75
California Amber Drips, 2½ lb. cans	2.00
California Amber Drips, 3 lb. cans, 2 doz.	2.30
California Amber Drips, ½ gal. cans, 1 doz.	1 95

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.85
Fine Granulated, 100 lb. sacks	4.85
Confectioners' A	4.80
No. 1, A	4.75
Light Yellow	4 35
Fine Granulated, 2 lb. bags	5.15
Fine Granulated, 5 lb. bags	5.05

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	3 85
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.20
Red Cross, 4 doz	4.10
Star, 4 doz	4.20
Dime Brand, 4 doz	3.55
Lion, 4 doz	4.20
Premium, 4 doz.	3.85
Hires' Silver, 4 doz	4.15

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4 00
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3 35
Our Pet, baby size, 6 doz	2.90
Peerless, small size, 4 doz	2 00
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl White Floating	100	4.00
Ark	100	2.20
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4.20
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz.	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.65
*P. & G. Oleine	60	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.50
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2 08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box.
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3 25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb.	per lb.	.08
White Castile, 36 lb.	per lb.	.10
Conti, imported Castile, 36 lb.	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1 80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by **FRANCIS H. LEGGETT & CO.**, West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.
NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.40@.45
Choice, barrels	.38
Good, barrels	.26@.30
Fancy, quart jars, per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@ 35
Ordinary	.22
Blended, fancy	.84
Blended, choice	.80
Blended, good	.28
2-lb tins, 3 dozen, per case,	2.80
Quarts, 2 dozen, per case,	2.80
Sugar Syrup—	
Pure, extra fancy	.85@.88
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.28@.30
Tins, 2-lb., 2 dozen, per case,	1.95
Tins, 2½-lb., 2 dozen, per case,	2.25
Tins, 8-lb., 2 dozen, per case,	2.50
Tins, 5-lb., 1 dozen, per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 100@110	
Georges, count 110@115	23 00
Shore 2s, count 225@250	25 00
Medium Irish 2s, count 450	17.00
Norway, count 400@450	
Norway, count 300@350	18.50
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.13
Halibut, fancy chunks, Iceland, 20 lbs	
Bloaters, Cromarty, 100s	

TEAS.

Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.15@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.20@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.15
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Souchong—	
Common to fair	.14@.18
Superior to fine	.20@.25
Extra fine to finest	.80@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.34
Old Government—Best	.27
Old Government—Choice	.25
Old Government—Prime	.23
Old Government—Good	.21
Imitation	.20
African	.20
Mocha—	
Genuine Arabian	.23
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.18½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 8	.14½
No. 4	.14
No. 5	.18½
No. 6	.18
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.30
Cinnamon, Mats	.10½
Cinnamon, Twaio	.17
Cinnamon, Ceylon	.21@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.80
Cloves, Zanzibar	.19@.20
Cloves, Amboyna	.22
Cloves, Penang	.80@.85
Ginger, African	.08
Ginger, Jamaica, bleached	18½@ 20
Ginger Jamaica, unbleached	.17@.19
Ginger, Calcutta	.08
Nutmegs, 75–80s	.25@ 35
Nutmegs, 105–110s	.18@.20
Nutmegs, 130–140s	.15@.18
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Extra white 2½s, unpeeled Calif.	
Standard white 2½s, Calif.	
Tips, green, 1s	
Tips, white, California, 1s	
Beans, Baked—	
Standard, plain 1s	.42½
Standard, plain or sauce, 2s	.50@ .60
Standard, plain or sauce, 3s	.70@ .85
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.50@1.60
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.60
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	.60@ .80
Beans, Stringless—	
Fancy 2s	2.25@2.50
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1.10@1 15
Fancy New York 2s	.90@1.00
Standard New York 2s	.75
Maryland 2s, Maine Style	.75@ .80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.30@1.35

—3—

Telephone 2s	
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.15@1.20
Soaked 2s	.75@ .80
Succotash—	
Extra fancy Maine 2s	1.25
Fancy Maine 2s	1.00@1.10
Extra standard 2s	.75@ .90
Pumpkin—	
Fancy, 3s	.85@1.15
Fancy, gallons	2.75
Squash—	
Fancy 3s	1.15
Tomatoes—	
5½-in. cans, fancy New Jersey	1.50
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	4.50
Gallons, extra standard Maryland	4 25
Quarts, glass jars	
Beets—	
Fancy Strawberry 3s	1.50@1.75
Cut 3s	1.00@1.10
Sweet Potatoes 3s	.90@1.00
Sauer Kraut 8s	.80@1.10
Spinach—	
Standard Maryland 8s	1.45@1.50
Fancy New Jersey 3s	1.50@1.75
Gallons	4.75

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2 65
Standard 2½s	
Gallons	
Cherries—	
Extra White 3s	4.40
Extra White 2½s	8.75
Extra standard White 2½s	3.50
Standard White 2½s	3.00
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 8s	8.75
Extra 2½s	3.00
Extra standard 2½s	
Fancy 3s	
Standard 2½s	
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	8.75
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s.	8.50
Extra standard 2½s	

EASTERN.

Pears—	
Choice New York 2s	1.50
Choice New York State 2½s	2.60
Standard 2s	1.25
Pineapples—	
Sliced or grated 2s	2.00@2.20
Sliced or grated 1s	1.00@1.10
Pie, grated, gallons	3.60
Singapore 1½s	1.15@1.25
Plums, egg, 3s.	
Plums, gage, 3s	
Apples—	
Gallons	3.25
Strawberries—	
2s, fancy	2.50
2s, extra	
Raspberries—	
Red, fancy, 2s	1.80
Standard 2s	

FISH.

Lobster—	
Flat 1s	4.50
Flat ½s	2.50
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	
Medium Red	
Red 1s	1.25@1.35
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.10
Oval 1s (steaks)	2 90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.15
Smyrna Sult., fancy, 6 cr., 30 lbs	
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	
California, 4 cr., 50 lbs	
California, 3 cr., 50 lbs	
California, 2 cr., 50 lbs	
Figs—	
Baskets, 1 lb. and 2 lb.	.15 @.18
Layers, 2¾-in., 10 lbs	.09
2½-in., 12 lbs	
2¼-in., 12 lbs	
2-in., 12 lbs	
Currants—	
Fancy, 1-lb. cartons	.10
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08
Natural, choice	.07¾
Citron—	
According to quality	.17 @.20
Lemon Peel—	
According to quality	.11 @.12
Orange Peel—	
According to quality	.11½@.12½
Fard Dates—	
60 lbs., bulk	.06 @.07
1-lb. pkgs., 30-lb. case	.09
Persian Dates—	
60 lbs.	
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.10½
40x50, choice	.09¾
50x60, choice	.07¾
60x70, choice	.07½
70x80, choice	
Choice. 50-lb. box—	
60x70, 80x 90	
70x80. 90x100	.05½
Prunes in cartons—	
Fancy 40x 50	.11
50x 60	.10
60x 70	.09½
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	
40x50	
Apples—	
Fancy, 50 lbs.	.11
Fancy, 1-lb cartons	
Prime, 50 lbs.	.10½
Choice, 1-lb. cartons	.12
Peaches—	
Fancy, peeled, 25 lbs.	.27
Unpeeled, fancy, 25 lbs.	.14
Extra Choice Muir	
Apricots—	
Royal, extra fancy, 25 lbs	.26
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.24
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	@.50
Valencia, 28 lbs	.36 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.25
French Princess	
Tarragona, 120 lbs	.16
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.12½
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.16 @.19
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	.13
Grenoble, 220 lbs	
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.17
Extra choice, boxes, 25 lbs	.13½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@18.00
French quarters, boneless	
French quarters, with bones	14.50@18.00
High quarters, boneless	24.50
Halves, boneless	15.00@38.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ½s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@18.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.	.08@ .09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.	Column.
Butter, all Grades	7
Eggs	27
Cheese, New York Full Cream	27
Oat Meal	29
Beans, Dried	29
Skinback Hams	43
Lard, Swift & Co.	44
Dres ed Turkeys	45
Glucose	60

DECLINES.	Column.

ADDITIONS.	Column.
Skippei Sardines	13

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammunition	4
Axle Grease	5
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	5
Barley	29
Baskets	62
Bath Brick	59
Beans	29
Blacking, Shoe	6
Bluing	6
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	28
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	15
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Pudding	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	60
Tacks	59
Tapioca	30
Tar	48
Teas	1
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

Confectioners' Lozenge	5.25
" Powdered	5.25
" Crown A	5.45
" Crystal A	5.10
" Coarse Granulated	5.35
Eagle Tablets	6.38½
Crystal Dominoes	7.35
Cut Loaf	5.80
Patent Cubes	5.35
Powdered	5.20
Extra Fine Granulated	5.20
Coarse Granulated	5.20
Granulated	5.10
Fine Granulated	5.10
" in 50-lb. bags packed 2 in 100-lb. bag	5.15
" in 25-lb. bags packed 4 in 100-lb. bag	5.15
" in 10-lb. bags packed 10 in 100-lb. bag	5.25
" in 5-lb. bags packed in bbls	5.30
" in 5-lb. bags packed in 100-lb. bags	5.30
" in 2-lb bags packed in bbls	5.40
" in 2-lb. bags packed in 100-lb. bags	5.40
" in 2-lb. cartons in cases	5.30
" in 2-lb. paper packages in cases	5.30
onfectioners' A	5.00
1—Keystone A	4.85
1—American A	4.80
3—Centennial A	4.75
—California A	4.70
—Franklin B	4.65
—Keystone B	4.60
—American B	4.55
—Centennial B	4.50
—California B	4.45
—Franklin Extra C	4.40
—Keystone Extra C	4.35
—American Extra C	4.30
—Centennial Extra C	4.25
—California Extra C	4.25
—Franklin C	4.25
—Keystone C	4.25

TEA.

	Per lb.
APANS—Basket-fired	18 @ 35
APANS—Pan-fired—Common to Fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
RMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
OCHOW—Common, cargo	13 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
NPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	13 @ 20
Choice to extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	17 @ 38
CEYLON—Common to Fine	17 @ 40
ENGLISH BREAKFAST—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

	In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1	.45	.47
" " " 2	.40	.42
" " " 3	.35	.37
Black and Green, " 1	.45	
" " " 2	.40	
English Breakfast, " 1	.45	
" " " 2	.40	
Formosa Oolong, " 1	.45	
" " " 2	.40	

Counter box, 30 ten cent tins, only packed in No. 1 quality, $2.00

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, " "	.60
Ex. Gold, " "	.75

Mixed (Green and Black), same prices as above.
Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), "	.50
Formosa and Oolong, "	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades per doz.	.90

Caricol Blend, Martindale & Co.:— Per lb.

5-lb. Silver Sacks	.22
1-lb. "	.22½
½-lb. "	.23
¼-lb. "	.23½
⅛-lb "	.25

Spring Garden Tea—

100 lb. barrels per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

McCormick & Co's, Banquet Brand— Per doz.

No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

—3—

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz., per doz.	.85
" " " quarts, 1 " "	1.40
" " " " 3 " "	1.40
" " " ½ gals. 1 " per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
" quarts, 1 " "	.90
" " 3 " "	.90
" ½ gals. 1 " per bbl.	1.80
Violet, pints, 2 doz. per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross "	8.40
Peerless, ¼ gross "	4.40

BAKING POWDER. Per Doz

Davis' O. K., ¼-lb., 4 doz. per doz.	.45
" ½-lb., 3 " "	.90
" 1-lb., 2 " "	1.65
" 5-lb., ½ " "	7.20
Cleveland's, 10-c. size, 4 doz. per doz.	.84
" ¼-lb., 4 " "	1.23
" ½-lb., 2 " "	2.28
" 1-lb., 1 "	4.37½
Leslie's, ¼-lb. cans, 1 or 2 ds. cartons, 4 dz. cases	.45
" ½- " 2 doz. cases	.90
" 1- " 1 "	1.65
" 5- " 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz.	45
Parrot and Monkey, 4 doz.	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass, 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl. per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz. per doz.	.45
10c.-can, 4 doz. in box "	.90
½-lb. cans, 2 doz. in case "	1.25
1-lb. cans, 1 doz. in case "	2.50
Royal, 10c. size, 4 doz.	.86
" ¼ lb., 4 doz.	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.61
Ralston Baking Powder, 1 lb. cans, per doz.	2.25
" " " ½ lb. " " "	1.25
Sea Foam Baking Powder—	
¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

—4—

Boston Brand, 5 lb. size, ½ doz. case...per doz.	12.00
" 1 " 1 " ... "	2.50
" ¼ " 2 " ... "	.55
" ⅛ " 3 " ... "	.75
Purity Brand 5 " ½ " ... "	6.00
" 1 " 1 " ... "	1.50
" " 3 " ... "	.80
" ¼ " 3 " ... "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz. per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M. per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz.	1.15
Bixby's Royal Polish, 1 doz.	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz.	.82½
Browns, Army and Navy, 1 doz.	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co.—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos Peaberry, extra fancy	.10
" Choice	@.09
" Fancy	.09¼@.09½
Maracaibo, Strictly Fancy, Mild	.11½@.11¾
" Choice	@.11
Washed Caracas, Fancy	.12½@.13
Java, Extra Fancy Old Government	@.19
" Extra Fancy	@.18½
" Fancy	@.18
Mocha, ½ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.13
" Prime	@.11½
" Choice	@.09½
Santos, Extra Fancy	.13½
" Choice	@.12½
" Fancy	@.13
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.24½
" Fancy	@.23½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.18½
Eureka	.15½
Leader	.18
Jap	.13
Special, No. 6	.12½
Special Drive	.12

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 35/100
Lion	13⅛	13¼

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins,	.26
Saludo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, M. & J. Blend, 40 or 60 1 lb. tins	.27½
Tourist, M. & J. Blend, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.15
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box ... per box	3.90
12 tins in box ... per carton	.95
2 lb. tins ... per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans ... per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends ... per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin ... per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross ... per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04⅜
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Gun Caps, E. B ... per M	.60
Gun Caps, musket ... per M	.65
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB. bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz.	5.20
Sawyer's, No. 1, 6 doz.	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz.	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz.	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7 40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.29
" First, "	.28
" Second, "	.27
" Third, "	.26
" Imitation, 30–60 lbs	.25
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.30
Ladles, 30–60 lbs., bakers' use	.23
Print Butter:—	
Star or S. D. brands, 1 lb., 20–50-lb. bxs.	.34
B. B., E. D. brands, 20–50-lb. boxes	33
J. J., C. V., Gilt Edge, Gold Medal, 20–50-lb. boxes	.32
Sheaf ("400") Elgin, 20–50-lb. boxes	.31
Sheaf	.28–.30
B. S. Gilt Edge, cartons	.34
Gurnse, pounds or half pounds	.32
Belle Spring	.30

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.11½
" 16's, "	.12½
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	09¼
Peerless " " "	09¾
Bright Light, " " ... per box	2 35
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	
Martha Washington, long 12s ... per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints ... per gross	4.35
Mason's, quarts ... per gross	4.60
Mason's, half-gallons ... per gross	6.50

—8—

Jelly Tumblers—	
Barrels, 22 doz ... per doz.	.16
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.75
Mason's Caps and Rubbers, ½ gro., "	2.05
Jar Rubbers—	
Lip, wide ... per gross	.85
Acme, wide, 1 doz. cartons ... per lb.	.45
" medium, 1 doz. cartons ... "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium ... per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Autumn brand, Sweet Marjoram ... per doz.	.25
" Sage ... "	.25
" Thyme ... "	.25
" Savory ... "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory ... per case	1.00
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—	
⅛-lb. cartons, 1 doz ... per doz.	.40
¼-lb. " " ... "	.75
½-lb. " " ... "	1.25
¼-lb. screw cap bottles, 2 doz ... per doz.	.90
¼-lb. square cans, 2 doz ... "	.80

CANNED GOODS.

Tomatoes—	Per Doz
Frying, Good Luck Brand	1.15
DuBois' Frying	1.22
Jersey King, No. 3, Standard Jersey	1.05
Blue Hen Chickens, No. 3	1.00
Rio Grande, fancy, Jersey	1 05
Silver Lake, fancy, Jersey	1.15
Alta, No. 2	.70
Alta, No. 10, 1 doz	3.15
Bull Dog, No. 2	.67
Lima Beans—	
Tinsley's, extra small	1.35
Turkey, fancy, Jersey	1 10
Silver Lake	1.05
Boyer's, Fancy	1.07
Oxford, Maine packed	.87
Lanfair, 2s	.65
String Beans—	
Red Jacket, small	1.55
Cloister, fancy N. Y	1.45

Make a Leader of Spring Garden and It Will Make a Leader of You

For it is the finest Tea ever blended at the price we sell it for. Your customers will keep coming back for it at 60 cents per pound, and we sell it to you at

In 100-lb. Barrels	18	cents per lb. net
In 5-lb. Silver Bags	19	cents per lb. net
In 1-lb. Silver Bags	19½	cents per lb. net
In ½-lb. Silver Bags	20	cents per lb. net
In ¼-lb. Silver Bags	21	cents per lb. net

Packed in cases containing 100 Pounds

Thomas Martindale & Co., Philadelphia, Pa.

"THE BOTTOM AS GOOD AS THE TOP"

Our **Apelpi Evaporated Apples** are a prime grade of New York fruit, selected from the best flavored and matured apples.

The square cartons are lined with waxed paper and their contents are guaranteed to be as fine as anything in the market.

Every piece of fruit is hand picked and must be perfect before it goes into our machines.

The result is a product for which the demand is not only enormous, but constantly growing.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON Distributers — **28 So. Front Street** Philadelphia, Pa.

We Are Going to Show How You Can Increase Your Trade at an Expense You Can Afford

Why is Willow Grove Park lighted by countless thousands of electric bulbs?

Why are Coney Island's Parks illuminated in the same way?

Why do all amusement places, department stores, and other big business enterprises spend such enormous sums for light? There is only one answer—**to attract the people**. Their success depends entirely on attracting the people. Doesn't **yours?** Why can't you take a leaf out of their book? If light brings them trade, won't it bring trade to you?

Did you ever stop to consider that you could illuminate your window in such a way that it would be **sure** to "attract the people"—and that if you get one new customer a day through it, the expense will be paid for a month. We will show you how it can be done if you will write or phone us.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

—9—

Boyer's, 2s	.82½
Acorn, 3s	95
Acorn, No. 2	.72½
White Wax Beans—	
Acorn	.67½
Champion	.62½
Compass, No. 10, 1 doz	3.60
Baked Beans—	
B. & M., No. 3	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.87½
Campbell's, No. 2, sauce	.87½
Oxford, No. 3	.90
Narragansett, No. 2, tomato sauce	.97½
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.80
Moore & Brady, No. 3, sauce	.85
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	45
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	.92½
Martin Wagner Co., No. 3, tomato sauce	1.00
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.47½
Schimmel's, No. 1, sauce	.50
Schimmel's, No. 2, sauce	.87½
Schimmel's, No. 2, plain	.82½
Bunker Hill, No. 3, plain	.75
Bunker Hill, No. 3, tomato sauce	.77½
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. per doz.	.82½
Victory brand, No. 1, 4 doz. per doz.	.45
Corn—	
Kornlet	1.50
Winoor, kernelled	1.40
Paris, fancy Maine	1.15
American Beauty, extra fancy, Shoe Peg	.85
Cream of Susquehanna	.95
Baker's, G. W., whole grain	85
Shoe Peg, Susquehanna	.80
Shoe Peg, Osborn's	.72½
Mark, crusbed	.67½

—10—

Peas—	
French, Extra Fins, 100 cans, per case	16.25
French, Tres. Fins, 100 cans, per case	14.50
French, Fins, 100 cans	13.75
French, Moyens, 100 cans	13.50
Belle Rose, Fancy N. Y. State Sifted, Little Champions	1.50
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1 25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	1.00
Little Nell's, Baltimore	.65
Beets—	
Red Jacket, No. 3, small	1.45
Silver Lake, fancy, No. 3	1 05
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
McMurray's Mountain	.80
Spinach—	
Champion, No. 3	1.35
Shawnee, No. 3	1.30
Farren's, No. 10	4.25
Sweet Potatoes—	
Plantation, No. 3	.92½
Delaware, 3-lb., 2 doz	.95
Pumpkin—	
Catawba brand, extra fancy, N. Y. State, No. 3	.85
M. & W., Dog Head, No. 3	.80
Andrews & Co., No. 2	.47½
Asparagus—	
Del Monte, mammoth, No. 2½	4.25
Extra mammoth, No. 2½	4.25
Superior, large, No. 2½	4.00
Staple, medium, No. 2½	3.85
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3 50
Grand Island, medium	3.35
El Rio, medium, No. 2½, 2 doz	3.25

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra standard	2 50
Standard	2.00
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Cherries—	
Extra quality, 2½s	3.40
Extra standard, 2½	
Standard, 2½	3.00

—11—

Peaches—	
Extra standard, lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 1 lb., 4 doz	1.65
Prize Medal, lemon clings, No. 10, 1 doz	8.50
Express, yellows, 2½s	
Plums—	
Extra standard egg	
Extra standard green gage	
Standard egg	
Standard gage	

DOMESTIC CANNED FRUIT.

Apples—	
Derby, No. 10, 1 doz	2.85
Pride of Shenandoah, No. 3, 2 doz	.95
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	1.10
Blueberries—	
Main, No. 2	
Main, No. 10	
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Calumet, yellow, light syrup	
Terrapin, No. 3	
Pears—	
Matchless, extra fancy, No. 2	1.50
Raspberries—	
Mikado, red, fancy, N. Y. State, preserved, No. 2	
Rhubarb—	
Silver Lake, No. 3	
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	1.90
Silver Lake, No. 10, 1 doz	7.50
Defence, No. 2	2.25
Pine-apple—	
Phonograph, grated, No. 2	1.95
Phonograph, sliced, No. 2	1.90
Acorn, grated, No. 2	1.90
Acorn, E. & C., No. 2	1.85
General, E. & C., sliced, No. 2	1.75
Indian River, E. & C., No. 2	1.60
Terrapin, E. & C., sliced, No. 2	1.55
Wagner's, E. & C., No. 2	1 50
Orange Grove, E. & C., No. 2	1.40
Wallace, grated, No. 2	1.30
Singapore Chunks, No. 1½, 4 doz	1.17½
Wallace, E. & C., sliced, No. 2	1 25
Singapore, cubes, No. 1½, 4 doz	1.12½
Wagner's, No. 1, cocktail, 2 doz	95
P. & B., grated, No. 3	.85
James, No. 3, pie, grated	.85
Singapore, cubes, No. 1, 4 doz	.80

—12—

The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.	
Tan Chop Hln, ⅜-lb. chunks, per doz.	.80
" 1 " " "	.87½
" 1½ " " "	1.17½
" 1½ " sliced "	1.35
" 1½ " grated "	1.35
" 2½ " whole "	1.85
Packed in their own juice:—	
1½-lb. chunks, extra heavy syrup...per doz.	1.45
1¼ " sliced "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz.
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	
Star, No. 1, 4 doz	.97½
Lobster—	
B. & M., No. ½, flat, 4 doz	2.17½
B. & M., No. 1, tall, 2 doz	4.05
Star brand, No. ¼, flat, 4 doz	1.30
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.15
Shrimps—	
Barataria Canning Co., new, No. 1, 2 doz	
Lopez & Dukate (Barataria), new, pickled, No. 1, 2 doz	1.25
Mackerel—	
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.50
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.15
Boyer's, No. 2, 2 doz	2.20
M. & B., No. 1, 2 doz	1.07½
Stewart's, No. 2, 2 doz	2.10
Stewart's, No. 1, 2 doz	1.02½
Victory, No. 1 doz	1.02½
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Salmon—	
Cook's, Holly, Colorado River, No. 1, tall	1.75
Hapgood's, No. 1, tall, 4 doz	1.87½
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.15
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Rising, light, fancy, red, No. 1, tall	1.25
Humes, Karluk, No. 1, tall, 4 doz	1.27½

Ritter's Guaranty

In compliance with the rules and regulations for the enforcement of the Food and Drugs Act published by the Commission appointed for this purpose, we have filed a guaranty covering all our products with the Agricultural Department in Washington under the serial number 1017.

In the future all our products will be labeled in accordance with Regulation Nine as follows: *Guaranteed under the Food and Drugs Act, June 30, 1906, No. 1017.*

This guaranty is sufficient and covers every sale we make and no individual guaranties are necessary.

It has always been our aim to manufacture pure and wholesome food, to comply with existing laws and to protect all who buy our products, and we shall carry out this principle in the future.

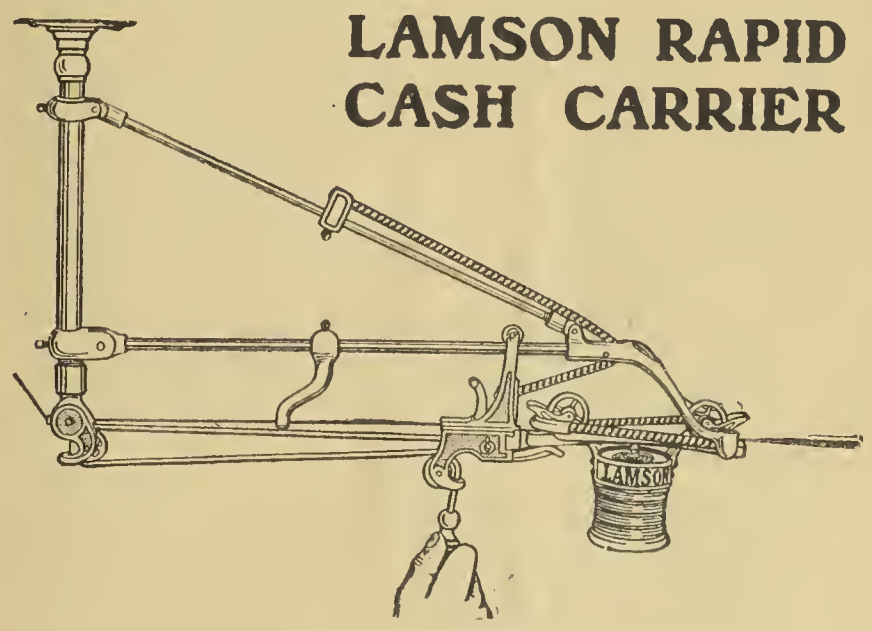
We hope to deserve your continued confidence and patronage.

Philip J. Ritter Conserve Co.

PHILADELPHIA, PA.

Fruit Butters	Preserved Fruits	Fruit Syrups
Cranberry Sauce	Catsup	Honey
Mince Meat	Chili Sauce	Mustard
Jellies	Salad Oil	Baked Beans
Jams	Crushed Fruits	Soups
Canned Fruits		Canned Vegetables

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.37½
Leader, fancy, red, No. 1, tall	1.27½
Defender, medium, red, Alaska, No. 1, tall	1.20

Plain.

La Champagne, ¼'s, key	25 00
" ½'s, key	17 00
Lucullus, ¼'s	13 00
C. Morel, ¼'s	10.00

SARDINES—Boneless.

Le Marchand, ¼'s	
La Champagne, ¼'s, key	
Cadean, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.40
½s, Martels	13.50
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8.25
Mustard—	
¼s, Irma, 100 cans	3.42½
¼s, Eureka, key, 100 cans	3.27½
¼s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3 25
¾s, Underwood's, 50 cans	3.95
¾s, Irma, 48 cans	3.30
¾s, Harbor, 50 cans	3.35
¾s, Booth's, extra, in cartons, 50 cans	2.70
¾s, Continental, key, 48 cans	2.50
¾s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.67½
¼s, Continental, key, 100 cans	3 40
¼s, Le Baron, 100 cans	3.12½
Gold Label, ¼s, oil, 100 cans	6.25
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30
Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12 00
Quarters, Tomato Sauce, key, 100 tins	13 00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.20
" " with key, No. 2, 1 doz	2.25
Fairbank's, with key, No. 1, 2 doz	1.15
" with key, No. 2, 1 doz	2.15
" with key, No. 6, 1 doz	7.65
" with key, No. 14, ½ doz	16.50
Libby's, with key, No. 1, 2 doz	1.20
" with key, No. 2, 1 doz	2.20

Chipped Dried Beef.

No. 1, 2 doz	1.85
No. ½, 2 doz	1.05
Glass, No. ½, 2 doz	1.35
Glass, No. 1, 2 doz	2.35
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.72½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.55

—14—

Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz.	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1 12½
Fairbank's, No. 2, 1 doz	2.15
Armour's, No. 1, 2 doz	1.22½
Armour's, No. 2, 1 doz	2.25
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.05
Kingan's, No. 2, 1 doz	2.05

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.42½
Armour's Veribest, No. ½, 2 doz	.75
Libby's, No. ¼, 4 doz	.42½
Libby's, No. ½, 4 doz	.75

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.82½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3 25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2 25
Tongue	1.25	2 25
Chicken	1.95	3.00
Turkey	1 95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's:—	
No. 1 cans, 4 doz. to case, straight or assorted, all kinds except Tomato ... per doz.	.87½
No. 1 cans, 4 doz. to case, assortment No. 1 containing 8 cans Tomato ... " "	.87½
No. 1 cans, 4 doz. to case, Tomato ... " "	.95
No. 8 cans, 24 to case, all kinds except Tomato ... " "	2.50
No. 8 cans, 24 to case, Tomato ... " "	2.65
Gallon cans, 6 to case, all kinds except Tomato ... " "	7.75
Gallon cans, 6 to case, Tomato ... " "	8.25

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tall	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONERY

Croft & Allen Co.—		Per l
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09
Elcroften Mixtures	"	.08
Nobby Mixtures	"	.09
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13
French Creams	"	.09
American Mixtures	"	.08
Variety Cut Drops	"	.08
Darling Mints	"	.08
Golden Drip Bar	15-lb. boxes	.09
Sour Balls	30-lb. pails	.08
Pancella Cream Chocolate	"	.10
I X L Assorted Chocolate	"	.11
King B Assorted Chocolate	"	.12
No. 1 Fine Assorted Chocolate	"	.15
Nonpariel Drops	"	.10
Chocolate Covered Caramels	"	.11
Dairy Chocolate Chips	25-lb. pails	.15
Chocolate Mints	30-lb. pails	.1
Honey B Comb	21-lb. pails	.1
Cream Cocoanut Balls	28-lb. pails	.
Cream Peppermint	30-lb. pails	.
" Wintergreen	"	.
Wellington Caramels	25-lb. pails	.0
Frozen Milk "	30-lb. pails	.1
Soft Jelly Gum Drops	"	.
Superfine "	"	.1
Jelly Beans	"	.
Wintergreen Lozengers	"	.
Mint "	"	.
Assorted "	"	.
Conversation "	28-lb. pails	.
C. & A. Crown Stick	30-lb. pails	.0
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.1
Rock Candy, assorted	10-lb. boxes	.
Penny goods	12 boxes in case	4.5

CATSUP.

	Per D
Beef Steak Catsup, half-pints, 2 doz	1.1
" " pints, "	2.0
Waldorf, medium, 12 oz., screw top, 2 doz.	.8
Snider's Catsup:—	
Pints, 2 doz	2.1
½-pints, 2 doz	1.3
Quarts, 1 doz	3.2
Gallons, 6 jugs in crate ... per jug	.8

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—	Per Ca
Small, 25 bottles in case	2.7
Medium, 25 bottles in case	4.2
Large, 12 bottles in case	3.2

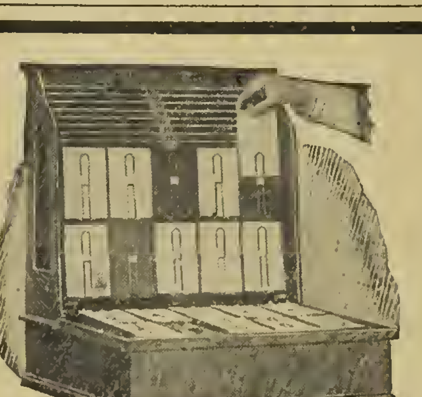
WHERE *the* GLASS JAR COMES IN

The glass jar in which **Croft's Swiss Milk Cocoa**—and that only—is packed offers the entering wedge to a sale, because it is unusual.

No woman ever saw cocoa packed in glass before; the sight is novel; she asks about it, and if you help a little, she buys.

Bought once, **Croft's Swiss Milk Cocoa** will always be bought again, for it has a flavor which has never been successfully imitated. Our exclusive making process removes the bad, develops the good, and the result is the smoothest, most delicious drinking cocoa on the market.

Croft & Allen Co.
PHILADELPHIA, PENNA.



It Collected $570 In Two Days

R. J. Magill has one of the finest Grocery Stores in the City of Buffalo. This letter should interest you:—

BUFFALO, N. Y., May 16, 1907.

To Whom it May Concern:—

When I purchased a 200 Account McCASKEY REGISTER, I certainly knew it had some excellent qualities. I started it on Friday, May 3. On Saturday my four clerks took their orders with the McCASKEY ORDER BOOK COVER AND PADS, and the goods went out with the ONE WRITING the clerks took from the customers on the road, and I was only ten minutes late. This was certainly grand on the first Saturday. I was afraid some of my customers would object to their accounts being totaled, but instead I WAS COMPLIMENTED ON THE SYSTEM—not one objection. IT COLLECTED IN TWO DAYS $570, that I would not have had in three months. If the ladies in the grocery stores only knew the great value of the McCaskey System they would have it shipped by express and not by freight.

MRS. R. J. MAGILL.

Are YOUR customers slow in paying their bills? If so, INVESTIGATE the McCASKEY ACCOUNT REGISTER SYSTEM.

A 64-page Catalogue FREE. Write.

THE McCASKEY REGISTER CO., 30 Rush St., Alliance, Ohio

Manufacturers of the Famous Multiplex, Duplicate and Triplicate Pads; also, End Carbon, Side Carbon and Folded Pads.

New York Office: 140 West Forty-second St., G. M. Orton, Mgr.
New Jersey Office, 15 Clinton St., Newark.
C. T. Baxter, Dist. Mgr. for Maryland, Eastern Penna. and Delaware. Office at 406 Central Trust Bldg., Cor. Market and 4th Streets, Philadelphia, Pa.
J. D. Lasley, Dist. Mgr. for Virginia, North and South Carolina and District of Columbia. Office at Room 15, Central Nat'l Bank Bldg., 7th Street and Pennsylvania Avenue, Washington, D. C.

AGENCIES IN ALL PRINCIPAL CITIES

—17—

Campbell's Beefsteak Tomato Ketchup:—	
½ pints, 24 bottles to case	1.10
Pints, 24 bottles to case	2.00
Campbell's Tomato Ketchup:—	
Pint bottles, 24 to case, per doz	1.40
½-pint bottles, 24 to case, per doz	.90
Campbell's Chili Sauce:—	
Pints, 2 doz. to case	1.40
½ pints, 2 doz. to case	.90
Asst. Condiments, 2 doz. to case, per doz	.90

CHOCOLATE AND COCOA.

Valter Baker & Co's:—		Per lb.
Premium, 12 to 25 lbs		.30
Caracas, sweet, 6 lbs		.32
German, sweet, 6 to 12 lbs		.22
Auto, sweet, 6 lbs		.32
Cocoa, ¼-lb. cans, 12 lbs. in box		.37
Cocoa, ½-lb. tins, 12 lbs		.37
V. H. Baker s:—		
Best Cocoa, ½-lb. size per lb.		.36
" ⅛-lb. " "		.38
Premium Chocolate, ½s, 12 lbs		.30
" ¼s. 12 lbs		.31
Best Sweet Chocolate, ¼s		.21
Best Sweet Chocolate, 1-5s		.21
Vanilla Sweet Chocolate, ⅛s		.29
Iersbey's—		
Vanilla Sweet, ⅛s, 6 lb per box		1.55
Swiss Milk, ⅛s, 6 lb "		1.45
ocoa, Epp's, ½-lb. tins, 7 lbs		.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,		.72
" " 6-lb. boxes, ½-lb. tins, per tin,		.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,		.19
" Huyler's, ½s, 6 lb		.43
" " ¼s, 6 lb		.45
ensdorp's Royal Dutch Cocoa, 12-lb. cases—	Per can.	Per doz.
¼-lb. round cans	.18½	2.21
½-lb. "	.29	3.48
1-lb. "	.57	6.84
1½-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55
nsdorp's Chocolates, 6-lb. boxes, 24 boxes in case—		
Milk Chocolate, 6 to lb		.45
Queen, 4 to lb		.42
Sweet Vanilla, 4 to lb		.28
" 8 to lb		.28
Plain Cooking Chocolate, ½-lb. cakes		.32
ooker's Cocoa Powder—		
¼-lb. tins, 2 doz. in box per doz.		1.88
½-lb. tins, 2 doz. in box "		3.50
1-lb. tins, 1 doz. in box "		6.50
5-lb. tins, 1 doz. in case per lb.		.52
10-lb. bags, 1 doz. in case "		.50

—18—

Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes per lb.	.37
" ½-lb. tins, 6-lb. boxes per lb.	.36
Wilbur's Chocolate—	
Premium, ⅛s, 12-lb per lb.	.30
Sweet Clover, ⅛s, 6-lb per lb.	.25

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ½s	.36
Cocoa, labeled, ⅕s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30
Ideal Chocolate and Cocoa Co.:—	
Ideal Cocoa, ½-lb. size per lb.	.40
" " ⅕-lb. " "	.41
" Baking Chocolate, ½-lb size "	.27
" " " ¼-lb. " "	.29
" Milk Chocolate, 6-lb. box per box	1.65
" Vanilla, Sweet, 6-lb. " "	1.65
Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.33
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.33
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.33
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.33
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.28
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages	.28
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.28
Vanilla Sweet Chocolate, 50 5-cent packages in box per box	1.65
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	41
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.41
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.40

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.39
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.39
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.39
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.38
Diamond Chocolate, sweet, ¼-lb. pkgs.	
6-lb. boxes, 12 boxes in case per lb.	.24
12 " " 6 " " "	.24
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.30
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	32
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.30
Milk Chocolate, 50 5-cent packages in box, per box	1.65
Peter's Milk Chocolate:—	
No. 61—½ lb. size, croquettes per lb.	.48
No. 62—¼ lb. " " "	.48
No. 63—½ lb. " flat packets "	.48
No. 64—¼ lb. " " " "	.48
No. 93—⅛ lb. " " " "	.48
No. 66—⅛ lb. " " " "	.50
No. 67—1/16 lb. " " " "	.50
No. 68—1/80 lb. " " " "	.50
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ⅛s, 2 doz. in box	1.85
" " ¼s, 6 lb. "	.37
" " ½s, 6 lb. "	.35
" " 1s, 12 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" " " 120 2-c. cakes	1.50
" Caracas, ¼-lb. cakes, 6 lb. in box	.30
" Superior Sweet, 6 lb. "	.22
" Premium, ¼s, 12 lb. "	
" " ½s, 12 lb. "	
Hawley & Hoop's Breakfast Cocoa—	
A No. 1, ½-lb. tins, 12 in box	.34½
" ¼-lb. " 24 "	.35½
Cocoa Shells, cleaned, bags per lb.	.01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ⅛-lb. " 6-lb. "	.31½
" ⅛-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ⅛s, 6-lb. boxes	.26½
" ⅛s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes per box,	1.35
" 3-c., 72 " "	1.40

—20—

Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27
Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	3.85
Defiance, 4 doz	3.85
Dime, 4 doz	3.55
Winner, 4 doz	4.15
Baby, 1 doz., glass	1.90
Red Cross	4.15
Peninsular	4.10
Dr. Hand's, 2 doz	3.10
Leader	3.80
Banner, 4 doz	4 05
Star, 4 doz	4.15

EVAPORATED MILK.

Peerless, family size, 4 doz	3 40
Peerless, 5c. size, 4 doz	1.92½
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	
Silver Cow, 5c. size 6 doz.	3.20
Pet, 10-c. size, 4 doz per case	3.25
Pet, 5-c. size, 6 doz per case	2.70
Van Camps, 6 doz., small	2.80
Van Camps, 4 doz., medium	3.55
Van Camps, 4 doz., large	3 70

HIRES CONDENSED MILK AND CREAM

	Per case.
Hires Condensed Milk	**5.60**
Queen	**4.00**
Blue Ribbon	**3.80**
Premium	**3.80**
Silver	**4.15**
(Each of above brands 4 doz. in case.)	
Gold Cream	
Packed in cases of Forty-eight 20 oz. cans.	
Less than five cases	**4.00**
Five cases or more	**3.95**
Twenty-five cases or more	**3.90**
Fifty cases or more	**3.85**

MAKE MONEY
WITHOUT WORKING FOR IT

The difference between the **Ariosa** proposition and other package coffees: With the others *you* create the demand and get your profit on what you sell and that's all. With **Ariosa** the demand is already created everywhere, so you get your profit without working for it and in addition the vouchers coming to you with every case will be exchanged for almost anything you may need in your home or store.

Arbuckle Brothers
NEW YORK

Is This How You Buy Sardines?

Do you adopt a certain brand of domestic Sardines, as you do in other lines, and stick to it?

Or do you buy any old brand offered you at a price?

If you do the latter thing, you have the reason why your trade on domestic Sardines has simply been with people who wanted a cheap Sardine regardless of quality. You can never push Sardines hard and enthusiastically when you buy them hit-or-miss.

If you will stock up **St. Croix Sardines** you will have something good enough to push hard and recommend, and the result will probably be 100 per cent. increase in your sales.

We use the old method of drying and frying in oil—the best fish, packed by the cleanest, finest methods.

Packed in ¼ oils and ¾ mustards.

St. Croix Company
ROBBINSTON, ME.

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ½s	.26
" ¼s	.28
" ½s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08¼
Oyster "	.08	.08¼
Wine Scroll	.10	.10¼
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Bijou Cookie	.07½	.08
Brown Edge Water		.09
Butter Toast	.07½	.08
Clover Mixed		.08
Cocoanut Ripple		.10
Cry Babies		.09
Fig Bars		.10
Fruit Cookies	.07½	08
Fruit Gem	.08	.08
Ginger Snaps, XX	.06	.06¼
Ginger Vedettes	.07	.07½

—22—

Graham Wafers		.10
Grandma Cookies	.07½	.08
Honey Jumbles, XX		.10
" " Iced		.10
Honey Kernel		.10
Iced Ginger Tablet		.08
Iced Penn Treaty		.07½
Iced Vedette Wafer	.07½	.08
Macaroon Cookie		.10
Man-in-the-Moon		.08
Matchless	.08	.08
Milk Lunch	.07	.07½
Oriental Cookie	.07½	.08
Quaker City Mixed	.07½	.08
Quiver Mixed	.07	07½
Orange Cookies	.07½	.08
Peerless		.08
Soda Biscuit, XX	.06	.06¼
" " No. 1	.07	.07½
Spiced Wafers	.07½	.08
Sunshine Cookie	.07½	.08
Suprema	.08	.08
Wavelets		.09

Package Goods—	Per doz.
Bonnie Water	.95
Butter Toast	.50
Cracker Meal	.84
Cresco Cookies	.95
Fairy Oyster	.50
Gingerettes	.95
Gold Medal Soda (10-cent size)	.95
" " (5-cent size)	.50
Graham Wafers	.95
Milk Lunch	.95
Ivinettes	.95
Butter Thins	.95

Freight paid on 100 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN
WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish. p. dz.	1.15

—23—

Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish. p. dz.	1.75
Wein Senf, in bbls...per gal.	
" 1 gallon stone jars...per jar	.75
" 5 gallon kegs...per keg	2.50
Prepared Mustard, in bbls...per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case...per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
...loaf,	.26½
Sap Sago, 3 to a lb...cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs...loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
" in tin...per lb.	.26
" 1-lb. tins...per case	3.25
Camembert, in wood boxes...per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1...loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each...per lb.	.19
Limburger Cheese, No. 1...box, .14; ½ box, .15; less	.15
Muenster Cheese...per lb.	.18
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.19½
Pineapple (Picnic size), 6 in box...per box	
" (Gem size), 6 in box... "	3.00
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case...per doz.	4.50
Lunch size, 2 doz. in case... "	2.40
Picnic size, 2 doz. in case... "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size, per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.30
" d'Isigny, " 6 in box... "	1.30
Wm. Tell brand, 12 in box "	1.10
Neufchatel (Cow brand), 25 in box...per box	.95
Star Cream, or Phila., 12 " "	2.00
Miniature Cream, or Phila. 12 " "	1.00
Hand Cheese, 8 doz "	1.25
" 4 " "	.65
" 4 " Thuringer "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.15
Schutzen Cheese, 12 in box "	.95
American Mountain Cheese (Alpen Kase), 50 1-lb. packages...per lb.	.16

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight)...per lb.	.48
Wiener Wurstel, 16 in tin...per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervelat Sausage (Rolff's)...per lb.	.42
Imported Frankfurters...per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size...per doz.	3.00
American Holsteiner..by bbl. 11½ less, per lb.	.14
" Landjager, short...per lb.	.24
" " long "	
" Mortadella, Dry...per lb.	.25
" Knackwurst, 25 in box, per box, $4.75...per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .21½; less	.23
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.22
" Cervelat, Crescent, 50 and 100-lb. boxes, .16½; less	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23½; less	.24
" Salami (E), 50 and 100-lb. boxes, .21; less	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .19; less	.20
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less	.18
" Tongue Sausage...per lb.	.18
" Smoked Braunschweiger Liver Sausage...per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz.	.90
" Petit Delicatess Frankfurters, with Sauer Kraut...per doz.	.90
" Lebanon Beef Bologna...per lb.	.16
" Paprika Speck "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen...per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2.50
Calves' Head, in round tins...per doz.	1.65
Pickled Meats, in glass "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

Compare This Picture With Your Store

We can make your place look like this and we can afford to do it for less money than anybody else.

MILLER & ENGLAND

7012-14-16-18 Woodland Avenue

PHILADELPHIA, PA.

The GREAT Ramly

Is the one spelled R-A-M-L-Y, the finest Turkish cigarette ever made to sell for 10 cents. So good, other cigarettes are made to look like it, so they will sell on the Ramly's reputation.

If you want to give your customers an ideal smoke, sell them the Ramly. You won't have to tell them about it the second time—they'll *ask* for it.

Mentor Cigarette Company

404 Atlantic Avenue

Phila. Rep., ARTHUR HAGAN & Co.
151 North Third Street

BOSTON, MASS.

—25—

Beef Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	
Lamb tongues, in glass	"	1.60

HOLLAND AND SCOTLAND HERRINGS.

		Kegs or Pails.
Holland Herring, mixed, "Y. M." ½bbl.	5.50	60–75
" milkers, " ½ bbl.	6.50	75–85
" mixed, Standard, bbl.		
½ bbl.		
Holland Herring, milkers, Standard, bbl.		
½ bbl.		
Scotland Herring, mixed, large fulls, bbl.		
½ bbl.	8.00	
" milkers, large fulls, bbl		
½ bbl.	8.00	
Marinirte Herring, Imported, about 40 in pail.		1.25
Roll Herring, Imported, about 25 in pail		1.00
Spiced Herring, Imported, about 40 in pail.		1.00
Norway Stockfish, dry	per lb.	15
Matjes Herring	per pail	

BISMARCK HERRING.

Pint size, round tins, with key	per tin	.20
Quart " " "	"	.35
2 Qt. " " "	"	.55
4 Qt. " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
Russian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

Original Package	per ½ bbl.	5.50
Repacked in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" in 5-gal. kegs	per keg	2.75
" in ½-lb. flat tins	per doz.	.95
" in ½-lb. tall tins	"	1.50
" in 1-lb. tall tins	"	2.00
Fancy Kegs—1/1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg		.20

SALT SARDELLEN.

Original Package, 1902	per anker	16.00
Repacked—kegs, about 8 lbs	per keg	2.75
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz	19 50	½ kilo Cans, per dz.	19 50
½ " "	10.50	¼ " "	10.50
¼ " "	5 50	⅛ " "	5.50
⅛ " "	2 75	1/16 " "	2 75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—about 2000	per cask	
50 " bbl.— " 1200	per bbl.	
15 " keg— " 500	per 100	
10 " keg— " 300	"	1.00
5 " keg— " 150	"	
10 lb. pail— " 50	"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	7.50
10 " keg	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitzkugeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg.	per bundle	.30
Basler Lebkuchen, No. 1, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		
Green Kern	per lb.	.09½
Potato Flour	"	.07
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.80
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

COTTOLENE.

30 2-lb. tins	per case	6.85
15 4-lb. "	"	6.85
6 10-lb. "	"	6.85

Freight prepaid on two-case lots.

—27—

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.26
Western	.25

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.14½
New York, Full Cream, new, 1st's, 40-lb. bxs.	.13
Picnic, Full Cream, new, fancy, 20-lb. bxs	.14½

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb	.27
Anchovies, in oil, ½ bottles	4.50
" " ¼ "	3.25
Anchovy Paste, fancy, per doz	4.75
" plain, per doz	3.75
Bouillon, Burnham, pints, 2 doz. in case	3.75
" " ½ pints, 2 doz. in case	2.00
Capers, Nonpariel, ½ gallon kegs	1.50
" " Quart, glass......per doz.	7.00
" " bottled, ½ size... per doz.	2.35
" " " ½ " "	1.90
" " " ¼ " "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.50
" med. " " 12 " "	5.00
" small " " 24 " "	4.50
Cherries in Maraschino, in glass, 1-doz. case	8.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" " 3 lb., 2 dz. case "	2.20
Currie Powder, pints, per doz	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ⅛'s	2.85
" ¼'s	5.50
" ½'s	10.50
" 1's	20.00
French Peas, Extra Fins, per case	17.00
" Fins, per case	15.00
" Moyen's, per case	13.00
Kippered Herring, 6 doz. in case......per doz.	1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	.29
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz	1.25
" " ½ pints, per doz	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz	6.50
" " " 2 oz., "	3.55
Armour's Beef Extract, 2 oz., "	4.45
" " " 4 oz., "	8.20
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz......per doz.	4.00
" " " 8 oz. "	7.25
" " " 16 oz. "	13.50
Theodore Marquet Mushrooms:—	
First Choice	
Choice, 100 tins per case	
Extra, " "	
Hotel, " "	22.00

—28—

Truffles, 1/16	per tin,	.30
" ⅛	"	.55
" ¼	"	1.15
" ½	"	2.25
Shrimps, Pickled, small size		1.00
Dunbar's Shrimps, 2 doz., per doz		2.25
" Figs in Cordial, 1 doz., per doz		5.00
Bishop's Figs in Cordial, 1 doz., per doz		6 50
Crystallized Ginger, 1-lb. tins, per doz		4.00
" " ½-lb. " "		2.25
Rose's Lime Juice, per doz		3.60
Victor Rose Water, per doz		2.25
" Peach Water, per doz		2.25
Pitted Olives, per doz		5.25

FLOUR.

	Per Bbl
Gold Medal	6.50
King Midas	6.50
Millbourne	6.00
On Top	6.15
Ceresota	5 95
Pillsbury's	5 95
Taylor's Fancy	5.25
Semper Idem	4 75
Pride of the West	4.95
Sunbeam	4.85
Quaker City	5 75

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages	
Franklin Pancake, 30 2s	3.55
Uncle Jerry's Pancake, 40 packages	
Hecker's Buckwheat, 16 3s	
" " 64 1½s	
" Flapjack Flour, 24 2s	
Log Cabin Pan Cake Flour, 36 2s	3.25
Ralston's Purina Pancake Flour, 36 2s	3.00

HONEY.

Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz	per doz.	.95
Selser's, medium bottles, 2 doz	per doz.	1.35
Schimmel's, 12- oz. bottles, 2 doz. in case		1.35
" 6- oz. " " "		.90

L&S Pickles

L. & S. Pickles are only one of many brands of sweet pickles on the market—why should you push them instead of the others?

A natural question, and here's the answer: **L. & S. Pickles** are preserved with granulated sugar. Many, many brands—it wouldn't be fair to specify—are sweetened with saccharine, a harmful chemical substance made from coal tar! Besides the harmfulness, saccharine only sweetens on the outside anyway; sugar goes clear to the heart of the pickle and preserves it through and through.

That's why you should choose **L. & S. Pickles.**

LUTZ & SCHRAMM COMPANY
ALLEGHENY, PA.

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

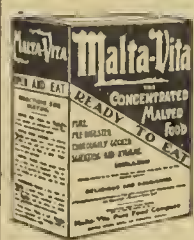
—29—

FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, 100 lbs	1.90
" yellow, granulated, 100 lbs	1.90
" " table, 100 lbs	1.85
Western yellow, 100 lbs	1.65
Quaker, 36 packages	2.65
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.10
Beans—	
California Lima, new, per lb.	.06¼
Marrows, Fancy N. Y. State, grain bags, bush.	2.20
Marrows, New, Extra Choice, N. Y. State, grain bags, bush.	2.10
Medium, Fancy N. Y. State, grain bags, bu.	2.05
Pea, fancy, N. Y. State, grain bags, bushel	2.05
Pea, fancy, Michigan, grain bags, bushel	2.02½
Red Kidneys "	2.60
Peas—	
Green, per bushel	
Scotch "	
Split, yellow "	2.00
" green "	2.60
Lentils—	
110-lb. bags, per lb.	.08¾
Less quantity "	.09¼
Shaker Corn—	
Fancy, barrels, per lb.	
Less quantity "	
Hominy—	
Lea's Breakfast, 10 pkgs., case	1.45
Lea's Pearl, 100 lbs., per bag	2.00
Schumacher's Breakfast, 10 pkgs. to case	1.25
Barley—	
OO	.06
No. 3, 100-lb. bags	3.35
Noodles, Climax, 24 10c. pkgs., asst., case	1.10
" " 48 5c. pkgs., case	1.20
" " asstd., 24 5c., 12 10c. case	1.15
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Oatmeal, B, per bbl	7.00
" " kegs 100 lbs., per keg	3.75
Oaten Goods, in cases—	**Per case**
Avena, 36 packages	3.10
Banner Oats, 20 packages	
Friends' Oats, 36 packages	3.00
Mother's, 36 packages	3.15
Pawnee, 36 packages	
Quaker, 18 small size	1.55
Quaker, 20 large size	4.00
H-O, 24 2's	
Rolled Oats—	
Avena, per bbl., 180 lbs	6.60
Avena, per keg, 90 lbs	3.75
Standard, 180-lb. bbls	6.75
" 90-lb. bags	3.20

—30—

Sago—	
Fine, bags about 160 lbs	.05½
50-lb. lots	.06
Admiral, Pearl, 24's	.07½
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 24 1-lb. pkgs	.07¾
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs., per lb.	.06
" " less quantity "	.06½
" Pearl, 150 lbs. "	.06½
" " less quantity "	.07
Ralston Hominy Grits, 36 2-lb. pkgs., case	2.70
Purina Cream Graham, per bbl.	5.00
Ralston Barley Food, 24 2's, per case,	3.15
Purina Health Flour, 20 5's, Cartons "	3.60
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour	5.00
Packed in 12's, 24's and 48's.	
No. 1, assorted case containing 15 2-lb. packages Wheatlet and 10 5-lb. packages Franklin Flour	4.00



MALTA-VITA, 36 packages 2.85

Egg-O-See 36 packages	2.85
Egg-O-See Corn Flakes, 36 packages	2.85
Cook's Malto Rice, 36 2-lb. packages	4.25
Force Food, 36 packages	4.25
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	
Pettijohn's Food, 18 packages	1.80
Quaker Puffed Rice, 36 packages	2.80
Quaker Wheat Berries, 36 packages	2.75
Vigor, 36 packages	2.65
Ralston Kornkins, 18 25-lb. sacks, per bale	3.75
" Health Crisps, 36 10c. packages	2.80
Ralston's Breakfast Food, 36 2-lb. pkgs. pr. case	4.50
Ralston Health Food, 24 1s, per case	
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.85
Zest, 36 packages, 10 cent size	2.25
Zest, 36 packages, 15 cent size	2.65
Zest, 20 packages, 25 cent size	3.40

—31—

HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs.	4.75
Cases, 3 doz. pkgs.	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.07½
" Acidulated "	1.07½
Cox's, large "	1.57½
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per doz.	1.35
" small "	.95
Bromangelon, assorted 3 doz. "	.87½
Fruit Pudding. 2 doz., asst. flavors "	.80
Jell-O, assorted flavors, 2 doz "	.87½
Jell-O Ice Cream Powder, 2 doz "	.97½
Chalmer's "	.90
Peter Cooper	.90
Tryphosa, per doz.	.92½
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs., per case	2.70
Kusto, 60 5-cent packs, per case	2.00
Puddine, assorted, 2 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz., per doz.	.90

—32—

MACARONI.

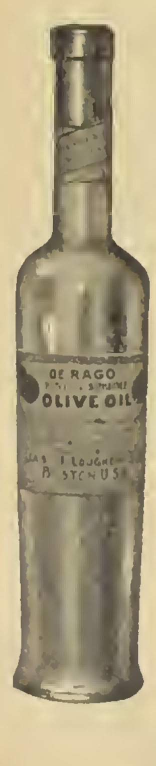
	Per lb.
Larosa Alphabets, square, 25 lbs	.05½
" Elbows, " "	.05½
" Marcaroni, long, "	.05½
" " square "	.06½
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05½
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs.	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.9[illegible]
Spice Drops, in baskets, 20 lbs	1.6[illegible]
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2, per doz.	9.00
" " " 3 "	6.50
" " " 4 "	4.50

It's Different

WE'LL TELL YOU WHY



Olive Oil isn't like granulated sugar—just the same no matter who you get it from. While the many Olive Oils on the market are made in most instances from olives, so are many hats made of straw, but some are better than others. That's the way with *De Rago.* Every bottle of *De Rago Olive Oil* is the juice of perfect hand-picked olives. We don't use the specked or imperfect olives and therein lies the difference. This is the reason doctors recommend *De Rago Olive Oil* for sick people and children. If you want to sell *more* Olive Oil—sell *De Rago.*

Jas. J. Loughery & Co.
IMPORTERS — BOSTON, MASS.

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY

Buy Your Cheese and Delicatessen Here

You should buy your cheese, your delicatessen and your fancy groceries from me because I not only have made a specialty of these goods but because I carry full lines of all of them and can in most cases sell you cheaper than you can buy elsewhere.

All my goods are strictly high grade and from the best manufacturers in the world.

Let me quote you prices.

CARL WILDE, 357 N. Second Street, Philadelphia

—33—

Tobacco Cutters	2.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1½ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins, 2 doz. in case "	2 00
Dime Tumblers, 2 doz. in case... "	.90

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1..	45 00	23 10	11.75	2.60	2.05
Ex. Norway, No. 2..	30 00	18.60	9 10	2.05	1.69
Ex. Norway, No. 3...	25 00	13.10	6.65	1.50	1.25
Ex. Norway, No. 4...					
Ex. Bloaters, xxx...	36.00	18.50	9.40	2.05	1.69
Ex. Shore, No. 1...	24.00	12 50	0.40	1.45	1.21
Shore, No. 1...	22.00	11.50	5.90	1.35	1.13
Large, No. 1...	20.00	10.50	5 40	1.25	1.05
Large Irish, No. 2...	19 00	10.00	5 15	1.20	1.01
Extra Irish, No. 2...	18.00	9 50	4 90	1.15	.97
Medium Irish, No. 2..	17.00	9.00	4 65	1.10	.93
Small Irish, No. 3...					
Irish, No. 3...					
Large, No. 3...	15.00	8.10	4 25	1.00	.85
Herring.					
Lab. Split, Lg. No. 1.	7 50	4.25			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	6.00	3.60			
Shore, Round, Med...					
Ocean Whitefish...	6.00	3 60			
Salmon, Halifax...					
Shad, No. 1, Mess...	15 00	8.10	4.10	1 00	.85
Shad, No. 2, Mess...	12.00	6.50	3.40	.85	.73
Haddock, Pickled...	6.00	3.60			

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.07½
Our Choice, Haddock, 40 lbs	
Gilt Edge, Hake, 40 lbs	.06½

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

—35—

LOOSE CODFISH.

Extra Large Georges Cod	.08
Large Bank	.08
Medium Bank	.07
Pollock	
Hake	

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.15
Small Extra Scaled Herring...per box	.15
Boneless Herring, fancy 10 lb. boxes, per lb.	.13
Smoked Salmon, whole fish...per lb.	.27
New Cromarty Bloaters, 50s...per box	
" " 100s... "	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	
Fancy N. Y. State, 48 1 lb	
Fancy N. Y. State, 50-lb. boxes	.09½
Apricots—	
Extra Choice Royals, 25 lbs	.22½
Choice Royals, 50 lbs	.18½
Cherries—	
California, Royal Ann, unpitted, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.08⅝
Gold Medal, loose, 25 lbs	.08⅜
Private Growth, extra, cleaned, 36 lbs	.08¾
" cleaned, 30 lbs. bulk	.08½
Nectarines—	
White, 25 lbs...per lb.	
Peaches—	
Fancy yellows, 25 lbs	.14½
Extra choice Muir's, 50 lbs	
Fancy Muirs, 25 lbs.	
Pears—	
Fancy California, Bartlett, 25 lb	

—36—

PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs...				
30– 40, 25 "...	.10½	.10		
40– 50, 25 "...	.09	.08¾		
40– 50, 50 "...				
50– 60, 25 "...	.08	.07¾		
50– 60, 50 "...				
60– 70, 25 "...	.07¼	.07		
60– 70, 50 "...				
70– 80, 25 "...				
70– 80, 50 "...	.06			
80– 90, 50 "...	.05½	.05¼		
90–100, 25 "...	.05			
90–100, 50 "...	.04¾			
100–120, 50 "...	.04	.03⅞		

Raisins—	
Muscatels, 4 crown, 50 lb	
" 3 " 50 lb	
" 2 " 50 lb	
Cal. Thompson Seedless, 50 lbs	
Cal. Cleaned Sultanas, 50 lbs	
Cal. Sultanas, 50 lbs	
Seedless Muscatels, 50 lbs	
Raisins, Seeded—	
Admiral, fancy, 40 1s	.12½
Ensign, fancy, 36 1s	.13¼
Not-a-Seed, Ideal, 36 1s	.12
Citron, 10 lbs	.17
" 25 lbs	.16¾
Lemon Peel, 10 lbs	.12
" 25 lbs	
Orange Peel, 10 lb	.12
" 25 lb	

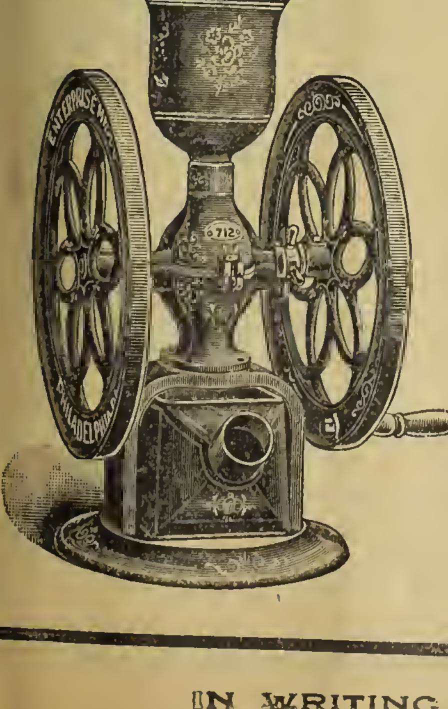
CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb... per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

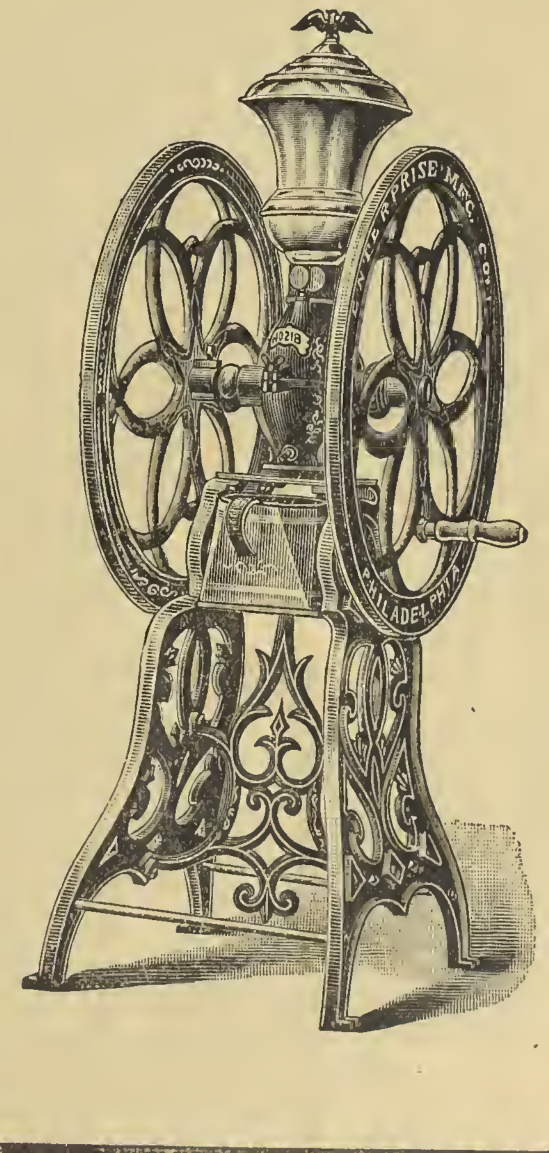
HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	
Tumblers, 5-c. size, 4 doz... "	
Tumblers, 10-c., Lord's Prayer, 2 doz. "	

MARKED "ENTERPRISE"



Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.



The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.

—37—

INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.84	4.60	5.30
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		4½ doz.	3.38

		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" " dec., 107,	"	.90	1.00

	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz'	.52½
Chloride, sifting, 25 lb. boxes, 1 lb	per lb.	.05¼
" " 25 lb. boxes, ½ lb	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.60
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.95
" 4 doz	"	3.85
Popular, 4 doz	"	1.45

MATCHES.

		Per gro.
Swift & Courtney's, 200's, 1-gross case		1.75–1.90
"	400's, 1 "	3.50–3.70
"	500's, 1 "	3.75–4.00
Blue Hen,	200's, 1 "	1.50–1.60
"	500's, 1 "	4.00–4.85

—38—

	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.92½
" 500's	3.95
Vulcan Safety, 65s, No. 1	.55
" 65s, No. 2	.50
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50–3.75
Searchlight, 500's	4.25–4.50
Press, 200's	1.80–1.90
" 500's	4.50–4.75
America, 200's	1.30–1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue bead, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5 00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1 00
Blue Ribbon, 165s, 1 gross to case	1.05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co. :—		
Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth :—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent. bbls., ½ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kans, 6 to crate	per doz.	9.80
" 5-lb. " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25

—39—

National, 30-lb. Kits, bbls., ½ bbls	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless :—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3 15
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.75
No. 10, wooden pails	per box 6 pails	6.40
No. 18, 37 and 68, wooden pails		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¼
Wooden Pails, 18, 37 and 68 lbs.	"	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2 00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs.	"	[illegible]
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150 test	"	.12¼

OLIVES.

H. Kellogg & Sons, Agents :—	Per Doz.
Theodore Marquet, Mammoth, 64 oz	15.50
" Extra, 64 oz	13.50
" Mammoth, quarts,	7.25
" Extra, quarts	6.75
" Extra, pints	4 50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz.	2.40
Farcies	3.75
Queen, 6 oz.	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

—40—

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.90
" " pts., 2 doz	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz	6.50
" " pts., 2 doz	7.50
" " ½-pts., 2 doz	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz	9.00
" Sublime, 8-oz. flasks, 2½ doz	6.50
" " 12-oz. " 2½ doz	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	20 00
10 1 gal. cans, case	21 00
20 ½ gal. cans, case	22.00
40 ¼ gal. cans, case	23 00
80 ⅛ gal. cans, case	25 00

Bulk at $20 for 10 gallons.

Jas. Hill & Sons Co.	
Quarts, Cal. style, 1 doz. in case....per case,	8.50
Pints, " 2 " " "	9 00
½ Pints. " 2 " " "	4 75
Oliver's Olive Oil—	
1 dozen quarts	6 00
2 dozen pints	6.75
2 dozen half-pints	4.25
6 1-gallon tins.... per gal.	2.00

Special prices for quantities, on application.

AMERICAN OIL.

Lubon's No. 8, 2 doz.	per doz.	.52
Lubon's, No. 16, 2 doz.	per doz.	.95
Lubon's No. 32, 1 doz	per doz.	1.85
Table Oil, No. 61, bottles, 2 doz., per doz		1.00

Why Beans Are Best Body-builders for Children

Because Beans are richer in Proteid than the best Beefsteak, which costs three times their price.

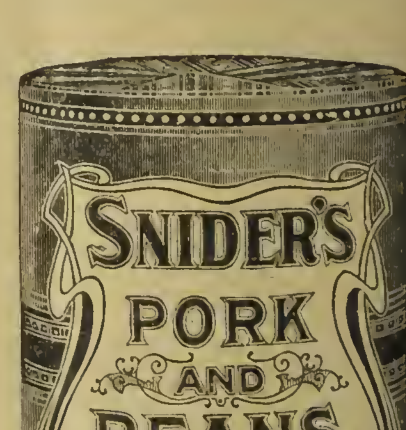
Beef contains 20 pounds of this body-building Proteid in every 100 pounds.

Beans contain 23 to 24 pounds of this same nitrogenous Proteid in every 100 pounds.

Beans as ordinarily cooked have serious handicaps.

Their texture is so dense and close that the digestive juices of the stomach cannot penetrate them freely enough to digest them fully—and so a large part of their most valuable body-building is lost.

This is why the "Snider Process" of cooking Beans became necessary. The "Snider Process" not only eliminates the excess of sulphur, but renders the Beans more porous, and so twice as digestible as they could possibly be without this process.



The T. A. Snider Preserve Co.

Makers of Snider Catsup CINCINNATI

NEW YORK OFFICE:—105 Hudson St., New York City

—41—

PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs.	"	.70
" 18 x 24, full, 10 lbs.	"	.37½
" Special, 15 x 20, 6 lbs.	"	.18¼
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.11
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03
Roll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide	"	.03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03⅛
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03½
White Tea Paper, 12 x 16, reg.	per package	.14
" " 15 x 20, reg.	"	.19
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼	.48	.29		.31	.35	.45
½	.53	.35		.37	.43	.55
1	.71	.45	.78	.49	.55	.73
2	.89	.53	.97	.61	.71	.93
3	1.09	.65	1.25	.75	.89	1.15
4	1.25	.77	1.39	.87	1.05	1.33
5	1.45	.91		1.07	1.21	1.55
6	1.73	1.03	1.95	1.23	1.41	1.81
8	2.09	1.19	2.29	1.49	1.68	2.19
10	2.27	1.37	2.55	1.65	1.83	2.41
12	2.69	......	3.11	......	......	2.89
14	3.37	......	3.97	......	......	3.75
16	3.87	......	4.41	......	......	4.01
20	4.29	......	4.79	......	......	4.55
25	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25
Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10

—42—

Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs.	.18½
Loose, barrels, 30 lbs.	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
1-X-L, 40 1s	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz.	.90
Medium, 2 doz.	1.45
Large, 1 doz.	2.75
Peanutene, No. 2 jars, 2 doz.	1.85
Peanutene, No. 4 jars, 3 doz.	.92½

PICKLES.

Barrels, 45 gal., 1200s	9.75
10-gallon kegs, pine, 600s, full count	2.75
10-gallon kegs, 300s	2.50
Sweet Pickles, 500s to 600s, 5 gal......per keg,	2.65
Sweet Pickles, 700s, 5 gal. "	3.00
Sweet Pickles, 1,000s, 5 gal. "	3.65
Sweet Pickles, 2,000s, 5 gal. "	4.50
Chow-Chow, No. 1, 5 gal. kegs	1.95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00
Williams Bros.—	Per Doz.
English Spiced Pickles, 8 oz., octagon (any assortment except onions	.85
English Spiced Onions, 8 oz., octagon	.90
English Spiced Pickles, 10 oz., octagon	.90
English Spiced Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart	3.00
Sweet Gherkins or Sweet Mixed, 32 oz., octagon	3.10
Highland Brand Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart	2.35
Sweet Gherkins or Sweet Mixed, 32 oz., octagon	2.35

Crosse & Blackwell's:—

Chow-Chow, Gherkins, Mixed Pickles, Cauliflowers, Piccalilli, Walnuts, Onions	Qts. Casks. 4 doz.	Pts. Casks. 5 doz.	Octagonal Style. Pts. Casks. 4 doz.	Octagonal Style. ½-Pts. Casks. 6 doz.
	5.75	3.25	3.50	2.10
Smaller Quantities.	5.90	3.35	3.60	2.25

Chow-Chow, quarts, stone	5.50

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.20

—43—

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls.	.16
" " " 40 grain, hhls.	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.14
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's......per doz.	2.00

PROVISIONS.

Hams, Skinback, 18-20 lbs.	.13½
" 14-16 lbs.	.12½
" 10-12 lbs.	.13½
Picnics, 6-8 lbs.	.09
N. Y. Shoulders, 10-12 lbs.	.10
Dried Beef, sets (city smoked)	.13
" Tenders and Knucks	.17
" Flats	.11
" Air Dried, sets	.18
" " Tenders and Knucks	.21
Jersey Pork, Butt......per bbl.	18.50
" Family...... "	20.50
Breakfast Bacon, rib in	.14½
" boneless	.15½
S. P. Bellies, 14-15 lbs.	.11½
Bologna, 25-lb. boxes	.08
Boiled Boneless Ham	.21
Beef Tongues, smoked, 5-6 lbs......per doz.	10.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—

Superior Honey-cured Hams, skinback	.16
" " " large	.15
" " " medium	.15
" " " small	.15
" " Breakfast Bacon	.15
" " " boneless	.17
Beef, air-dried, regular sets	.20
" " Insides and knuckles	.22
Ham Bologna	.10
Beef "	.10
Boiled Hams	.25
Beef Tongues......per doz.	11.00-12.00

—44—

Swift & Co.—

Premium brand Hams, 10 lb.	.15½
Premium brand Hams, 12 lb.	.15
Premium brand Hams, 14 lb.	.14
Premium brand Hams, 16 lb.	.14
Premium brand Hams, 18 lb.	.15
Premium brand skinned Hams, 18-20 lb.	.15¼
Premium brand boiled Hams, skinned, fatless	.25
Premium brand Bacon	.20
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut	.17
Winchester brand skinned Hams, all aver.	.14½
Winchester brand Picnics	.09¾

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs.	10	9⅛
Plain Tubs, 50 and 60 lb. cans	10	9¼
10-lb. Tin Pails, 60 lbs.	11	9⅞
5 " "	11⅛	10
3 " "	11¼	10⅛

John Bower & Co.—

Pure Kettle Rendered, tierces	.11¼
" " tubs	.11½
" " 3, 5 and 10-lb. cans.	.12½

Swift & Co.—

Premium brand, tierces	.11¼
Silver Leaf brand, tierces	.10¼
Jewel, compound, tierces	.09¼
Cotosuet tierces	.09½

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native	.09½-.10½
Common to fair, native	.07 -.08
Western Dressed Beef—	
Choice, native cattle	.09¾-.10½
Common to fair "	.07 -.09
City Dressed Veal—	
Prime	-.12
Good to choice	-.11
Dressed Hogs—	
Pigs	-.09½
Hogs, heavy	-.09½
" 180 lbs.	-.09½
" 160 lbs.	-.09½
" 140 lbs.	-.09½
Dressed Sheep and Lambs—	
Lamb, Western, good	.11
Lamb, Western, culls	.09
Sheep, choice	.09½
" medium	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90-1.00
Cow Tongues	.75-1.00

This Has It

Foreigners have a knack of preparing food specialties with a flavor that we on this side can't seem to get. Take **Bismarck Heringe**, a canned fish specialty that we import, and whose packing we control. It is cured in pure vinegar and pure spices, and nothing else, and has an enticing flavor that brings back the consumer time and time again.

There is nothing like it in this country, and if you want something exclusive, you ought to put it in.

F. H. PHILLIPS & CO.
Nos. 444-446 Greenwich Street
NEW YORK

Philadelphia Representatives,
F. H. FROMM & CO., 10 South Water Street

JOHN BOWER & CO.

GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia

CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc. **HAMS** Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
SUPERIOR AND FAIRMOUNT MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

Robbing Food Laws of Their Terrors

We sell a full line of provisions, but our specialties are

VIENNA SAUSAGES
BOLOGNAS
SMOKED TONGUES

These we sell in very large quantities to the most fastidious trade everywhere.

For two reasons:—

First, they represent the highest possible quality; and

Second, they are absolutely guaranteed to comply with all food laws.

M. ZIMMERMAN COMPANY
Main Office: 318-24 E. Houston St., N.Y.
Branch Offices { 717 N. Second St., Phila., Pa. / 125-27 Fulton St., Boston, Mass.

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.05
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.10
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.13
" " western		.13

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H.	.16 –.17
" Y. T.	.16 –.17
Old hens and toms	.16 –.17
Common to Good	.11 –.12
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.24 –.27
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.24 –.27
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.24 –.27
Western, 4 to 4½ lbs. to pair, fancy	.18 –.20
" 3 to 3½ lbs. to pair, fancy	.16 –.18
" fair to good	.15 –.16
Fowls—	
Western, fancy	.14 –.15
Heavy Roasters, 4 to 5 lbs.	.20 –.22
Fair to good	–.18
Old cocks	.10 –.11
Western capons, fancy, frozen	
" " small, frozen	
Squabs—	Per doz.
Prime, large, fancy	4.00
Mixed	2.50–3.50
Dark	1.00–1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs.	.15 –.16
Large Springers	.16 –.18
Fowls	.14 –.15
Roosters	.10 –.11
Ducks	.13 –.14

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

—46—

SAUER KRAUT.

Extra Quality Long cut, 50-gal. tierces	7 15
Extra Quality Long Cut, 15 gals., kegs	2.60
Compass, No. 3, cans, 2 doz	.82½

PLUM PUDDING.

Richardson & Robins:—		
Individual Size, 2 doz. in case, ½ lb.	per doz.	1.00
No. 1, round conical, with key, 1 doz.	"	2.35
No. 2, " " 1 "	"	4.25
No. 3, " " ½ "	"	6.50
No. 4, " " ½ "	"	8.50
P. P. Sauce, 1 doz., No. 1	"	1.50
Atmore's Genuine English Plum Pudding—Seedless:—		
Individual, per case of 2 doz		2.00
1-lb. cans, " 1 "		2.25
2-lb. " " 1 "		4.00
3-lb. " " ½ "		3.25
4-lb. " " ½ "		3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—		Per doz
No. 2, stone crocks		1.30
No. 32, jars		.98
No. 5, toy pails		2.60
American, pure apple, tumblers, assorted slices		.90
American, assorted, uncolored, No. 10, tumblers		.90
Schimmel's, No. 10, tumblers		.82½
National, No. 10, tumblers		.72½
National, No. 6, tumblers		.52
Preserves—		Per lb.
Schimmel's, pure, 30-lb. pails		.12¼
National, 30-lb. pails		.07¾
Southwark, 30-lb. pails		.05½
Southwark, 4½-lb. toy pails, ½ doz		3.80
Fruit Butters—		Per doz.
Apple, No. 2, stone crocks		1.10
Apple, No. 32, jars		.98
Apple, Southwark, No. 3, tins		.98
Apple, No. 5, toy pails		2.60
Apple, 30-lb. pails	per pail	1.05
Apple, 20-lb. crocks	per lb.	.07¼
Apple, Schimmel's, 30-lb. pails	per lb.	.05¾
Peach, Plum, National, 30-lb. pails	per lb.	.06¾
Prune, 30-lb. pails	per lb.	.06¾
Jams—		Per doz.
Schimmel's, pure, No. 12, tumblers		1.50
Southwark, assorted, No. 16, jars		.90
Orange Marmalade—		Per doz.
Hartley's, imported		1.82½
Schimmel's, pure		1.50
Warrock's Guava Jelly—		Per doz.
1-lb. tumblers		4.00
½-lb. "		2.25

—47—

		Per Doz
Curtice Bros. Preserves—		
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb.	per ca.	2.40
" " " ½-lb.,	" "	2.60
" " " ¼-lb.,	" "	2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.09
" Lump, bulk	"	.09
Butter Color, W. & R.	per doz.	2.00
Bluestone, bulk	per lb.	.09
Copperas	per lb	.01¾
Camphor, gum, 1-oz. blocks	"	1 40
" Flakes, bbls	"	.02¼
" " less quantity	"	.02¾
" Tar Balls, bbls., 250 lbs.	"	.02½
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Chill Tonic	per doz.	3.60
Epsom Salts	per lb.	.01½
" Bee Brand, ¼-lb. carton,	per doz.	.30
" " ½-lb.	" "	.40

—48—

Glauber Salts	per lb.		.01¼
Glue	"		.11
Goff's Cough Syrup, 25c. size	per doz.		1.75
Goff's Herb Bitters, 25c. size	"		1.75
Goff's Oil Liniment, 25c. size	"		1.75
Goff's Sarsaparilla, 50c. size	per doz.		3.50
Goff's Worm Syrup, 15c. size	"		1.20
Goff's Horse and Cattle Pwd., 15c. size	"		1.20
Goff's Dyspepsia Tablets, 10c. size	"		.75
Gum Arabic	per lb.		.55
Haarlem Oil	per doz.		.35
Licorice, P. & S., 5c. stick, Imported	"		.36
" M. & R., 5-lb. boxes	per lb.		.23
" " Lozenges, 5-lb. boxes,	"		.27
" Y. & S., " 5-lb. glass front,	"		
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"		.24
" Root	"		.11
Putty, 25-lb. cans	per 100 lbs.		1.65
" 50-lb. cans	"		1.55
Petroleum Jelly, screw top, 5-c. size	"		.35
" " 10.c. "	"		.75
Paris Green, 100-125-lb. kegs	per lb.		28½
" ¼-lb. packages	"		.32
" ½-lb. "	"		.31
" 1-lb. "	"		.30
Jamaica Ginger, Hires', flasks	per doz.		.90
Sewing Machine Oil, 3 oz.	"		.35
Rosin	per lb.		.04
Saltpetre, crystal, barrels, about 350 lbs.	"		.05⅜
" granulated, kegs, " 100 "	"		.05¾
Sulphur, Flour, 175-lb. barrels	per 100 lbs.		2.45
" 100-lb. bags			2.25
" less quantity			.03½
Squills, Syrup, 1 oz	per doz.		.34
Syrup of Figs	per doz.		2.00
Venetian Red	per lb.		.02½
Whiting	"		.02
		1 oz.	2 oz.
Glycerine	per doz.	.37	.65
Laudanum	"	.45	.85
Paregoric	"	.35	.65
Peppermint	per doz.	.40	.58
Sweet Spirits Nitre	"	.40	.70
Sweet Oil	per doz.	.30	.40
Turpentine	"	.26	.45
Husband's Magnesia	per doz.		2.85
Bull's Cough Syrup	"		1.90
Roach Powder, Omega, 4-oz. cans			.80
" "	per gross		9.00

	Per Doz.	Per Gross
Roachsault, large	4.00	45.00
" medium	2.00	22.50
" small	.80	9.00

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.40

	Per doz
McCormick & Co., Bee Brand—	
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES
and the
"STAR" COFFEE MILLS
Electric Coffee Mills

For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also SHERER COUNTERS. WRITE FOR CATALOGUE.

MORGAN & CORNELL - 211 DUANE ST. NEW YORK

—49—

Reliable Brand—	10c. size.	25c. size.
Castoria, Dr. Pitcher		2.00
Castor Oil, tasteless	.80	2.00
Death-to-Pain	.80	2.00
Diarrhœa Cure	.80	2.00
Vermifuge	.80	2.00
Cough Cure	.80	2.00

W. F. Young's Veterinary Remedies, wholesale prices— Per doz.

Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's	per doz.	4.25
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and preminms	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—		Per doz.
Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00

Sauer's Flavoring Extracts:—		
No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen, No. 25,	per doz.	2.00
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
" Lemon, " " No. 25,	"	1.75
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
Ingersoll's Flavoring Extracts:—		
High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.75
" Lemon	"	.75
" assorted	"	.75
" small size	"	.45
Vanilla	per gal.	11.00
Lemon, 1 oz	per doz.	.80
" 2 oz	"	1.50
" 4 oz	"	3.00
"	per gal.	7.00

Orange, Almond, Peppermint, Wintergreen and Jamaica Ginger same price as Lemon.

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

Draught Cider—	Per gal.
Corson's Champagne	.18
" Dry Hard	.18
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅜
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07¼
Fancy Head, 100-lb. bags	.06¼
Choice, 100-lb. bags	.05½
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.
WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " 56 "	.65
" " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 30 10-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS TABLE SALT PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz	doz.	.87½
Durkee's, large, 1 doz	per doz.	4.00
" small, 2 doz	"	2.40
Schimmel's. small, 2 doz	per doz.	.87½
My Wife's, large, 1 doz		2.30
My Wife's, small, 2 doz		1.45
Snider's Salad Dressing:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Luncheon, 3 doz	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.67½
Kegs, 150 lbs	per 100	.85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz		.77½
North of England Sauce, No. 8, doz		.77½
Chef Sauce, 2 doz., doz		.75
Snider's Chili Sauce:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

Tell Your Customers They Needn't Be Bothered by Bugs

The famous Egyptian Deodorizer is put up in little boxes containing a dozen cylinders and a little stand to hold them. One of these cylinders placed in the stand and lit will diffuse a most delightful fragrance throughout a house, driving away mosquitoes, flies, moths and other insects, making the atmosphere hygienically pure and sanitary. Make a pyramid of a case of Egyptian Deodorizers, light one, and every customer you have will buy. Universal coupons packed in every case for the dealer.

PAUL MANUFACTURING CO. : BOSTON, MASS.

—53—

SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.07½
Caraway..........	.08	Mustard, Yellow..	.06½
Celery..........	.10	Rape, per lb.........	.05½
Coriander, bleached	.06	Poppy, per lb.......	.10
Flax..........		Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs....................per keg	1.80
" bulk, 25-lb. boxes..........per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes... "	.04⅝
Arm & Hammer bd., ¼'s, 36 lbs..........per lb.	.05⅝
" " " lbs., 36 " .... "	.04⅞
" " " ¼, ½, 36 lbs......... "	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs. "	.04⅞

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz..................	1.50
Hires' Root Beer, Carbonated, 2 doz..............	.87½
Hires' Ginger Ale, Carbonated, 2 doz............	.87½
Welchs Grape Juice, case quarts, 1 doz.........	4.50
" " " pints, 2 doz.........	4.75
" " " ½-pints, 3 doz.......	4.25
" " " 3-ounce, 8 doz.......	6.00
" " " ½-gallons, 1 doz....	8.00
" " " gallons, 6 gal.........	7.50

5 per cent. discount on 5 case lots.

Clicquot Club Co. :—	Per case
Ginger Ale, extra dry, pints, 2 doz............	2.10
Sarsaparilla, extra quality, pints, 2 doz.......	2.10
Blood Orange, extra quality, pints, 2 doz...	2.10
Birch Beer, extra quality, pints, 2 doz.......	2.10
Lemon Soda, extra quality, 2 doz..............	2.10
Root Beer, extra quality, pints, 2 doz.........	2 10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross....................................	2.50
Bon Ami, 10-cent size........................¼ gross	2.50
Electro Silicon, 1 doz......................per doz.	.72
Putz Liquid, large, 3 doz..............per gross,	16.50
Putz Liquid, large, 3 doz.................per doz.	1.45
Putz Liquid, small..........................per gross,	7.00
Putz Liquid, small..........................per doz.	.60
Putz Paste, large.............................per doz.	.55
Solarine White Liquid Metal Polish—	
No. 0, sixth-pint cans ....per gross	9.00
No. 1, half-pint cans .... "	18.00
No 2, pint cans.......................... "	32.00
No. 3, quart cans.........................per doz.	4.50
No. 4, half-gallon cans.................. "	7.50
No. 5, gallon cans........................ "	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs..............................per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme..........................	100	3.40
Acorn..........................	120	2.70
Ark..........................	100	1.72½
American..........................	72	2.80
Bee..........................	100	3.85
Best, Babbitt..........................	100	3.70
Babbitt's New York City..........................	60	2.95
Benzine-ated..........................	100	4.10
Big Master..........................	100	4.25
Brown..........................	60	2.40
Borax, Dreydoppel..........................	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty..........................	40	2.80
" Handsome..........................	69	3.10
" Eavenson, large..........................	100	4.75
" " small..........................	100	3.75
" Kirkman's..........................	100	3.80
" Red Seal..........................	100	4.00
" Swift's..........................	100	4.00
Circus..........................	100	3.50
Cotton Oil..........................	100	5.80
Coal Oil Johnny..........................	100	3.50
Cygnet..........................	100	4.00
Dobbins' Electric..........................	100	4.15
Dewey..........................	100	2.15
Fairy..........................	100	4.00
Fels-Naptha..........................	100	4.00
Five-case lots freight prepaid..........................	100	3.95
German Family..........................	100	4.30
Good Morning..........................	100	3.75
Glycerine Tar..........................	100	3.75
Gloss..........................	100	3.50
Grand Pa's..........................	50	3.15
"	100	3.80
Ivory..........................	100	7.00
"	100	4.00
Lenox..........................	100	3.50
Life Buoy..........................	50	2.00
"	100	4.00
Lautz's Naphtha..........................	100	4.00
Magic Cleaner..........................	100	3.00
Marseilles, laundry size..........................	100	6.00
" 5-cent size..........................	100	4.00
" toilet size..........................	100	4.00
Mayer's..........................	100	3.80
"	50	1.90
Miller's Naptha..........................	100	3.75
Naphtha, Swift's..........................	100	3.75
Naptha, P. & G..........................	100	4.00
Octagon..........................	100	3.90
Old Mill..........................	100	3.30
Ozone..........................	100	3.75

—55—

Oleine, Conway's..........................	60	2.90
" Golden..........................	60	2.55
" Eavenson's..........................	60	2.50
" Hamilton's..........................	60	2.50
" Kirk's..........................	60	2.30
" Philadelphia, 1 lb..........................	60	2.90
" " 14 oz..........................	60	2.65
" Pennsylvania..........................	60	1.75
" Procter & Gamble..........................	60	3.00
" Young's Best..........................	60	2.80
Pride, Swift's..........................	100	3.75
Polo..........................	120	2.45
Quaker City, boxes..........................	100	2.90
" tubs..........................	150	4.50
Sunlight, oval..........................	100	3.85
" twin bars..........................	100	3.95
Santa Claus..........................	100	3.10
Saratoga..........................	120	2.70
Star..........................	100	3.50
Sunny Monday..........................	100	4.00
White Clond..........................	100	3.85
Wool Soap, large..........................	100	6.75
Wool Soap, small..........................	100	4.00

TOILET SOAPS.

Buttermilk Cosmo..........................	gross	6.40
Buttermilk Cosmo..........................	doz.	.60
Buttermilk, Swift's..........................	gross	4.05
Castile, imported, Conti..........................	lb.	.13½
Castile, Conti, original boxes..........................	lb.	.11¾
Cutaneous, Dr. Raub's..........................	doz.	.70
Elderflower, large cake..........................	gross	4.40
Fleur-de-lis..........................	gross	4.50
Fleur-de-lis..........................	doz.	.45
Hearts and Flowers..........................	gross	10.25
Maxine Elliot..........................	gross	8.10
Oatmeal, 3 cakes in box..........................	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box..........................	lb.	.09
Turkish Bath..........................	doz.	.40
Sweetheart, 50 cakes..........................	box	1.75
Witch Hazel, 3 cakes, ½ gross..........................	gross	3.25
Witch Hazel, Swift's..........................	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars..........................	1.24
Young's, 48 bars..........................	1.80
Brooks' Crystal, 100 bars..........................	3.70
Philadelphia Standard, 60 bars..........................	.60
Sapolio, 36 bars..........................	2.25
" Hand, 36 bars..........................	2.25
Wrigley's, 100 bars..........................	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars..........................	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes..........................	per box	2.70
" 6 oz., 100 packages..........................	"	2.65
" 8-oz. packs..........................	"	2.70

—56—

Soapine, 7 oz., 100 packs..........................	2.37½
" 12 " "	3.90
" 17 " 36 packs..........per box	2.42½
Babbitt's 1776 Powder, 100 6-oz..........................	2.20
Finola, 100 packages..........................	3.60
Gold Dust, Fairbank's, 100 12-oz. packages ...	4.00
" " 24 4-lb. " ...	4.50
Naptha Borax, 100 packages, large..........................	4.75
" 100 5-cent packages..........................	3.75
Kirkoline, white, 24 4-lb. packs..........................	3.30
Young's Pearl Borax, 60 1-lb. packages..........................	3.60
Snow Boy Washing Powder, 24 4s..........................	4.00
" " 50 2s..........................	4.00
" " 100 1s..........................	4.00
Nine O'clock Tea, 100 packages..........................	3.15
I-V Washing Tablets, 3 doz..........per doz.	.43
Swift's Washing Powder, 100 1s..........................	3.85
Swift's Washing Powder, 24 4s..........................	3.35

SPECIALTIES.

Anker's Bouillon Capsules..........................	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans
Pepper—			
Black, High Grade..........	18½	.19½	.21½
Black, Low Grade..........	.14	.15	.17
White, High Grade..........	....	.32	.34
White, Low Grade..........	....	.23	.25
Cayenne, High Grade..........	....	.21	.23
Cayenne, Low Grade..........	....	16	.18
Cinnamon—			
High Grade..........	.22	.23	25
Low Grade..........	.13	.14	.16
Cloves—			
High Grade..........	.31	.32	.34
Low Grade..........	.24	.25	.26
Allspice—			
High Grade..........	.12½	.13½	.15½
Ginger—			
High Grade..........	.25½	26½	.28½
Low Grade..........	.12	.13	.15
Mace—			
High Grade..........	....	.78	.80
Nutmegs—			
High Grade..........	....	.35	.37
Mustard—			
Yellow, High Grade..........	.19	.20	.22
Yellow, Low Grade..........	.14	.15	.17
Brown, High Grade..........	.14	.15	.17

McCormick & Co., Bee Brand—		Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice..........................	⅛ lb.	.40
	¼ lb.	.75
Banquet Brand—		
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice..........................	⅛ lb.	.40
	¼ lb.	.75

WALKER STORE FIXTURES

—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St.

PHILADELPHIA, PA.

No Friends Among the Wheelwrights

Wheelwrights don't think much of the "J. M." delivery wagon; it doesn't make enough money for them. No wagon pays fewer visits to the repair shop, or makes its visits shorter.

The most celebrated delivery wagon made—the best wagon ever built for the grocery trade. Strong as iron, yet easy-running; finest steel tires, and wheels from second-growth hickory.

Send for catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—	
5 cent tins, 2 and 4 doz..................per doz.	.45
Dime size, 2 and 4 doz.................. "	.85
¼ lb. net, tins, 2 and 4 doz. .... "	1.00
½ " 2 doz...................... "	1.90
1 " 1 doz...................... "	3.70
6 lb. cans, full weight..................per lb.	.23
10 " " .... "	.22
Colman's Mustard, D. S. F.:—	
1-lb. tins..................................per doz.	5.40
½-lb. tins .... "	2.70
¼-lb. tins................................. "	1.45
⅛-lb. tins................................. "	.90
18-lb. kegs..	.43

MUSTARD—Prepared.

	Per doz.
ampbell's, jar, 2 doz..................................	.87½
ulden's, No. 6, with spoon, 2 doz................	.95
ulden's, No. 20, with spoon, 2 doz...............	.88
ulden's Mustard and Horseradish, 2 doz......	.85
eer Mug, fancy, large size, 2 doz..................	.65
emonade Glass, tall, 2 doz..........................	.67½
lorseradish and Mustard, 8 oz., with spoon, 2 doz..	.90
lilk Jar, glass top, 2 doz...............................	.85
Vater Tumblers, glass, 10 oz., 4 doz...............	.37½

WHOLE SPICES.

	Per lb.
pper, Black..	.10½
lspice..	.06½
oves...	.18
ace	.48
utmegs, 80's...	.24
" 110's..	.17
nnamon Bark, China.....................................	.23
" Canton..	.12
" Java Thin Quills, 5-lb. rolls..	.30
" Saigon.......................................	.79
een Ginger Root..	.05½
hole Mixed Spices, bulk, 6-lb. boxes.........	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages..................per case	1.80
Davis, 36 10-cent packages..............per case	2.70
Duryea's, 40-lb., 1-lb. packages...................	.06½
Niagara, 40-lb., 1-lb. "	.04⅝
Cream, 48-lb., 1-lb. "	3.45
Kingsford's, 40-lb., 1-lb, "	.06⅝

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes......................	.03½
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05½
" Linen Gloss, 3-lb. cartons................	.04⅜
Kingsford's, Pure, 3-lb. cartons......................	.06¾
" Pure Gloss, lb. packages..........	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.....	.07⅝
Duryea's, Superior, 3-lb. cartons....................	.06¼
" Satin Gloss, lb. packages..............	.07¼
" Superior B, bulk..............................	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk..........................	.03⅝
" 1 lb. packages, 48 lbs......................	.04¾
" 3-lb. cartons, 48 lbs........................	.04⅜
" 6-lb. boxes.......................................	.05½
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages...........................	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages..................per package	.08
Starch Polish. 20 cakes.....................per box	.50

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross.....................	4.00
Enameline Paste, large, ¼ gross.....................	7.00
Enameline, Liquid, large, ¼ gross..................	6.65
Enameline, Liquid, small, ¼ gross..................	4.90
Electric Paste, ½ gross boxes........................	4.20
Magic Paste, ¼ gross boxes...........................	4.75
Parlor Pride, large size......................per doz.	.87½
" " ....per gross	10.25
" small size......................per doz.	.70
Climax Enamel ¼ gro......................per gross	9.40
Black Jack, ¼ gross, per gross......................	6.60
Rising Sun ....per gro.	5.75
Sun Paste, 5-cent size............................. "	4.50
" 10-cent size.............................. "	7.80

—59—

X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross.........	1.25
Per box of ½ gross....................................	2.50
14 dozen to gross......................................	5.00
10-cent size, No. 10, per box of ¼ gross......	2.25
Per box of ½ gross....................................	4.50
Per gross..	9.00

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round..............per pkge.	.04¾
Excelsior, 24 packs...................... "	.05¾
McAllister, 36 packs .... "	.05⅜
Rosensteins, 1lb. pkgs., 2 doz..........per lb.	.05½
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz....per doz.	.35
Red, quarts, 3 doz........................ "	.70
Silver, pints, 3 doz........................ "	.35
" quarts. 3 doz........................ "	.70
Bath Brick, 25 bricks........................per box	60
Toothpicks, Eureka, 100 boxes...............case	1.85
Toothpicks, Perfection, 2 doz. ....per doz.	.42½
Royal Glue, 1 doz.............................per doz.	.80
Paist's " 1 " .... "	.40
Carpet Tacks, Wooden Keg, ½ gross case, assorted, 6. 8. 10's........................per case	90
Carpet Tacks, Silver Steel, 4 oz.........per doz.	.06½
6 oz.. "	.07
8 oz.. "	.07½
10 oz.. "	.08½
12 oz.. "	.09½
Matting Tacks—	
No. 10, steel..................................per doz.	.09
No. 11, steel..................................per doz.	.09½
No. 12, steel..................................per doz.	.12
G. B. Weiss & Son—	
Sole Leather, No. 1, .25; No. 2, .23; No. 3,	.21
Cut Sole Leather. cut into taps, 6 inches high	1.50
5½ inches high..	1.48
5 inches high..	1.42
4½ inches high..	1.25
4 inches high......	1.18
3½ inches high..	1.05
3 inches high..	.90
Fly Paper, Tanglefoot........................per case	
Fly Paper, Sticky, 10 cartons........................	2.20
Sticktite Fly Paper, 100....................per case	3.00
Sticktite Fly Paper, 10 cartons...........per case	2.35
Wax, White and Yellow......................per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope. 20 yds to lb........per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.	.80
Cleveland, extra fine cotton twine........per lb.	.21
Orange Brand, fine cotton twine .... "	.20
Texas Medium, cotton twine.............. "	.16
Cotton Candle Wick .... "	.20
Colored Twine, 8 balls to bx., lb. to bx. "	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches .... "	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches............................ per lb.	.16
Best Jute Rope, 16 yds. to lb.............. "	.09
Best Jute Plow Line, 8 yds. to lb......... "	.09
Jute Clotheslines, 90 ft. to hank........per doz.	1.60
Jute Clotheslines, 108 ft to hank........ "	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 610..	.52
Fancy, No. 626...	50
Strictly Choice, No. 615..................................	.49
Strictly Choice, No. 628..................................	.45
Strictly Prime, No. 627....................................	.38
Good, No. 635..	.29
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses........................	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid..........................	.35
Gold Mine, in bbls..	.30
Fancy, No 102	.34
Choice, No. 576	
Prime, No. 102..	.26

PORTO RICO MOLASSES

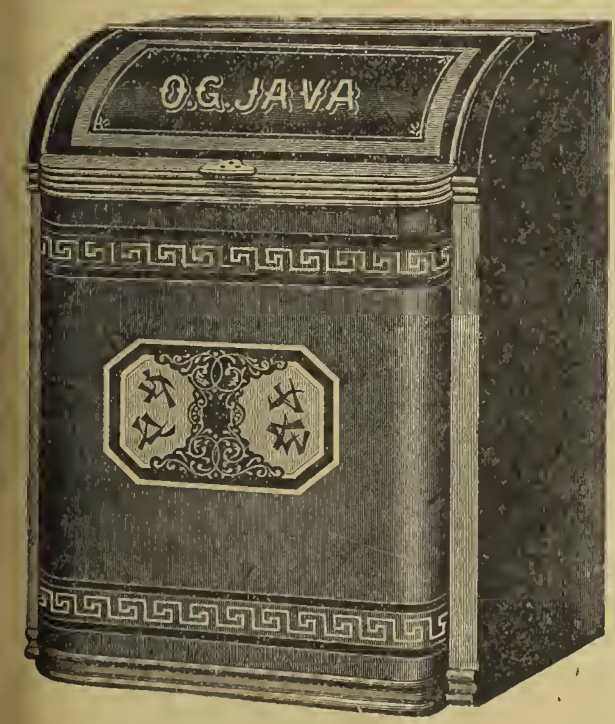
Extra Fancy Ponce, No. 637, new crop.........	38
West India, choice, No. 634, compound.........	.29
West India, choice, No. 510, compound.........	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery..	2.60
Five A, for confectionery..............................	2.70

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—	
4 doz. in barrel..............................per doz.	92½
1 " case.................................. "	.95
Karo, 10 cent size, 2 doz....................per doz.	.85
Karo, 25 cent size, 1 doz................................	2.20



COFFEE AND TEA BINS
THAT PROVE THEIR "METAL"

Picture your store fitted out with Tea Canisters and Coffee Bins like these. They are trade winners. Effective store decoration brings the people in—your sales force do the rest.

When installing Coffee Bins, get the kind that will stand the racket—you'll never have to replace them. Our bins are constructed of the heaviest tin.

And for Over Fifty Years They Have Proven Their "Metal"

Write for catalogue showing variety of designs

HENRY TROEMNER, 911 Arch Street

PHILADELPHIA, PA., U. S. A.

—61—

Banner, in jars, compound	per doz.	1 00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00
Maplecane, 2 doz. 2½-lb. cans	per case	3.80

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hasen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.

	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, 3 string, split handles	2.50
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

WASHBOARDS.

No.		Per doz.
69,	Good Enough, double, spring protector	3.85
57,	Peerless, double	3.85
80,	Seal Globe, double, swing protecter	3.40
61,	Peerless, double, spring protector	4.45
110,	Peerless, single, spring protector	3.55
134,	Universal, single, wide head	3.30
100,	Northern Queen, single, protector	3.00
101,	Tidal Wave, single, protector	3.05
118,	Good Enough, single, protector	3.15
870,	Glass	3.85
	Murdock	3.00
	Celery City	3.30
125,	Eagle, single, wide bead	2.75
128,	Anchor, single bead	2.25
130,	Little Gem, pail board	1.50

BUCKETS.

	Per doz.
O. G., 2 electric hoops	1.65
O. G., 3 electric hoops	1.80
Clear, 2 hoop	1.60
Clear, 3 hoop	1.70
Electric Cedar, 2 hoop	2.35
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

BUTTER DISHES.

No.		Per M
1,	Solid oval	1.40
2,	Solid oval	1.60
3,	Solid oval	1.80
5,	Solid oval	2.20
1,	Wire ends	1.30
2,	Wire ends	1.50
3,	Wire ends	1.70
5,	Wire ends	
	Picnic Plates, 8 inch	
	Picnic Plates, 9 inch	

Crates contain 250 each.

CLOTHES PINS.

	Per box.
5 gross	.48

EGG CRATES.

Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

SCRUB BRUSHES.

No.		Per doz.
22,	White corner	.70
23,	Medium size	.80
27,	Large	1.00
13,	Marble, medium size	.90
00,	White	.45
	Handy House	.42

STOVE BRUSHES.

No.		Per doz
10,	Rocker, curved end, wood handle	.95
20,	Black bristle, curved end, wood handle	.90
16,	Black bristle, curved end, wood handle	1.40
44,	All bristle, curved end, wood handle	2.15

SHOE BRUSHES.

No.		Per doz.
0,	Mexican fibre	.90
1,	Mexican fibre, large	1.20
4,	Bristle outside	1.50
5,	All bristle	1.75
11,	All bristle, large	1.85
16X,	All bristle, extra value	2.10
19,	All bristle, spotted white	3.50

WHITEWASH BRUSHES.

No.		Per doz.
6,	6 in., White tampico	.40
7,	7 in., White tampico	.45
8,	8 in., White tampico	.50
6,	5 in., Family, extra heavy	.75
8,	6 in., Family, extra heavy	.85
10,	7 in., Family, extra heavy	1.00
12,	8 in., Family, extra heavy	1.15
6,	5 in., A., hair bristle	1.15
8,	6 in., A., hair bristle	1.50
10,	7 in., A., hair bristle	1.85
12,	8 in., A., hair bristle	2.15
6,	5 in., Ideal, all bristle, 3 row	1.85
8,	6 in., Ideal, all bristle, 3 row	2.25
4,	Knotted, all bristle, 3 row	1.50
6,	Knotted, all bristle, 3 row	1.95
8,	Knotted, all bristle, 3 row	2.50
8,	6 in., Royal, all white bristle	2.75

DUST BRUSHES.

No.		Per doz.
7X,	Fibre, wire drawn	.88
10,	Fibre, wire drawn, extra	1.15
21,	All hair, wire drawn	2.00
28,	White, wire drawn	2.80
1,	7 in., All hair, flat end	1.95
22,	7 in., Mixed, round end	2.00
11X,	7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.

	Per lb
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.

	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.33
Honest	.39
Polar Bear	.30
Rippie	.39
Sensation	.39
Wild Rose	.39
Brown-Holland Pipe Tobacco, 2½-lb. cartons, 2½-oz. packages	1.10

YEAST CAKES.

Compressed, per doz.	.18
Magic, 1½ doz. packages, per box,	.58
Yeast Foam, 1½ doz, per box	.58

FLOTO'S ESSENCE

TO USE WITH

COFFEE

No. 1. All Tin Cans
No. 2. Combination Cans
No. 3. Cardboard Cans

FLOTO'S KOENIG'S **CHICORY**

IN ROLLS—5 and 2½ to set

MANUFACTURED BY

GEO. FLOTO'S SONS

186 UNION AVENUE

Factory, 1, 3, 5, 7 and 9 Devoe St. Brooklyn, New York

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

***The* Walter M. Lowney Company**

447 Commercial Street, Boston, Mass.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLIV. PHILADELPHIA AND NEW YORK, SEPTEMBER 23, 1907. NO. 13.

Contents.

PAGE

Pennnsylvania Food Commissioner Foust Has Not Decided Against Sulphured Fruits. 8

We Are Going to Have Record Butter Prices 8

Rolled Oats Now at Highest Point in Years 9

Arguing for the Using Up of Old Labels 9

How Manufacturers Can Best Induce Grocers to Push Their Goods. 10

All Staple Food Crops Below Normal. 10

Double Last Year's Valencia Raisin Supply. 11

Two-Minute Sermons for the Retail Grocer. 11

Editorial. 12

"Rules and Regulations."

All Lies.

As to "Standard" Tomatoes.

Scarce Apples Will Make High Priced Cider 12

Blind Match Jobber Shelly Goes for the Trust Again. 13

The New York Letter 14

Jots from a Jobber's Note Book. 15

The Grocery Markets 16

Warning Against Bleached Flour. 17

Association News 18

Pennsylvania News Items. 18

Among the Trade 18

The Science of Advertising. 19

The Stroller's Column (Contributed) 20

Blowing Up Cold to Salesmen.

First Official Figures Showing Brazil's Tremendous Coffee Crop 21

Advises Grocers to Go West. 22

Heart-to-Heart Talks with Grocery Clerks. 22

Window Dressing for Grocers. 27

These Plans Have Brought Business. 28

Correspondence 29

Useful Facts About Groceries. 30

Want Department. 31

Baltimore Prices-Current. 33

New York Price-List. 34

"Grocery World" Prices-Current. 35

Index to Advertisements.

PAGE

"Advertising World". 27

American Slicing Machine Co., The. 27

Anker's Bouillon Capsules. 19

Arbuckle Bros. 39

Atmore & Son. 44

Baker & Co., Limited, Walter. 15

Baker, W. H. Cover 4

Baltimore Manufacturers' Advertising Association. 6

Beardsley's Sons, J. W. 5

Bell & Sons, Samuel. 41

Bell Co., The William G. 6

Bishop, R. W. 27

Blooker's Cocoa. 27

Borden Condensed Milk Co. 36

Bower & Co., John. 45

Bown Bros. 36

Bradshaw Co. 40

Bradstreet System, The 13

Brown & Co., P. F. 13

Buchan's Soaps Corporation. 4

Buckley, Elton J. 8

Burk, Louis. 17

Carter & Williams. 32

Central Egg Carrier Company. 39

Consolidated Law Association, Inc., The, 50

Cowan & Sons, H. 36

Crescent Mfg. Co. 16

Croft & Allen Co. 38

Daetwyler & Co., R. 32

Dilliard Remedy Co. 32

Dixon Crucible Co., Jos. 4

Durham Display Fixture Co. 28

Enterprise Mfg. Co. of Pa., The. 43

Esterbrook Steel Pen Co., The. Cover 4

PAGE

Exton & Co., A. 13

Fell Manufacturing Co., E. C. Cover 2

Fischer & Co., B. 11

Flesch, J. A. 47

Fleischmann's Yeast. 32

Forbes, J. P. 16

Franklin Sugar Refining Co. Cover 1

Freihofer Vienna Baking Company. 3

Fulton & Walker Co. 48

German-American Coffee Co. 21

Goff & Sons Co., S. B. Cover 1, 19

Gold Medal Flour 41

Grocers' Printing Co. 31

Hagan & Co., Arthur. 40

Harding & Co., E. E. 16

Hires Condensed Milk Co. Cover 4

Holland Rusk Co. 45

Indexed Coupon Books. 16

Johnson, A. W. 18

Kellogg & Sons, H. 27, 42

Kingsbury, H. P. D. 45

Kirk, Foster & Co. 29

Lamson Consolidated Store Service Co., 37

Lautz Bros. & Co. Cover 2

Levering Coffee Co., The 19

Loughery & Co., Jas. J. 42

Lutz & Schramm Co. 3

Maher's Veterinary Hospital, Dr. Cover 1

Martindale & Co., Thos. 36

Mentor Cigarette Co. 40

Mince Meat 44

Moneyweight Scale Co., The. 46

McCahan Sugar Refining Co., The W. J., Cover 3

McCanna & Fraser Co. 4

McCaskey Register Co., The. 38

Natural Food Co., The. 50

PAGE

Philadelphia Electric Co., The. 41

Piqua Bracket Co. Cover 2

Porcela Co., The 5

Quaker City Preserve Co. 31

Rae's Lucca Oil. 42

Ralston Purina Mills. 3

Reeve, James Knapp 19

Ritter Conserve Co., Phillp J. 37

Royal Milling Co. 41

Royal Specialty Co. 19

Sauer Co., C. F. Cover 4

Scott & Co., Inc., John. 9

Sea Foam Baking Powder Co. 5

Shafer Co., Jacob C. 19

Shane Bros. Co. 16

Shinn & Kirk 21

Smith's Sons Co., John E. 27

Snider Preserve Co., The T. A. 15

Standard Cash Register Co. 40

Stickney & Poor Spice Co. Cover 1

St. Croix Co. Cover 3

Strasbaugh, Silver & Co. 3

Sulpho-Napthol Co., The. 41

Swift & Co. 21

Tongue & Bros., R. E. 19

Troemner, Henry. 49

Union Mercantile Agency 6

Wagner Co., Martin. 32

Walker Patent Pivoted Bin Co. 48

Washburn-Crosby Co. 41

Weber & Loesch 3

Wells & Richardson 31

Whittemore, Bros. & Co. Cover 2

Wilde's Sons Co., Samuel Cover 3

Williams Bros. Co., The 47

Wrigley Mfg. Co. 4

Young, P. D. F., W. F. 31

Young & Co., Chas. W. 15

Zimmerman Co., M. 42

Pennsylvania Food Commissioner Foust Has Not Decided Against Sulphured Fruits

Dairy and Food Commissioner Foust Writes to the New York Dried Fruit Association a Letter Which Intimates an Intention to Prosecute Fruits Containing Sulphur Regardless of Federal Attitude But Will Not Decide Finally Until Coming Week. Chances of Success.

Now that the status of dried fruits bleached with sulphur is about settling itself under the Federal food law, signs of trouble under the Pennsylvania State food law are looming up. In a nutshell, the Federal position toward sulphured dried fruit—and every pound of California dried fruit is sulphured—is that the use of 35-1,000 of 1 per cent. will be permitted until further notice, and that fruits of the present crop will not be prosecuted even if they contain more than 35-1,000 of 1 per cent.

The position of the Pennsylvania Dairy and Food Department has not been stated with absolute precision as yet, but what it promises to be may be gathered from the following correspondence, which has just passed between Food Commissioner Foust and the Dried Fruit Association of New York:—

September 10, 1907.
Mr. James Foust, Dairy and Food Commissioner, Harrisburg, Pa.

Dear Sir:—Our members are advised by some of their customers that your agents are collecting samples of California dried fruit, and ask us if the goods comply with your State law.

We presume you are aware that practically all California dried fruit in which the fumes of sulphur have been used in preparation contain a quantity of sulphur dioxide in excess of that permitted under F. I. D. 76.

You are probably also aware that California growers claim that it is impracticable for them to dry their fruit and place it on the market in merchantable condition, and at the same time comply with the F. I. D. mentioned, and on account of those claims and as a result of an investigation made by the United States Department of Agriculture, it is generally understood that the Department will not enforce F. I. D. 76 on this season's pack.

We feel satisfied that we can safely handle the product of California for this season as far as the national law is concerned. Will you be good enough to advise us what policy you will follow in the matter?

We would thank you for a prompt reply, and oblige. Yours truly.
DRIED FRUIT ASSN. OF NEW YORK.

Harrisburg, Sept. 13, 1907.
Dried Fruit Association, 6 Harrison Street, New York.

Gentlemen:—In reply to your letter of September 10, would say that I have inclosed a copy of the new Pennsylvania Pure Food Law, together with copy of rules and regulations relating to the same.

You will find that Rule 2 is plain and gives the information you desire. I do not think that sulphurous acid should be allowed in any article of food. We have had many cases in Pennsylvania where it was used as a preservative and never had any trouble in securing convictions.

Trusting this information will be satisfactory, I remain, very truly yours,

JAMES FOUST.

It will be noted that the Commissioner's reply does not say specifically that California dried fruits containing sulphur will be prosecuted, if they contain simply the Federal minimum, or if they contain more than the minimum. In an effort to induce the Commissioner to be specific, the writer wired him as follows: "Regarding letter to Dried Fruit Association, please wire specifically whether prosecutions will be brought against dried fruits containing minimum of sulphur."

The following reply was received: "Dried fruits matter will be taken up next week and carefully considered."

Rule 2, referred to in the Commissioner's letter, is as follows:—

> The use of boric acid, salicylic acid or sulphites in meats or other articles of food wil be regarded as an adulteration and treated accordingly. Any poisonous or deleterious preservative or coloring matter applied externally which has been permitted to permeate or penetrate the meat or other food product, or any portion thereof, will be regarded as an adulteration.

It is not believed that the Pennsylvania Commissioner's attitude, if that can be assumed to be an intent to prosecute sulphured fruits, regardless of Federal immunity, will be pressed, in view of the many difficulties surrounding its enforcement. To begin with, Rule 2 is not the law, but only a regulation devised for carrying out the law. It is an open question whether it agrees with the law. In a prosecution brought against a sample of dried fruit containing sulphur the department would have to prove two things to be successful: First, that the use of sulphur in the given case was not protected by the Federal regulations. Food decision No. 76 permits the use of 35-1,000 of 1 per cent., as stated, and the Pennsylvania law specifically provides that no prosecution shall be begun against goods in conformity with the Federal regulations. Second, that the amount of sulphur contained in the sample at issue was injurious to health. So far as the writer's information goes, proving this would be extremely difficult, as many authorities believe the contrary.

We Are Going to Have Record Butter Prices.

Scarcity and High Prices of Milk and Competition for It from Condenseries Will Force Prices Very High. Very Little Storage Butter to Depend On. Butter Already Much Above Normal September Basis. Expected to Import Fancy Danish Butter This Year.

All prospects point to extremely high prices for butter during the coming fall and winter. Already the price is much above normal.

The moving cause in the expected high prices will be the scarcity of milk. The demand from condenseries is and will be very heavy, and at the present time the Borden Co. is paying in New York State a rate for milk which is equivalent to almost 50 cents per pound for the butter fat contained in it. For milk to be sold for fresh consumption a price of $2 per can and $14 per can for cream is being asked and paid every day. All these prices are far above normal. They apply particularly to New York State, where the weather has been unusually dry, but the conditions in other districts are little better.

With such prices as the above the creameries cannot compete at all, which means that the available supply of milk will go to the condenseries instead of the creameries.

For two other reasons there is expected to be a general scarcity of milk during the coming winter. The first is the very high price of feed, which makes keeping cattle expensive, and the other is the high price of beef, this tempting the farmers to sell their cows for slaughter instead of keeping them for their milk. All these influences seem sure to make milk unprecedentedly high and butter high with it. The saving factor of the fresh butter market—the storage supply—is this year only partially available, as the supply of butter stored this year was far below normal. The average jobber has none to speak of, and even this he is already commencing to withdraw on account of the scarcity of fresh butter. Already extra fancy butter is quoted at 36 cents per pound, which is several cents above normal.

Unless there is some relief from present conditions, and it is not seen where relief can come from, we will probably import fancy butter this year, which will have no precedent for many years. Already some Siberian butter is coming in, but it is only packing stock. It will probably be necessary this winter to bring in some high grade Danish butter, and if the prices of our own product remain where they are the Danish butter can pay the 6 cents tariff and still compete with domestic goods. No American butter has been exported up to this time, which is correspondingly unusual.

The New Canadian Food Law.

The new Canadian pure food act will be enforced by a staff of forty inspectors, who will exercise a close supervision over all the large packing establishments and canneries of fish, fruit and vegetables. For the present that part of the law relating to meat inspection only will be enforced. The law provides that every animal must be inspected before being killed. Only healthy animals may be killed for use. Condemned animals must be destroyed. After a healthy animal has been killed for packing the carcass must again be inspected, and only those approved can be packed or prepared for sale. Condemned animals or carcasses have to be "tanked," cooked by steam for four hours, and, if necessary, treated with a dye, to prevent being used as a food. Every carcass found fit for food must be stamped with the crown and the words "Canada Approved" and the establishment number. Sausages, canned meats, and portions intended for cure may be prepared only from carcasses which have passed inspection and which on reinspection are found fit for food. No food product shall con-

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TRADEMARK REGISTRATION

ain deleterious substance, dye or lrug, or preservative. All cans and packages shall be subject to inspection during the whole course of preparation and packing, and shall be marked with the name and address of the packer and a full and correct description of the contents of the package. No package shall bear any mark which falsely represents the quantity, weight, contents, or date of the package. Every package must be marked with the crown and the words "Canada Approved." Carcasses from the United States marked "U. S. Inspected and Passed," can be packed after they have passed another Canadian inspection, but before that s done they will have to undergo he Canadian Government inspection to guard against possible deterioration.

Rolled Oats Now at Highest Point in Years.

Staple Price Now $7.10 per Barrel in Large Way. Oat Crop Slightly More Than Half Normal. Advertised Brands Will Also Have to Advance.

Since rolled oats have reopened he market has advanced to a point far ahead of any basis ruling for many years. All millers withdrew prices several weeks ago, as reported at the time, and reopened again about September 15th with a price of $6.85 per barrel. This price held only for a day or two, and then an advance was made to $7.10, which is the highest price in many years. The oat crop bids fair to be exceedingly short, promising but slightly over half a crop. If this is the case the market will in all probability go higher.

The advertised brands have not yet advanced, and are decidedly below the bulk basis. The brands referred to as "advertised brands" stand in a class by themselves, in that they are not affected by advances or declines, being priced at a figure calculated to allow for both. The advance in bulk oats, however, has this time been so exceedingly great that the advertised brands, such as "Quaker" and "Mother's" oats, will have to be advanced also, and an advance is expected at any time.

Although rolled oats, as stated, are at present exceedingly high, it is contended by the millers that they are still the cheapest food available.

Arguing for the Using Up of Old Labels

In the Original Federal Food Law Regulations Trade Were Permitted to Use Old Labels Until October 1st, If Made Legal by Sticker. Many Old Labels Still on Hand and National Wholesale Grocers' Association Asks Permission to Use Them After October 1st.

Special correspondence of "Grocery World."

Washington, D. C.,
Sept. 20, 1907.

Representatives of the National Wholesale Grocers' Association were in this city on Wednesday last and had a conference with Dr. Wiley and the other members of the Federal Food Board over the question of permitting the use after October 1st, the date limit set by the Department, of old labels which the holders will not be able to use by that time.

The regulation which it was desired to extend is Regulation 17 of the original circular of rules, which reads as follows:—

(1) The regulation regarding the principal label will not be enforced until October 1, 1907, in the case of labels printed and now on hand whenever any statement therein contained which is contrary to the Food and Drugs Act June 30, 1906, as to character of contents shall be corrected by a supplemental label stamp or paster. All other labels now printed and on hand may be used without change until October 1, 1907.

The representatives of the Wholesalers' Association argued that many manufacturers and jobbers still had on hand large quantities of expensive labels, which were only technically wrong, and which, if they must now be destroyed, would involve losses of thousands of dollars.

There was considerable argument between the members of the Board and the jobbers, but no decision was rendered. The Board will decide the question, however, within a few days. It is considered likely that in the case of labels only technically wrong, their continued use until exhausted, or until the first of the year, will be permitted provided the misrepresentation, whatever it may be, is corrected by a sticker.

HOLT.

STATE HOUSE

CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

Written for the "Grocery World."

How Manufacturers Can Best Induce Grocers to Push Their Goods

Instead of Spending and Wasting Money Compelling Dealers to Handle Their Products, They Should Pursue the Line of Least Resistance and Make the Grocer Want to Handle Them. Suggestion How This Can Be Done.

It has been the consensus of opinion among food manufacturers for many years that the only way to successfully market their products was by creating a demand for them through advertising to consumers

Although their products reach the consumer through the grocer, few manufacturers have ever attempted to create a demand for them by getting the grocer's help.

The writer has discussed this question with many manufacturers and they were a unit in their opinion that it was *impossible* to interest grocers in any product to an extent that would cause them to really push it; that the only course open to them was to *force* the grocer to hand out their goods by inducing his customers to ask for them.

The writer has been a grocer, spent most of his life working with grocers, gets his livelihood through grocers, and in consequence grocer's interests are *his* interests. He believes in marketing food products the grocer is *king*, that in most instances he can sell what he *wants* to sell; that in seven cases out of ten his customers will take that particular brand of any certain product which he *wishes* them to take. If this is admitted there is no question about the grocer being the manufacturer's most important advertising medium—the first one to consider if he wants his goods to sell. If manufacturers, by advertising to consumers, only interest three out of ten to take their goods, regardless of the grocer's recommendation, and the grocer influences the other seven, the grocer's influence is more than *twice* as valuable to the manufacturer as his advertising to consumers.

The manufacturer to succeed should make the grocer *want* to sell his goods. How can this be accomplished? Grocers are in business for only one purpose—to make money. No class of merchants works as hard as grocers. No class of merchants works on as small a percentage of profit; none has as much to contend with to earn this profit, so the way to make a grocer *want* to sell a manufacturer's goods is to make his profits larger without making his work harder.

Everything being equal between the products of two manufacturers the one which comes the nearest to doing this is the one the grocer will not only *want* to sell, but the one he *will* sell.

Many millions of dollars are spent every year by manufacturers to interest the consumer, so the grocer will be forced to stock their goods to supply the demand thus created. This money is spent in newspaper, magazine, street car, billboard and other forms of advertising. The grocer derives some benefit from the expenditure of these vast sums, but the benefit is often swallowed up in the nuisance it creates. It doesn't appreciably increase his sales, for the consumer must have food, soaps, etc., and would get them even though none were advertised. The only effect it has is to induce the consumer to buy more of one manufacturer's products and less of another's; to try new things at the expense of old ones.

Consumers get little direct benefit from the millions of dollars spent in general advertising by manufacturers of food products; on the contrary, they are often induced to "give up the old friends for the new," when it would have been better for them had they stuck to the "old."

The writer is convinced that at least part of the money spent in exploiting food products and creating a demand for them should go into the grocer's pocket, and he believes it would be put there by many manufacturers if they were sure the sales of their products could be increased in this way.

The larger retailers and the chain stores sell many products under their own labels; they sell these goods in spite of the fact that there are many others of a similar character much more widely advertised to the consumer. This proves that the grocer can sell what he *wants* to sell.

Suppose the Baking Powder Trust, for example, were to follow this plan. Their product costs them about 18 cents per pound to manufacture. It is sold to the retailer for 42 to 43 cents per pound, who in turn sells it to the consumer for from 50 to 60 cents per pound. Allowing 5 cents per pound for the manufacturer's expenses and profits, this leaves 20 cents per pound to pay for advertising and the other methods used to induce consumers to ask grocers for their product. If the Baking Powder Trust were to sell their product to the grocer at the same price as now, and instead of spending this 20 cents per pound to *force* him to hand it out when the consumer asked for it gave the amount to the grocer (showing him a profit of about 55 per cent.), isn't it a certainty that the grocer would sell *other* brands of baking powder only when he was *compelled* to, especially if the manufacturers of the other brands continued to spend their surplus in the old way?

Manufacturers to whom the writer has proposed this plan, even though convinced that it would increase the sale of their goods, have hesitated to adopt it because they felt certain the grocer would cut off most of this big profit to take trade from his competitors. Now, suppose to avoid this contingency the manufacturer were to take this surplus money to a manufacturer of computing, counter or standard scales, show counters, bins, refrigerators or any of the store or household furnishings which the grocer must have and must draw on his bank account for and should contract for a large quantity of these goods and presented them to the grocer so he wouldn't have to buy them. The grocer would get instead of 20 cents per pound additional profit, using baking powder as an illustration, *double* that value in *merchandise* he had to have and would have to pay the long price for, because buying in large quantities the manufacturers could get nearly a dollar in retail value for every 50 cents he spent. This would almost double the grocer's profit on baking powder, and the incentive to cut his price, and at the same time his profit, would be eliminated.

While the cost of manufacture and the selling price of this baking powder shows a much greater difference than many other goods, there isn't a grocer whose shelve doesn't contain the products of a least twenty-five to fifty manufacturers who are spending hundreds thousands of dollars a year each t *force* them to hand out their goo by giving it to the newspaper magazines, street cars, billboard etc. Part of this money should g to the grocer, and when the manufacturer is convinced that the grocer can create a bigger demand f his goods than advertising to t consumer does, it *will* go to him.

Here is a perfectly feasible plan Suppose twenty-five of the bigge of these manufacturers were t form an association for the purpo of co-operatively testing the effec iveness of this method of marketin goods, and each issued to the gr cer with each case of his goods h bought a discount voucher, or any thing you care to call it, and a these vouchers, being issued by thi association, were redeemed by i This means instead of waiting si months to get enough rebate vouch ers with baking powder to entitl him to a computing scale that b pooling the vouchers from th twenty-five manufacturers the gr cer would have enough of them i one-twenty-fifth of that time, or week, to bring him his scale, an if he didn't happen to want a scal anything of equal value which h did want.

It is up to the grocer to get thi money and he *can* get it if he wil show the manufacturer this power Show the manufacturer that it wil cost him less to buy this power o the grocer's than it will to fight i through the consumer and he wil *buy* it, because, like the grocer, h is in business to make money.

CHARLES M. WESSELS.

Phila., Pa., September 19, 1907.

All Staple Food Crops Below Normal.

Wheat, Corn and Oats Show Up Badly as Compared With Normal. Apples and Beans Also Below Par.

The Crop Reporting Board of the Bureau of Statistics of the Department of Agriculture finds, from the reports of the correspondents and agents of the bureau, as follows

The condition of corn on September 1st was 80.2, as compared with 82.8 last month, 90.2 on September 1, 1906, 89.5 on September 1, 1905, and a ten-year average of 81.0.

The average condition of spring wheat when harvested was 77.1,

as compared with 79.4 on August 1, 1907, 83.4 at time of harvest in 1906, 87.3 in 1905, and 66.2 in 1904.

The average condition of the oat crop when harvested was 65.5, against 75.6 last month, 81.9 reported September 1, 1906, 90.3 at the corresponding date in 1905, and a ten-year average of 82.6.

The average condition of barley when harvested was 78.5, against 84.5 on August 1, 1907, 89.4 reported September 1, 1906, 87.8 at the corresponding date in 1905, and a ten-year average of 84.3.

The average condition of buckwheat on September 1st was 77.4, against 91.9 one month ago, 91.2 on September 1, 1906, 91.8 on September 1, 1905, and a ten-year average of 88.2.

The average condition of potatoes on September 1st was 80.2, against 88.5 one month ago, 85.3 on September 1, 1906, 80.9 on September 1, 1905, and a ten-year average of 79.4

During August the condition of apples declined materially in New York, Pennsylvania and the New England States, reports received whence the past month being lower than at the same time last year. Reports indicate a prospective yield of not far from half of last year's crop.

Beans declined during August materially in both New York and Michigan, the principal producing States.

As to cranberries, reports from Massachusetts were about the same as a year ago, and from Wisconsin slightly worse.

Double Last Year's Valencia Raisin Supply.

If Good Weather Lasts There Will Be Very Heavy Crop of Spanish Valencia. Large Imports to this Country.

Special correspondence of "Grocery World."

Washington, D. C.,
Sept. 20, 1907.

Consul C. S. Winans, of Valencia, reports that the prospect for the present raisin crop of that part of Spain is very much better than that of 1905 or 1906.

Should the weather continue seasonable until October there will be approximately 30,000 tons of raisins produced for export, about twice the amount produced last year. The fruit will be somewhat smaller in size than those of other years owing to the lack of rains during the growing season. During the last two years the drying season was very unfavorable, with the result that the raisins for both years were very badly cured, causing a good deal of dissatisfaction both to buyers and sellers.

HOLT.

Two-Minute Sermons for the Retail Grocer

XI.—Make Allowances for Your Salesmen.

Circumstances alter salesmanship.

The manager of a business who has himself been through the mill as a salesman and still retains a memory of times gone by is the easiest manager to work under, and there is a very good reason.

He is not expecting impossible things. He knows that conditions are different as soon as you are out of the house, and sales are a good deal harder to make. He knows that when a customer comes to the house he has already decided to buy, and the salesman only has to assist in the selection and suggest other things as he goes along to build up the order, but once outside the house with an order book or a line of samples the shoe is placed on the other foot. It is the salesman who is then looking for business, and not the customer looking for goods. The customer then declares he is full up on everything, and it is up to the salesman to pry loose an order for a small bunch of odds and ends if he cannot get nothing better.

The manager who meets a customer in the house and books a big order sometimes feels like a salesman should do equally well when out looking for orders. He fails to realize that his man came to him especially to buy, and that when the salesman found the same man he found him engaged in selling goods and his mind was not already made up to buy, in fact it was on other subjects entirely.

The manager who inherits his job, and does not grow into it, sometimes fails to grasp these little points of difference. F. A. P.

Catch the Sharp Appetites

Your customers will come home from their vacations with freshly sharpened appetites—more than ever receptive to good food and drink.

Give them **Hotel Astor Coffee** now and it will meet with an instant response. **Hotel Astor** succeeds always, but more quickly than ever just now when appetites aren't jaded.

The finest blend of the finest Coffees, packed handsomely and backed with a record of perfect success in the most exclusive hotels of New York City.

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

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There are signs of revolt by the wholesale grocery trade against the arbitrary rulings of the Board in charge of the Federal food law. The National Wholesale Grocers' Association and the manufacturing and jobbing trade in general have been most punctilious in their efforts to obey the law. In order to go along peaceably they have even conformed scrupulously with regulations which counsel positively advised them were wholly unsupported by legal authority.

"Rules and Regulations."

Now, however, under decision after decision by the department, involving change after change in the label, there are signs of restiveness. One large Eastern jobber who has already been complied by the department's rulings to make two changes to certain labels which he uses, and who now finds himself confronted, under the recent sulphur ruling, with the necessity of making a third, has served a flat refusal to do so upon the department. His intention is to bait the Federal Board into doing something more than making rules, and he will have the sympathy of every member of his rule-ridden trade.

Let us have done with rule-making! What the Board ought to do is to bring a series of amicable test cases covering the mooted questions of the act. The department contends that sulphur in food is illegal and is only temporarily tolerated to give the trade latitude to become accustomed to the change. Very well, let us see if it is, in the only way that will tell us. The machinery of the law is complete. Let somebody submit to technical arrest on the charge of selling sulphured fruits. Put it up to the court, from which alone can come anything worth the paper it is written on. Do this and we will get somewhere. At present we are all inextricably entangled in a maze of rules and regulations, many of which find not the slightest support in the law.

All Lies.

At the recent annual convention of the National Confectioners' Association in Chicago, the Executive Committee made a report which shows, rather exasperatingly, to those in the trade, to what extent daily newspapers exaggerate when they come to talk about alleged food poisoning cases. Here is a summarized extract from the committee's report:—

Article in New York "World," July 2, 1906, headed: "Five Children Ill from Eating Poisoned Candy." Upon investigation the sickness was found to be due to milk drunk by the children taken ill.

Article in New York "Evening Journal," July 11, 1906, headed: "Poison in a Stick of Red Candy Kills Boy." Upon investigation we found the death of the child to have been caused from eating pickles. This same report appeared in the "Daily Standard Union," Brooklyn, N. Y., July 11, 1906, in an article headed: "Ate Cheap Candy; Dies in a Few Hours."

Article in "Spokesman's Review, Spokane, Wash., March 4, 1906, headed: "Poison in Cheap Candy." Result of investigation showed sickness to have been caused from eating too many pickles.

Article in Grand Rapids (Mich.) "News," September 12, 1906, headed: "Poisoned by Colored Candy." Result of investigation proved that there were no grounds for the report.

Article in Philadelphia "Press," Philadelphia, Pa., October 8, 1906, headed: "This Boy Killed by Colored Candy." Upon investigation the death of the boy was found to have been caused by congestion of the brain.

Article in New York "World," October 25, 1906, headed: "Candy Kills Girl, Makes Others Ill.' Investigation showed that candy had nothing to do with the death of the girl.

Article in "Public Ledger," Philadelphia, Pa., November 22, 1906, headed: "Two Children Dead After Eating Candy." Investigation showed mother of children to have been indicted for administering poison to them through the medium of candy, which was evidently selected by her because so much had been printed in the papers about poisoned candy, and thus feeling by its use suspicion would not be aroused, which almost happened to be the case.

Article in the "Post," Pittsburg, Pa., November 8, 1906, headed: "Eats Candy and Dies." Investigation showed no grounds whatsoever for this statement.

Article in Chicago "Examiner," December 4, 1906, headed: "Colored Pop Corn Kills Boy." Investigation showed death not to be due to reported cause. Physician in charge, when replying, wrote: "The story was the result of the vivid imagination of a newspaper reporter."

Article in Chicago "Examiner," December 4, 1906, headed: "Poison is Sold as Candy in Schools." Investigation proved this statement to have been entirely unfounded, and a newspaper lie.

Article in a paper published in Scranton, Pa., January 3, 1907, headed: "Ptomaine Poisoning Caused Death of Dorothy Ware." Physician in attendance replied: "The article is incorrect," which proves another case of reporter's imaginary fever.

Article in "Whig," Quiney, Ill., December 25, 1906, headed: "Tragic Xmas in Hancock County Home," and further reporting death from eating candy. Our investigation showed death to have been due to eating medical tablets by mistake.

Article in Washington (Pa.) paper headed: "Candy Caused Boy's Death." Death, upon investigation, was found to be due to blow on the head.

Article in the Philadelphia "Telegraph," November 30, 1906, headed: "Dies of Candy Poisoning." Report showed death to have been due to acute indigestion from overeating.

The results of these investigations are no different than have been determined from similar investigations by our association during the past twenty-three years.

The extent to which the food trade has suffered from mendacity of this character cannot be calculated. And in every case it would appear to be the result either of pure carelessness or of a reckless desire to print a sensation. For every one of the cases reported above would have revealed its real character to any newspaper who made a half decent effort to learn it.

As to "Standard" Tomatoes.

One of the sorest needs of the grocery trade is the adoption of some fixed definition of a "standard" tomato. No word in the English language means more things than the word "standard" as applied to canned tomatoes. The trade application of the word contradicts its real meaning in the most ridiculous way; for "standard" means criterion—a rule; while nothing is less of a criterion or less of a rule than the expression "standard" when applied to tomatoes.

From the current trade letter of Messrs. Strasbaugh, Silver & Co., canned goods brokers of Aberdeen, Md., a single pregnant sentence is reproduced: "We have cut samples this week of lots of so-called standards varying in our opinion at least 5 to 10 cents per dozen."

Under the present system take twelve brokers with different brands of tomatoes to sell, and the word "standard" will have a different meaning for every man, naturally a meaning that fits his particular brand. The condition points for relief to two alternatives: If it is possible to get a criterion of tomato quality that can be made reasonably fixed and unvariable, let us get it. If it is not possible, and there are many who contend that it is not, then let us abandon a standard which is not a standard, and force every can offered to stand squarely on its own feet.

Scarce Apples Will Make High-Priced Cider.

New Prices Very Late in Opening. Expected in October and Will Probably Be Very High. Cider Vinegar Also Advances.

The pronounced scarcity of apples in New York State, which is the leading cider-making district of the United States, is sure to radically affect the cider market for the coming season. It is now considerably after the time when the new future price on cider is usually named, and orders should now be in process of taking. As yet, however, prices have not even been named, and will probably not be forthcoming until some time in October. The new price is expected to be nearly if not quite as in the very short season of 1890, when the market reached 18 cents per gallon. The opening price last year was 10 cents, but this was because of a plentiful supply of apples and sharp competition between manufacturers.

Cider vinegar will also be affected, from the same causes. Already the price has advanced 4 cents per gallon above the contract price made last October, which is still in force as to contract vinegar.

It is practically certain that all the large manufacturers of cider will this year preserve their goods with benzoate of soda. Some of them made heavy losses last year through trying to do without it.

Fully equipped, up-to-date facilities for planting, cultivating and gathering the finest tomatoes and blending them with the purest spices and ingredients is what enables us to give you absolute perfection in Snider's Catsup.

Blind Match Jobber Shelly Goes for Trust Again

Trenton, N. J., Dealer Makes Further Charges That Diamond Match Is Meanly Trying to Destroy Him. Giving Ammunition to Other Jobbers to Use Against Blind Man.

Samuel Shelly, the plucky blind match jobber of Trenton, N. J., is still battering away at the Diamond Match Co. Several months ago the "Grocery World" published the details of the Diamond Co's attack upon this poor blind man, as the result of which he was practically forced out of the match business. Since that time Mr. Shelly has let no opportunity slip to expose the Trust's apparent meannesses toward him, and has fairly put the gigantic match concern in the position of cold-bloodedly seeking to destroy a poor little blind man whose only fault was his refusal to sink his independence.

Mr. Shelly has issued another letter to the Trust, a copy of which is as follows:—

145 Bayard St., Trenton, N. J.
September 7, 1907.

Diamond Match Co.,
New York City.

Gentlemen: — The writer begs leave to ask whether the "Contract" with your customers or "agents," excluding them from the right to handle any matches except those you manufacture or control is still in effect? My reason for asking this question is that not a great while ago I was informed by a person well versed in match details, that you had given special permission to a particular wholesale grocery house of this city to handle certain "Non-Trust Matches" for the sole purpose of "knocking" me. It is, of course, hard to credit such an absurd statement, for if true, it plainly shows injustice to the rest of your customers, as well as to dealers who are independent in their tendencies, a prerogative which, in my opinion, every American citizen is free to exercise. Ridiculous as this rumor certainly is, it will be found on looking into the matter, that this particular wholesale grocery house (Muschert, Reeves & Co.), are handling these certain "Non-Trust Matches," and openly selling them in competition with your goods. Now this is radically wrong, since you will doubtless recollect that it was simply for committing this "grave crime" that I was turned down and cut off your jobbing list, without being given a chance to explain or defend my position, a privilege universally accorded to any one who is accused of the most trifling offence, wherever intelligence, honor, justice and civilization exist.

We are also confronted with another very peculiar problem, viz.: Why is it that at a time when almost everything in the shape of merchandise is being advanced in price, there should be a drop of about fifteen per cent. on a certain product of the Diamond Match Company? Gentlemen, you know that during the nine years in which I served you almost as faithfully as it was possible for a slave to do, that I had quite a large trade on small matches used by tobacco dealers for advertising purposes. You know that during the whole of this period the cheapest of your brands could not be sold legitimately for less than 35c. You know that for seven out of these nine years you compelled me to pay freight charges on your goods (while at the same time you were allowing them to others), and thereby unjustly increasing your profits at my expense. You also know that last fall a new match was brought out bearing the name "Peerless," and which the trade in some sections, at least, are now asked to buy for 30c. a gross. You perhaps know that one of your Trenton jobbers (David Michaelson) is now regularly calling on the handful of people who were accustomed to get their supplies from me in small lots week after week, and that he is urging them to give him their trade on the grounds that he is now able to sell them matches cheaper than I can.

It may be that Mr. Michaelson is doing this at your bidding, and that you are entirely responsible for this tricky and cowardly advantage.

Now, gentlemen, if the affairs of your institution are conducted on strictly sound and honest business principles, if you follow a policy thoroughly clean and that cannot be phased by public inspection and criticism, then surely I am entitled to an explanation of the grievances to which I have called your attention Surely you should be willing to tell me why you have done everything in your power, so far as matches are concerned, to try and stop me from making a living, which, I trust, may be forthcoming without any unnecessary waste of time.

Very truly yours,
SAMUEL SHELLY.

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.

AGENTS WANTED

To Solicit Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as a side line.

There Is Only One "Exton"

The "**Exton**" Oyster Cracker has been **the** Oyster Cracker for 60 years! Think of it! For 60 years no other cracker manufacturer has been able to equal the "**Exton**" in quality or in popularity.

To-day it is "**The best known and known as the best**" throughout this broad land wherever oysters are used.

Is not that a good reason why you should be prepared for this season's business by ordering your stock now?

No better value **has** been offered you. No better value **CAN** be offered you, and no better value **WILL** be offered you.

A. EXTON & CO.

TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers Stamped "Exton"

Judge a Grocery Store by Its Butter

Ever think that people are more apt to judge a grocery store by its butter than by anything else? Possibly that's because badness in butter shows more quickly than badness in most other things. Whatever the reason, the shrewd grocer is just a little more careful to see that his butter is all right —and always all right —than he is about other things.

If he will adopt

Gurnse Butter

as his leader, he can relax his vigilance.

Gurnse Butter is doubly inspected and isn't sent out unless it is perfect—perfect in taste, smell, body, color and everything else—that's why it's always uniform.

Gurnse Butter is the finest creamery butter produced. It is all right and always all right.

P. F. BROWN & CO.

No. 39 S. Front Street

Philadelphia

The New York Letter

Uncertainty Over Label Pilgrimage. Extract Manufacturers Worried Over High Raw Materials. Status of a Citron Substitute. Still Discussing Water in Butter. Status of Use of Sulphur in Nuts. Old Coffee and Spice Jobbers Assign.

Special correspondence of "Grocery World."

New York, Sept. 20, 1907.

Reports received here from Washington indicate that the representatives of the wholesale grocery interests who went from here and from other cities to ask for a postponement of the day on which the label regulations will all become effective had quite a task. A hearing was given by the Board of Food and Drug Inspection, at which Wm. C. Breed, the counsel for the Wholesale Grocers' Association, spoke at length. Representatives of Austin, Nichols & Co. and of other firms were also heard and they were asked many questions by the redoubtable Dr. Wiley.

Assurances were given that if the year's postponement were granted the association would not ask for any further delay. When the New York men came back they were still in doubt as to what will be the action of the Board at Washington.

* * *

Manufacturers of flavoring extracts and jobbers in this city say that the advance in the cost of manufacture, as a result of the new food law, already noted in the "Grocery World," is still causing anxiety in the trade. "Not only are we now obliged to pay remarkably high prices for our oils and beans, but we are also obliged to use much greater quantities of such materials than we ever did before." So said a manufacturer who speaks of the "new form" as the way in which extracts are now made, while the old form was the way when substitutes were common. In the case of vanilla extract, he said, that since the law went into force some manufacturers have made their first purchases of vanilla beans, having formerly made their extracts without the use of a single bean. It is certainly, he said, the increased consumption of the beans, in the cheap and middle grades, that has sent up the price, and this is also true in the case of oils of lemon and oranges.

The "new form" vanilla extract, was quoted by this manufacturer at $12 a gallon for a fair grade, and he said that by dilution the price may be brought down to $6 a gallon, while there are other variations corresponding to the grade of beans that is used.

* * *

It is claimed in some quarters that the sale of green spad, in the candied form, under the name of citroen, constitutes a violation of the new food law. The spad, also known as spadaforessi, and commonly called in the trade a bastard spad, has been sold for years as a cheaper form of citroen. Now it is claimed that this spad is only a freak form of a lemon.

In England it is claimed the cheaper spad is sold only as a substitute for citroen. It has been selling here at 13½ to 16 cents a pound, while true citroen gets 18 to 19½ cents. The critics say that the substitute is not worth any more than lemon peel, which sells at 9½ to 10½ cents, and would not bring the price now paid of it were properly designated.

It is charged that some importers have been getting a low rate of duty on the spad by classifying it with lemon peel on importation and that they afterward sell it for citroen.

Several jobbers and retail grocers who have been long in the business said that they have always looked upon this spad as a true citroen, although of an inferior kind, and they did not believe that any change should be made that would prevent it from being sold as citroen.

* * *

Moisture in butter is again the subject of discussion in the New York Mercantile Exchange and a committee was appointed Wednesday to attend a hearing to be given to-day by the Commissioner of Internal Revenue in Washington. Representatives of the butter commission merchants in Chicago and other cities will also be present. It is explained that the commission merchants desire a ruling that will place upon the manufacturers the responsibility when the moisture is excessive. The Federal officials have been quite energetic of late, it seems, in prosecuting merchants who ship butter containing too much moisture, and the merchants think it is time for the manufacturers to assume the responsibility for what is done in the creameries.

* * *

Another class of merchants who are worried are the members of the Dried Fruit Association, who held a special meeting Tuesday to consider the use of sulphur in curing walnuts and almonds. The association is to get an opinion, it is expected, from Dr. Wiley as to whether or not nuts, so cured, may be sold.

* * *

Detectives are looking for a band of thieves who by adding postscripts to orders for groceries asking for change for $5 or $10 to be sent with delivery boy have cheated a number of grocers on the Upper West Side. It is said that more than thirty grocers have complained to the police.

G. J. Sender, a grocer at 180 Columbus avenue, reported last Saturday to the police that he had been cheated by the scheme. An order was sent for goods amounting to 90 cents. At the bottom was the postscript asking that change for $5 be sent with the goods. The address given was an apartment house.

The delivery boy placed the groceries on the dumb waiter of the house and sent it to the upper floor. He waited, but got no answer. Then he pulled the dumb waiter down again. The groceries as well as the $4.10 had disappeared. An investigation revealed the fact that the flat to which the groceries were sent was unoccupied and no one of the name, as given, was known in the neighborhood. People in an adjoining flat saw three young men hurry from the unoccupied apartment.

In other instances the swindlers pursued similar tactics.

* * *

W. H. Montanye & Co., Inc., wholesale dealers in coffee, spices and grocers' specialties, at No. 68 Barclay street, one of the oldest concerns in this line, made an assignment Tuesday to Chas. H. Meyer. The attorney for the assignee said that the assignment was due to "dry rot." The assignment was made by advice of some of the largest creditors and the corporation's affairs will be placed entirely in the hands of the creditors for settlement. The attorneys said tha they could give no definite figure at present, but thought the liabilitie would not exceed $50,000. Th business has been established 6 years and has, it is said, some valu able trade-marks.

The original firm was H. P. Lis combe & Co. The corporation wa formed in 1905 with $50,000 capi tal stock. W. H. Montanye die ten years ago. His son, Charles H Montanye, then became proprietor

* * *

Lower prices were announce this week by the Corn Product Refining Co. on several prices Glucose is reduced, it is said, abou 3 cents per 100 pounds; grap sugar, 3 to 4 cents per 100 pounds

FRED A. MCGILL.

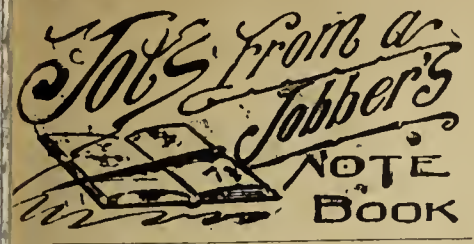
Figure This Out.

Manufacturers who have adopted premium schemes to create a demand for their products, have always given the premiums to consumers. Where manufacturers have offered an incentive to grocers to push their goods, the incentive has always been small. It had to be small, because no individual manufacturer could afford to give a grocer from his individual profits anything more important than a silk hat, an umbrella, et But when twenty or more prominent manufacturers, whose products are sold by grocers everywhere, set aside a part of their advertising appropriations to put into a fund to buy something substantial for the merchant, that something represents an article of sufficient value to make it worth the grocer's while to take a real interest in pushing the goods of the manufacturers who take this means of showing their appreciation of the grocer's services. That the importance of this matter may be plain to you, figure out the following: The Knickerbocker Chocolate Co., New York, gives you a quantity of Universal coupons with their Hasty Lunch Chocolate, Bedford and Blue Ribbon Cocoa. No better goods ever came into this market. Add these coupons to the ones you get with the products of the following firms and you will find you can save enough coupons in three months to entitle you to a first-class set of harness, a platform scale or a roll-top desk. In six months you can save enough to get a good runabout, in a year a good piano:

The American Premium Co., Philadelphia; Wrigley Manufacturing Co., Philadelphia; Franklin Baker Co., Philadelphia; the Porcela Co., Philadelphia; McCanna & Fraser Co., Philadelphia; John Scott & Co., Philadelphia; Weber & Loesch, Philadelphia; Wm. Dreydoppel's Sons, Philadelphia; J. W. Beardsley's Sons, New York; Dixon Crucible Co., Jersey City; Sea Foam Baking Powder Co., New York; Flodon Manufacturing Co., Boston, Mass.; Potter & Wrightington, Boston, Mass.

Within a month a number of other big local houses will join this enterprise. Don't you think this matter is important enough for you to push the goods of these firms? Don't you think the manufacturers who have been been first to recognize the grocer's right of consideration should have the grocer's hearty co-operation?

Nothing holds in check the "mean" customer as well as Forbes Indexed Coupon Books. You always know where "he is at."



Scarcely any factor of the grocery business shows a wider difference of opinion than the prospects from the current tomato pack. Some authorities declare that the weather of the past several days has been perfect for tomatoes, that the canneries were working night and day, and that the pack was sure to be very heavy and prices lower. Others agree that the pack may be large, but contend that prices will get no lower, as nothing less than 85 cents per dozen will pay the packer. Still others scout the possibility of any lower prices, but put it on another ground—labor conditions at the canneries. One veteran broker with whom I talked on the subject during the week said that if the packers could get enough hands to run two shifts a day while the tomato supply was at its height, then the pack might be heavy. He contended, however, that the necessary labor was hard to get, particularly competent labor. This he thought was partly because of its transient nature. This broker cited the case of one of his principals—a large Southern packer—who recently told him that of all the foreign help he had been able to get hold of, only one man was capable of nailing a box in proper style. The balance were roustabouts—waifs—who could do the most ordinary work, but nothing better.

* * *

Touching the canned salmon situation, it occurs to me that there is a great field lying unexplored to the salmon packers, and it is in fostering the use of canned salmon by the hotels. Naturally the chance doesn't mean as much this year as usual, as the supply of salmon is barely enough to go round the grocery trade, but in years of heavy pack, like some that we have had, particularly of red Alaska, it occurs to me that it ought to be profitable for some one to start a campaign to get the hotels to put salmon on their bills of fare. I have eaten at a good many hotel tables in my time, but never once do I remember seeing cold canned salmon on the menu. Just why I have never inquired; it can hardly be the price, as salmon is nowhere near as expensive as chicken, or even tongue or cold boiled ham, all of which are on the bill of every hotel that amounts to anything. The restaurants consume a very large quantity of salmon, particularly the popular-priced ones. I can name one or two restaurants in Philadelpha who will each day buy a solid can of red Alaska salmon at a time for use in sandwiches. They all buy red Alaska, as the other grades are too high.

* * *

The prune market is ruling at the highest price reached in years—a basis of 5¼ cents per pound—but the fact is attracting comparatively little attention, since everything is on an equally high basis. And to any one who believes that the high price of prunes will curtail consumption, a good answer is that even at the advance prunes are the cheapest staple dried fruit now on the market. Apples are quoted at 11 cents per pound for future delivery, peaches are even higher than that and apricots prohibitively high to the average consumer. So that any one who wants to use dried fruit at all will still naturally turn to prunes as the lowest priced.

THE JOBBER.

A Superior Soap Powder.

To those who have ever tried it, there is no question as to the superiority of Young's Pearl Borax Soap Powder. It is the whitest, purest, cleanest cleanser that has ever been placed on the market, and it is as superior to other soap powders as the Pearl Borax Soap is superior to other soaps. It is put up in full pound packages, and the cartons are redeemed for gifts. It is made by Chas. W. Young & Co., makers of soaps of merit, Philadelphia.

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.

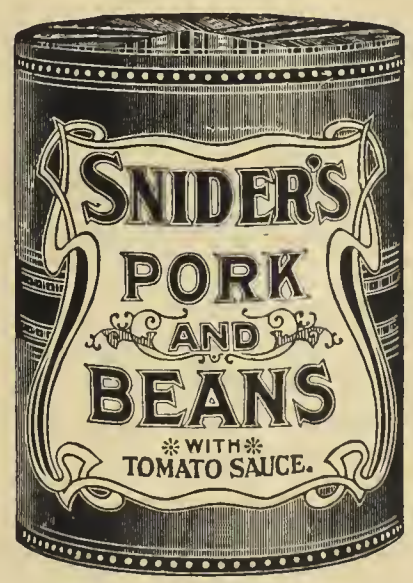
Special Offer to Retail Grocers

ON

SNIDER'S

PROCESS

Pork and Beans



Write our nearest office at once for information on this special offer

The T. A. Snider Preserve Co.

Makers of Snider Catsup **CINCINNATI, OHIO**

NEW YORK OFFICE
105 Hudson Street

BOSTON OFFICE
46 Clinton Street

MAPLEINE

THE BACKBONE

of business—is more business.

MAPLEINE

is the right prescription for your business. There are no two ways about it, Mapleine is in stronger demand than ever, and mail orders are coming in right from your section. The question is, do you want to take hold of a live wire and tell your customers you have it.

There is more in it than our "Say-so."

Send in the order to-day for a case

E. E. HARDING & CO., Agts., Philadelphia
CHAS. W. JACOBS & ALLISON, Agents, NEW YORK CITY
Manufactured only by
CRESCENT MFG. CO. - - SEATTLE, WASH.

HE DID NOT KNOW

although using them, the full value and merit of our

FORBES' INDEXED COUPON BOOKS

until he ran out of them. He says:

Please ship me 300 books ***. I never knew how much these books saved me until I ran out of them, and in the future I intend to urge the use of them wherever I can.

H. McNELLY, Washington, Pa.

All sizes. F. O. B. your nearest express office. Prompt shipments. Stop worry, bookkeeping, forgotten charges, etc. Best for cash or credit. Many have used them for more than ten years. You need them and will want them. Ask us for samples.

J. P. FORBES, Forbes Building, Coshocton, Ohio

MILLBOURNE
AND
ONTOP
SPRING WHEAT
FLOUR

Wheat Washers and Additional Purifiers Now Being Installed

The improvement in quality will be gradual, at first; when the washers are fully installed and additional purifiers in operation, the improvement will be very pronounced. These flours will make friends more rapidly than heretofore.

MILLBOURNE MILLS
63d and Market Sts.

SHANE BROTHERS & WILSON CO.
Proprietors
672-686 Bourse Philadelphia

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking f the right man to take charge of its "Window-Dressing Departmen and contribute a good, suggestive weekly article. We have tri several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribe probably every one of whom has some technical knowledge of w dow-dressing. What we want is articles clearly describing windo displays that can be made by the average retailer; not necessarily ne or original—in fact, those which have been used successfully a perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay average price of $5 each. All matter sent in under this arrangeme should be addressed to the "Window-Dressing Department." drawings are also sent they should be made throughout in black i (not pencil).

THE GROCERY MARKETS

Tea.

The tea market shows a fair demand at steady and unchanged prices. There has been no development of any character during the week, but there seems some reason to expect an advance in the price of low-grade black teas within the next few weeks. Green teas already have advanced.

Coffee.

The market for Rio and Santos coffees has ruled weak during the past week. The outlook for the market seems very dark, from the syndicate's standpoint, owing to the enormous supply. The receipts are increasing all the time, and the speculative public will not be cajoled into the market. This makes a very narrow basis for speculation to work on, and for that reason makes it increasingly difficult to hold the market up without daily bull news from the growing districts. It is hard to see, however, how even that artificial stimulus can avail long. The frost period is over, and crop scares can no longer be built upon it. The next event will be possible drought and this will probably be worked by the syndicate in a desperate effort to bolster up the market. Meanwhile people who use coffee are buying for their needs, and the increased needs of the cool season are making the demand somewhat larger than it has been. An article in another column makes clear the tremendous burden the syndicate has been laboring under in order to defeat the natural result of the terrific over-supply. Mild coffees are steady and in fair demand and Java and Mocha likewise.

Sugar.

The sugar market is unsettle Raws have shown some dispositi to harden during the week, and this writing are somewhat firm On this side the situation is abo unchanged. Refined is unchange steady and in fair demand.

Syrup and Molasses.

On account of a decline in freig rates, glucose has declined 3 poi during the past week. No chan has occurred in compound syru which is in fair demand for the se son. Sugar syrup is active, large for speculation, and prices show a advance of several cents a gallo Molasses is unchanged, steady a in light demand.

Fish.

The mackerel situation is firi Irish mackerel are very scarce a show another advance for the we of $1 per barrel. Shore macker are firm also, though this season catch was 29,000 barrels, as again 8,000 barrels last year. Prices c new fat Norway mackerel are e pected any day. As all condition are favorable, they are expected be fairly high. The demand f mackerel is excellent. Cod, hal and haddock are still maintained c the high basis, but the demand ha not yet begun. Salmon is firm a unchanged. Packers are com pletely sold up on all grades. Sa dines, both foreign and domesti are steady and unchanged; dema moderate.

Canned Goods.

Much uncertainty surrounds th prospects of the tomato pack. the weather holds the pack wi vary, according to various opinion from fair to very heavy. From th primary districts come reports glutted fruit and packers workin

night and day. It must be borne in mind, however, that the season opened very late and the glut would have to be continued for some time in order to permit the packers to catch up. The average price for 3-pound goods, either new or old, is 85 cents f. o. b. in a large way. The demand is good. Corn is unchanged, showing no change in situation and no particular demand. Peas are unchanged, being still stiff and scarce, particularly the lower grades. Offerings are few and anything good is snapped up. Peaches show a disposition to advance still further, meaning particularly low grades of Western brands, some of which (Ohio) have advanced 15 cents during the week. New York gallons on spot are still $3.75, with no future offerings to speak of as yet. The tone of small Baltimore canned goods is unchanged and in light demand. Most lines are firm through scarcity or sympathy and string beans are scarcer than they have ever been before at this season. It looks like a bare first hands market on them within a short time. California canned goods are firm and unchanged, lines being badly broken.

Dried Fruits.

Spot prunes are selling well at about unchanged prices, large sizes commanding a premium. Futures show a disposition to advance, some holders quoting a 5¼-cent basis, though others will sell below that. The prune outlook is firm. Peaches show nothing new and no special demand. Raisins are unchanged and in fair demand. Spot stock is scarce, but the first new fruit is on the way. Currants are unchanged. The spot demand is light, as the trade are waiting for new fruit, which is en route. It looks like a steady and unchanged market in currants for some time. Apricots are high, scarce and dull. Apples are firm and unchanged.

Butter.

The demand for all grades of butter is very good. There has been an advance of 1 cent per pound both on solids and prints during the week, due to the good demand and a slight falling off in production. The butter market is now ruling at 20 per cent. above a year ago. The outlook is for a firm market and unchanged prices during the coming week on all grades.

Beans and Peas.

Pea beans now rule at about $2 per bushel. Spot stocks are small. New beans should be coming forward now, but bad weather in the shipping districts has interfered. Marrows have advanced to $2.35, and the demand is slow. California limas on spot rule on a 6-cent basis, but new will be ready to ship within a few days, and they can be bought on a 5½-cent basis. Split peas of all grades are steady to firm, unchanged and in good demand.

Eggs.

All grades of eggs have advanced 1 cent per dozen during the past week, owing to the continued good demand. The supply of eggs is about normal, and the quality is improving as the weather cools and the season advances. A firm market with probably unchanged prices is looked for for the next few days.

Cheese.

The cheese market is very firm at the recent advance. Stocks of cheese are considerably short of a year ago, and prices are ruling about 10 per cent. above that time. The consumptive demand is still very good, and the next change in price will probably be a further advance of ½ cent per pound on all grades.

Provisions.

The market on all smoked meats is dull, at a decline throughout the line of ¼ cent from last week. The decline is seasonable and is due to the falling off in the consumptive demand accompanied by increased production. The demand is about normal for the season, and there will probably be a steady market at unchanged prices for the balance of the week. Pure and compound lard are firm and unchanged. If any change comes it may be a slight advance. Dried beef, canned meats and barrel pork are all firm and unchanged.

Warning Against Bleached Flour.

North Dakota Food Department Announces That It Will Exclude Artificially Whitened Flour from the State After October 1, 1907. Believes It to Be Harmful.

The Food Department of North Dakota, which is operated in connection with the Government Agricultural Experiment Station of that district, has sent all over the country a "bleached flour warning," which excludes from the State, after October 1st, flour artificially bleached by any chemical process or agent. The notice reads as follows:—

PURE LARD

Gives satisfaction to the consumer, and, therefore, reflects credit on the dealer selling it.

In order to give the very best satisfaction to all concerned it should not only be pure, but should contain all the original, natural oils.

Many brands are "pure," but do not contain these rich oils, as the manufacturer extracted them to increase his profits. This leaves but a residue, white, sweet, pure perhaps, or at least unadulterated, but correspondingly "poor," because it lacks richness.

Such lard can be purchased for less money than

Burk's Lard

but the consumer will require a larger quantity to do the same amount of work, consequently it costs more in the end and fails to give the necessary satisfaction.

Sell your customers **Burk's Lard,** which is

Guaranteed by $1000 Bond

to be strictly pure, to contain nothing but what results from the rendering of good, wholesome hog fat and to contain all its original properties, none of which have been extracted.

This bond is deposited with the Retail Grocers' Association of Philadelphia.

Use Burk's Pork Products

NOT THE CHEAPEST—BUT THE BEST

LOUIS BURK

GIRARD AVE. AND THIRD ST.

PHILADELPHIA

BLEACHED FLOUR WARNING.

Having investigated carefully the subject of flour bleaching as now generally practiced, and having become convinced that the said process of bleaching results in the production of a product prejudicial to the health and best interests of the consuming public, therefore:

On and after October 1, 1907, the sale of bleached flour containing any residue of Nitrogen Absorption, addition, or substitution products and intended for consumption within the State of North Dakota, is declared to be in violation of the Food Law of this State.

All other flour bleached by any chemical process or agent, and containing no added residual products, shall on and after the said date be labeled as "Bleached," and in type uniform in size with the name of the brand or producer of the flour.

All flours or other food products shall be truthfully labeled with regard to net weight, the true grade and the name of the real manufacturer or jobber.

Nothing in this order shall be construed as in any way prohibiting or restricting the use of bleaching agents in flour and milling products to be shipped out of the State.

E. F. LADD,
Food Commissioner.

ASSOCIATION NEWS.

Salt Lake, Utah.

The crusade now on in Salt Lake City to determine whether the Butchers' and Grocers' Association is a combine in restraint of trade is being watched with deep interest.

Investigations made by Salt Lakers are said to have disclosed the fact that local consumers are discriminated against. For instance, it has been discovered that tomatoes canned at Woods Cross near Salt Lake are sold in Denver at a figure that made it profitable for Salt Lake grocers to buy those tomatoes in Denver and ship them back to Salt Lake, the difference, after adding freight, amounting to 7 cents a case.

Utah butter, sold at wholesale in Salt Lake at 30 cents a pound, is delivered in Los Angeles at 26 cents f. o. b.

Many items of this kind are to be presented to the State Attorney-General as evidence of an unlawful combination, in the hope that such action will be taken as will relieve the people from what are looked upon as exorbitant prices for the necessaries of life.

Minneapolis, Minn.

The Retail Credit Association of Minneapolis and the Minneapolis Retail Grocers' Association have perfected arrangements whereby they will exchange all their credit information. This means that at least 60,000 additional names will be added to the already large list of the grocers' association and before January 1, 1908, they will be in possession of at least 100,000 names, all live.

The Retail Credit Association of Minneapolis is composed of twenty-two of the largest downtown retail mercantile establishments in Minneapolis.

Pennsylvania News Items.

Items Gathered From Correspondents, Etc., as to What is Going on Around Us.

To assist in the fight by the retail grocers of the Pittsburg district against the Pittsburg Produce Trade Association, a company is to be formed to cut rates on staple foodstuffs. A big wholesale company is to be organized by the commission men now fighting the association, and the retail grocers are to be asked to join in the organization.

It is proposed to sell produce subject to a 10 per cent. commission. Securities will be placed in banks to be designated by the company to assure shippers that bills will be paid promptly. It is proposed to buy direct from the farmer and not from associations.

President Roosevelt has been appealed to take a hand in the fight.

—

The co-operative store which has been conducted at Royersford (Pa.) by a number of mechanics has failed for a large sum, and H. P. Raysor, the president of the concern, was appointed receiver.

—

At the regular meeting of the DuBois Business Men's Exchange on September 12th permit was granted the G. A. R. veterans to solicit funds for their reunion to be held on October 17th. Resolutions were heartily adopted indorsing the action of the Town Council in enforcing the laws regarding Sunday observance.

—

D. M. Evans, secretary at Pittston, writes that he has had inquiries regarding the establishment of an association at Kingston, Pa.

—

The Carnegie Merchants' Association is very much alive. Nine new members have been admitted since the convention. The association has been very successful in collecting accounts. It has inaugurated a 6 o'clock closing hour and is reducing the premium and ticket soliciting evil.

AMONG THE TRADE.

Barley is expected to take another advance soon, probably of 25 cents. Short crop is the cause.

—

The prospect for the coming crop of Spanish olives is good. American holders have reduced prices somewhat during the past week.

—

Mr. Julian E. Harby has been appointed resident agent of the Nicelle Olive Oil Co. of New York, successors as to olive oil of the Seville Packing Co.

Cowboys Use Absorbine.

Everybody knows L. F. Foster, the original and marvelous exhibitor of cowboy riding. He writes from 89 Bellevue avenue, Fenway P. O., Boston, Mass., under date of September 2, 1907: "In regard to Absorbine, I will say: Recently I purchased a bottle from a local druggist. My horse during the night while in his stall injured himself, causing a large swelling both in and outside of hock. There was no lameness, and the swelling entirely disappeared in a week by applying your remedy." Many customers write of the satisfactory results Absorbine gives in removing blemishes, curing lameness, etc. You try a bottle. price, $2.00 at druggist or delivered. Mfg'd by W. F. Young, P. D. F., 9 Monmouth street, Springfield, Mass.

Now Is the Time to Prepare for Delicatessen.

Without boasting—simply as a statement of fact—the firm that is best prepared to look after your wants in cheese, delicatessen and fancy groceries, both as to quality and price, is Carl Wilde, 357 North Second street, Philada. When in want of anything in this line it will prove profitable to consult him.

Slices Everything from 6-pound Knuckles to half-ounce Ends.

Freshly Cured Beef, Soft Moist and Juicy

When neatly, nicely sliced, pleases the palates of particular people.

JOHNSON'S EVERSHARP SLICING MACHINE

The only machine made that will slice this soft, juicy, palate-pleasing beef in full size thin sandwich slices.

No waste. Slices up every scrap, however small, in thin, salable slices. Five to ten pounds of waste saved on every 100 pounds.

Saves time. 100 full size slices, thin as paper, smooth and glossy, moist, soft and delicious, piled up smooth, straight and flat like the leaves of a book, in less time than any other machine can mangle and jumble up 60 thick, rough, torn slices.

No competition. Soft, moist, cured beef sliced on an "EVERSHARP" sells itself. Once introduced the people will eat no other dried beef, no matter what form it comes in, how much it is advertised, or how cheaply it is sold.

AN EVERSHARP SLICER INSTALLED IN YOUR STORE

is then refused to all your competitors, and insures you a complete monopoly of the very much enlarged entire dried beef business of your section.

Send for a sample of sandwich sliced beef and wake up to the possibilities of modern progress.

A. W. JOHNSON, New Brunswick, N. J.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Philadelphia, Sept. 14, 1907.
Editor "Science of Advertising."

Dear Sir:—I enclose you some of our sample cards. One side changed weekly. The other as a filler, instead of reading "To the Lady of the House," and changed probably every six weeks. This to reduce the expense. The results are very satisfactory, in a sense; but we feel there is a class of customers whom we do not reach. Will you kindly give some ideas that would enable the single store grocer to advertise in a way that could reach this class, in a way that he would feel his ads would be read without his considering the item of expense too heavy. Taking it for granted the average city grocer is so located that newspaper ads are out of the question.

Yours very truly,
H. L. Loop.

Mr. Loop incloses several green cards about 5 x 10 inches printed the narrow way on both sides. I reproduce one of them in reduced size. On the side which is changed every six weeks appears an advertisement of bread and coffee; the other side, as Mr. Loop says, is devoted to a greater variety and is changed every week:—

DO QUALITY

meats and groceries mean anything to you? Are you particular what you put on your table? If so you should know us. It is our constant aim to sell nothing but the highest quality in spite of the advancing price of beef. We shall maintain the high standard of our meats.

Rump Steak	25c	Sirloin Steak	28c
Rib Roasts	16-18c	chuck Roasts	14c
Pot Roasts	14-18c	Hamburg Steak Fresh Ground	12-14
Veal cutlet	25c	Veal chops	18-20c
Leg Young Lamb	18c	Shoulders Lamb	15c
Lamb chops	25-28c	Stewing Lamb	12-15c
Loin Pork chops	18c		

Are you Preserving
Fruits, vegetables or making jellies. We have the necessary jars & etc.
Masons jars, quarts 50c dozen
Masons jars, pints 45c dozen
Jelly glasses 22c dozen
Jar rubbers 8c dozen
Parafine Wax 12c pound

Do you Bake Beans?
We have the finest Pea and marrowfat beans the market affords, you'll find they're different from the ones mostly sold. We also have fresh and salt Pork, and smoked bacon, whichever you prefer for flavoring.
Pea Beans 8c Pound
Marrowfat 12c Pound

Absolutely pure Spices
all kinds 8c quarter lb.

Fly Paper
tanglefoot, the best thats made.
6 sheets 5c

1907 Pack Peas
Very sweet and tender, packed fresh from the farm the day they are picked.
12c Can

Heinz India Relish
Needs no recommendation
25c Bottle

Toasted Corn Flakes
The finest of the flaked cereals.
10c Pkge

Toilet Paper
in rolls or packages.
6 for 25c

Loop's Market
DAUPHIN AND GRATZ STS.
Bell Phone Tioga 3461 A 25-8-15-07

Kessler Printing Co., 2257 N. 5th St

Mr. Loop says his advertising pays him satisfactorily, but that it fails to reach a certain class of trade. He asks me to help him reach that class, but doesn't say what class it is. Is it the better class or the poorer? I assume that it is the better class, because the sort of advertising he is doing is always calculated to appeal especially to the middle and lower classes. I don't mean by that that it is not dignified and respectable advertising, because it is both, but simply because these highly colored circulars and cards have apparently become a fixed means of advertising for current floating trade.

* * *

This is very fair advertising, prepared with care, apparently, but not very tastefully printed. An improvement could be made by using a little lighter type for the headings and the prices, and using light boldface for all prices instead of in some only. The main headings of these cards might be a little snappier.

SHOW THESE ONCE!

Anker's Bouillon Capsules

If you've never sold these Bouillon Capsules, you have no idea of the trade waiting for them. Make delicious and nutritious bouillon, beef tea or soup. Packed 10 in a box; ready for instant use with hot water.

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

LOOK FOR THE
GLOBE
On Hams, Bacon, Lard and Sausage; if you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

JACOB C. SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.

Tourist Almoco Golden Drip
These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.

Levering Coffee Co.
Baltimore, Md.
Established 1842

Quick Sales Big Profit
GOFF'S COUGH SYRUP
Write for special proposition and new advertising plans.

S.B. GOFF & SONS CO., Camden, N.J.
ESTABLISHED 1872

You must Advertise or Lose! Then why not Advertise wisely?
The best advertisers in the country—and they are all thinkers—tell you how to advertise successfully in
BRAINS
FOR
The Retailer and Advertiser
The very best examples of clever, money-making advertising in the world are presented weekly.
If you advertise without reading BRAINS you miss the benefit of other men's experience, men who have given years to the study of advertising.
Five dollars a year is all it costs, and its worth it. Sample copy 15 cents.
JAMES KNAPP REEVE
PUBLISHER
DEPOSIT, N. Y.

LUSTRE BRAND is a strictly pure flint glass selected lamp chimney, composed of the finest material money can buy, and will not break from heat.

For sale by all leading jobbers
R. E. TONGUE & BROS.
Allegheny Ave. and Amber St.
PHILADELPHIA

"Do Quality" holds no particular invitation to become interested. The headlines of the cards not reproduced are "Rely on it," "In Hot Summer Days," and "Ah, There's the Rub." The last would have been rather a catchy heading for an advertisement of a laundry soap that required no rubbing, but as a heading for a meat advertisement it is not very bright. Spend some time on the headings. Make them look interesting. A little practice will enable you to do this very nicely. To show what a hypnotic influence an interesting looking headline has, as compared with the dull sort I have had two headlines set, one the kind I call "interesting looking," and the other one of Mr. Loop's heads. See if you can notice any difference:—

What Mrs. Jones Said

Rely on It

Now to come back to the question of reaching the class that this advertising doesn't reach now. I shall assume that Mr. Loop means the better class, and shall discuss the case from that standpoint. I think I can see why this kind of advertising doesn't appeal to the best people. There is a class of consumers who watch for these highly colored cards that are thrown around vestibules, and these are probably the sort that Mr. Loop is reaching. But the really best people don't trouble themselves with such things. As a matter of fact, these vestibule cards and circulars seldom or never ever get to the woman of the house at all, for they are swept out by the servant as fast as they appear. I should say that to reach people of this class a much more pretentious sort of advertising must be done, say in the form of a little folder, printed on white paper in a much nicer and neater way than this card. It ought to be sent by mail under a 2-cent stamp, addressed to the woman of the house personally. You can thus make certain that your advertisement will get into her hands, and it will then rest with you whether it will hold her after it gets her. Naturally this sort of advertising will cost you more than the green cards, but in my judgment nothing any poorer can be depended on to get in where you want it to.

Blowing Up Cold to Salesmen.

Ever sit by and notice how different the expression is on the average merchants's face when a man comes in to buy something than when one comes in who wants to sell something?

By George, sometimes you wouldn't think it was the same fellow.

I had occasion to go into a certain jobbing house for the first time the other day. I went in on business and had never met the people before.

One of the firm was just waiting on a customer. He was just about the most gracious fellow I'd seen for months. I mean the jobber. He chatted and chinned along with the customer, called him pet names, pushed the cigar box under his nose when he went out, shook hands and patted him on the back, and told him he was always glad to see him whether he bought anything or not.

Really, it warmed my heart to see him. Gad, that's a jolly good fellow and no mistake, I said to myself.

The customer went out, and the jobber settled down to his desk. In a minute a rice broker came in, hunting an order. It was one of the oldest brokers on the street, with an established trade—not a strange newcomer working to get in.

I don't exaggerate a little bit when I say that I didn't know for a minute whether the jobber hadn't changed places with a twin brother. He gave the best imitation of a clam I ever saw. The rice broker stood by his desk, waiting for attention. The jobber didn't look up for several minutes, and when he did he didn't say a word—just gave him the frozen stare and only that for a minute. The broker told his little story and started to open up some samples. The jobber went on with his writing, and when he had finished it got up and walked deliberately away, mumbling as he did so, "got too much ——— rice now."

The broker packed up his samples and went out.

I felt like saying to the jobber: "You fool! You outrageous ass! Don't you know that when you sell a retailer you've sold only one man, while if you get next a salesman and make a good buy you may get hold of something so good you can sell it to a *hundred* retailers?"

Of those two men, the retailer and the broker, I claim it would—or at least might have—paid the jobber better to throw his cigars to the broker.

(Did you hear that chorus of "amens" from the brokers?)

For if he had the right stuff to sell right, the retailer'll come to him without any handshakes or cigars.

And the broker or the salesman is the man to get next, to give him the right stuff to sell right.

I wonder how many of you fellows realize that it's a darned sight more important to buy right than it is to sell. Don't you know that a thing well bought is half sold? If you can get the goods to sell—good goods at the right price—you can sell 'em all right and don't you forget it.

Don't tell me that the salesman hasn't got anything to do with it and that he has to sell to everybody at the same price.

It's not true. Time and time again a salesman and broker can give a friend a good thing if he wants to. Mind you, I say a friend.

The man who blows up cold to any man who can help him to buy right is a plumb chump.

I know a merchandise broker who hasn't got a friend among the trade he sells. The trade don't like him, they even despise him and distrust him. Yet the fellow has worked himself up, does a big business and is worth money. Know why? Because he's as sharp as steel to get hold of goods to sell. He finds 'em somehow, often when other brokers can't, and time and time again he has stuff just a shade below the market. The trade buy his stuff not because they like him, because they don't; not because he's a salesman, because he ain't, but simply because it pays them to buy 'em.

Don't you see? His goods se themselves without any salesmar ship whatever because they wer bought right.

Think this broker ever has a col wave for the fellow with goods t sell? Not on your life! He work him and jollies him, pulls his leg i he can, and simply does everythin in the world to get next and sta next. He knows it pays him to d it. And he knows the buyer wi come without coaxing if he has th goods.

If I was in business for mysel and could afford it I'd give a dinne to the salesmen who called on m every month, at which real chan pagne would be served. I'd g next those fellows by every decen means I could. I'd pay more atten tion to 'em in one minute than would to my own customers in week.

Know why?

Because the customers woul come if they could do better wit me than with the other fellow.

And they *could* do better with m if my goods were bought bette than the other fellow's.

And the chance is they *would* b bought better than the other fel low's if I got as close to men wit goods to sell as I would expect to

Freeze up to a salesman? Oh no, don't do it! Not to any sales man, no matter what he's selling Get his good feeling anyway—i may pay you big dividends.

THE STROLLER.

New Orleans to Have Chain Stores.

The chain-store plan of retail grocery stores will soon reach New Orleans, La., according to the published statements of Duke C. Bowers, a grocer of Memphis, who is now operating 25 stores on a cash basis in that city. Mr. Bowers proposes to introduce chain grocery stores to New Orleans.

Removal.

Owing to the increased demand for their salted specialties, "Oakdale Midgets, "Oakdale Twigs" and "Oakdale Pretzels," the Oakdale Baking Co., Tenth and Susquehanna avenue, this city, have been obliged to increase their oven capacity to keep pace with the demand. The offices, package department and salesroom have been removed to the second floor of their building, which allows them an additional working space of about 6,000 square feet. The new ovens will nearly double their output, and enable the company hereafter to fully supply the wants of the trade. Their trademarks, "Oakdale," "Midgets" and "Twigs" are registered in the U. S. Patent Office as their exclusive property when applied to their styles of salted products.

First Official Figures Showing Brazil's Tremendous Coffee Crop

Nearly Twenty and One-half Million Bags. Increase of 84 per Cent. Over Last Year. Even This Not the Best Brazil Can Do, as Some of Brazilian Coffee States Showed No Increase. Syndicate Has Already Spent $90,000,000 to Hold Up Market for Rio and Santos. Maintaining of Market Terrific Problem in Face of Overpowering Supply.

Special correspondence of "Grocery World."

Washington, D. C.,
Sept. 20, 1907.

In a report from Rio de Janeiro Consul-General G. E. Anderson states that the final official figures for the coffee crop of Brazil for the year ending June 30th show that the total entries in all Brazil reached 20,409,180 bags, representing an increase over the previous year of 9,353,802 bags, or 84.6 per cent., and an amount over the average for the past four years of 8,948,797 bags and exceeding the previous banner crop of 1901-2 by 4,132,715 bags, or 25.4 per cent.

Of the crop there have been shipped to foreign ports a total of 17,702,329 bags, or 6,745,931 bags more than last year. Of the total shipments the United States took 6,520,323 bags, or 36.9 per cent. of the crop, as compared with 5,068,472 bags, or 46.2 per cent. of the crop last year, 6,329,760 bags, or 61.9 per cent. of the crop in 1904-5, 6,855,235 bags, or 45 per cent. of the crop in the former banner year of 1901-2.

The bulk of the increase in the great crop last year came in the State of Sao Paulo, where the bulk of the crop generally is produced All the States producing coffee, however, showed increases, except Bahia and Santa Catharina, where there was an average decrease of over 45 per cent. The increase in Rio de Janeiro amounted to 30.4 per cent., in Sao Paulo to 120.3 per cent., and in Espirito Santo to 3 per cent., all compared with the year before. As compared with the previous banner crop year of 1901-2, there was a decrease in all the States except Sao Paulo of about 27.5 per cent. It is evident, therefore, that the possibilities of Brazilian coffee production have not been reached in the monster crop just gathered. Had other States than Sao Paulo produced as much coffee as they did in 1901-2 the total this year would have exceeded 22,000,000 bags. Had there been the same increase in all the other States as there was in Sao Paulo the crop would have amounted to 24,321,831 bags of coffee. While it is quite unlikely that all the States of Brazil shall have a monster crop of the same product at the same time, it is evident that consuming markets must henceforth deal with the possibility that Brazil may at any time produce well toward 25,000,000 bags of coffee in one season.

While undue consideration of the possibility of the size of future coffee crops in Brazil is more or less speculative, there are one or two facts which should be taken into consideration by coffee men the world over as having a permanent bearing upon the coffee supply of the world. After its experience following the previous banner crop Brazilian Governmental authorities considered that there was an overproduction of the berry and proposed to prevent such overproduction by prohibiting by law the planting of more coffee trees and the extension of coffee acreage generally. While this legislation was not as general and as effective as it was planned, there was enough done in this direction to prevent the extension of coffee estates in the chief coffee producing centres of the country.

The result was that instead of extending their estates the coffee planters threw the strength which they would have expended in such extensions into the improvement of the estates they had. Old and broken trees were grubbed out and young and vigorous trees were planted in their stead. What before had been more or less ineffective culture became intensive culture—in some places intensive culture of the most pronounced sort. The result is that the production of coffee has been increased more generally, more uniformly, and probably more regularly from year to year than it would have been had estates been extended and cultivation continued under old

$3.00 FROM $1.50

James T. Shinn's **Liquid Rennet** has been on the market so long that it seems hardly necessary to speak of its quality.; most people know it as the finest, cleanest rennet made.

Not all grocers know that they can double their money on this specialty, however—an unusual chance with an article so high-grade.

Costs $1.50 per dozen, brings back $3.00.

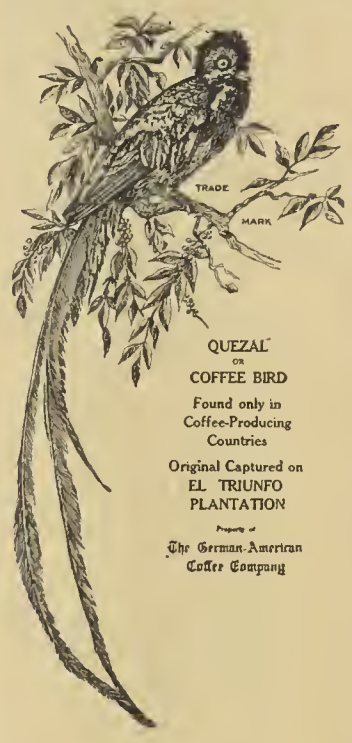
Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

SOLVING HAM PROBLEMS

All of the problems of your ham department are solved by selling PREMIUM HAMS — the same yesterday, to-day and forever. We can and do control our raw material, and so PREMIUM HAMS steadily maintain the same perfect quality.

And the advertising we do for them brings a steady stream of trade to the grocers' door.

Swift & Company, U. S. A.



Here's A New FALL IDEA

This is the season when you begin to get busy with new ideas. The summer lassitude is gone—it's a case of good, keen business now for six months anyway.

Let one of your new ideas be to put in **German-American** coffees. Why? Because they're new to you and will be new to your customers. You've never handled anything like them. They are grown on the Triunfo Plantations of Central America, which are known to every coffee connoisseur in Europe and many in America.

Smooth, mellow, rich and fragrant coffees that will be welcomed with delight by everybody who likes coffee at all.

The German-American Coffee Company

Growers, Importers and Roasters

406 Greenwich St., New York, N.Y.

methods. Trees planted to take the places of the discarded ones are now coming into full bearing. Improved methods of culture have produced more coffee and generally better coffee from the same trees.

The coffee-producing industry of Brazil from a production standpoint is in a more healthy condition than it was, and while there will probably always be more or less fluctuation from year to year and more or less uncertainty as to crops, it is probable that there will be less of such conditions in the future than there has been in the past. It is probable that bumper crop years will be followed by poorer crops, the fat years by the lean years, but a review of the actual field and the returns from the last year's crop does not promise this necessarily.

While the relations of the United States to the coffee trade of Brazil seem to show little material change as far the the volume of coffee taken by the United States is concerned, the proportion of coffee taken by the United States has declined on the whole both as a result of the increased production of the country and of actually decreased average importations, the importations of Brazilian coffees by the United States for the last three years, including the season just closed, amounting to about 17,300,000 bags as compared with about 17,700,000 for the previous three years, including the former banner crop.

Whether this means an actual lessening of the demand for Brazilian coffee in the United States as compared with demand for coffees from other portions of the world, or is simply a part of a general readjustment of supplies covering a long period, is yet to be shown. But the tendency is significant, and the fact that the Government syndicate controlling the stock of coffee purchased in behalf of the valorization scheme has sent so large a portion of the valorization stock to European rather than American ports also is a fact to be considered.

In his message to the State General Assembly of the State of Sao Paulo, Dr. Jorge Tibirica, president of the State, gives an authoritative review of the transactions of the State Government in the scheme to "valorize" the State's immense coffee crop, which indicates the scope of the work and the indebtedness it has led to. In his message the president says:—

> In defense of our planting and commercial interests, seriously threatened by the fall of coffee prices that would necessarily have followed the exportation of the extraordinary crop of 1906-7, anticipating the execution of the valorization plan adopted at the Taubete convention, my government, in order to regulate the position of the different markets, determined to buy coffee. With this end in view, a loan of £1,000,000 (£ = $4.86) was negotiated in treasury bills in favor of the Disconto Gesellschaft of Berlin, payable in one year, and the consignment to European and American ports at long dates of coffee then acquired was negotiated with the well-known coffee houses. Later on their operations were extended and the government contracted another loan of £3,000,000 through J. Henry Schroeder & Co., of London, and the City Bank of New York, repayable in five years and with interest rate at 5 per cent. per annum. This loan is secured by the surtax of 3 francs (58 cents) charged at Santos, £1,000,000 of it being reserved for repayment to the Disconto Gesellschaft of Berlin of the treasury bills issued in their favor. Coffee buying commenced in August, 1906. By the end of the fiscal year consignments to the amount of 2,596,566 bags of coffee had been bought and paid for, on which the treasury had spent Rs. 89,017.076 $761. This expenditure was covered as follows:

By loans raised abroad, amounting to £4,000,000.	Rs. 26,972,189 $846
By drafts on the bankers' correspondents in the valorization scheme, at the rate of 80 per cent. on the value of the coffee shipped by the State, £3,454,847 and 7,253,572 marks	Rs. 62,045,786 $915
Total	Rs. 89,017,975 $761

[These figures, while not clear, are given as sent by Mr. Anderson—B. of M.]

> During the current year purchases were continued up to nearly 8,000,000 bags. This coffee is all paid for, as is also all margins consequent upon the fall of prices, and is now lying in warehouses at Havre, Hamburg, New York, Bremen, London, Antwerp and other European and American markets under consignation contracts entered into by the State, while there remain 800,000 bags at Rio and Santos to be shipped and warranted on the same conditions as the others. It is the firm intention of my government to retain the coffee thus acquired and to distribute it only as the requirements of consumption demand and at prices that will guarantee the advantages that it is the object of the government to secure to planters, with due regard to the interests of the treasury, but without troubling about other profits or losses, seeing that this is a speculative operation.

At the rate of expenditure for the 2,596,566 bags, as noted, the total expenditure of the Government for the "nearly 8,000,000 bags" has been close to, if not quite, $90,000,000. The value of 7,800,000 bags of coffee at 6.37 cents a pound, the average market price for No. 7 in New York during the week ending July 24th is $65,585,520, showing an apparent loss of about $24,000,000 for the State by reason of its purchases. Coffee men generally estimate the ultimate loss to the State at not less than this amount.

Advises Grocers to Go West.

California Correspondent Discusses Recent Irrigation Congress and Says Eastern Competition-Ridden Grocers Should Look Over the West for Business Chances.

Special correspondence of "Grocery World."

Sacramento, Cal., Sept. 15, 1907.

I am sending you some press items of the fifteenth session of the National Irrigation Congress which just closed in this city. They show the importance this congress is assuming in national affairs.

Two very important actions taken were the adoption of two resolutions, one calling on the United States Department of Agriculture to modify its attitude toward sulphured fruits, and the other calling upon the Government for the protection of the home sugar industry. The full text of the latter resolution is as follows:—

> Resolved, That inasmuch as the acreage of sugar beets in arid America has increased amazingly during the past ten years, and such acreage will be greatly added to in the near future, thus affording our farmers an annually growing and additional income if this wealth-producing resource of the American farmer is not interfered with, we therefore protest against the enactment of any further legislation favoring Philippine sugar, and urge that legislative agitation and attacks on the sugar production of this country ceases, to the end that this great industry of arid America may be rapidly and fully developed.

It might be good business policy for some Eastern grocers who are hemmed in by chain stores and squeezed by competition to keep their eyes on some of the newly irrigated regions west of the Rockies for business chances.

J. E. Witherspoon.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—Ed.]

SELLING THE FULL LINE.

Nearly all good stores run specials. Just now we're strong on cereals—we're running on the popular kinds. We're bringing in new trade. It's up to you to sell these people their grocery needs. Many of them are after the cut prices. Go easy. Don't let them feel that we're sorry we cut the price or that it was intended for a bait.

Be pleasant about it. But remember that she uses flour and tea, coffee and rice, butter and lard. Quote these. Remark about the success we're having with Mara—Mexican coffee—and tell her we're keeping creamery butter down to 32 cents per pound. Understand we expect you will write lots of orders for the cut-price goods. But that is merely writing what you're asked to write. The "full line" is what you must have before you at all times.

A man can make himself a nuisance to the customer and he can make himself a boon. Beware of forcing things. Get her confidence. Be sincere. She'll respect you for your interest in the firm and her

RUNNING DOWN GOODS.

You must not run down standard goods or in fact any goods that are worthy of being on sale. Royal baking powder, Baker's cocoa, Force, and such things as these are sold close to be sure, and they too often stand between you and your commission goods.

But be a business man when it comes to giving your opinion. Don't let people see through your motive. Let your motive appear double-plated, not as thin as a sixpence. Hang on quality.

Bring out the full weight argument. Dwell on freshness. Repeat what other customers say and the qualities that other customers buy as well as the satisfaction the goods give.

Never be guilty of making the foolish break that it is the advertising that sells the well-known things. That's wasted breath. It's only the man on the inside that knows and appreciates that. Talk and sell your own brands when you get a good chance.

Do it on the square, though.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

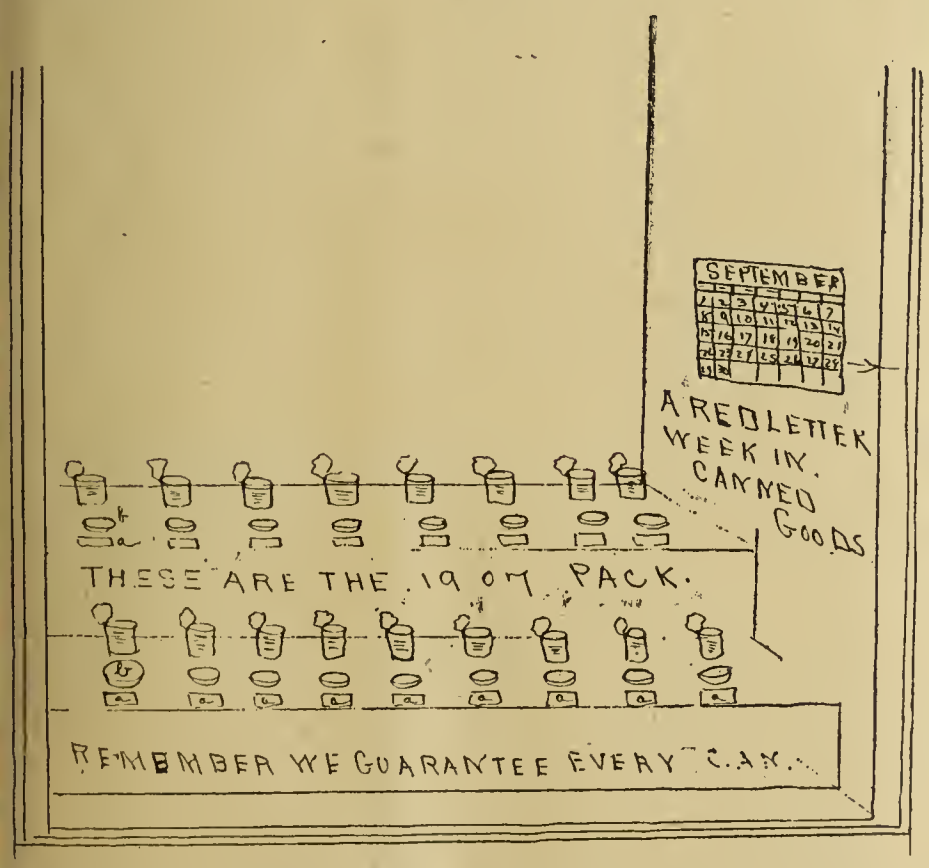
A Canned Goods Demonstration Window.

As a seasonable suggestion for, say, the latter end of the present month or October, a window devoted to canned goods might repay the retail grocer.

A window should be a groceryman's valuable asset. He might think the opening of a few canned vegetables a little expensive, but in selling an article that is inclosed in a can the customer always likes to see the quality of the goods.

In a window that is three or four feet deep make a platform like a pair of steps, say twelve inches high and twelve inches tread. This can be done with four hemlock boards or a few pea or corn cases. Have them, say, a foot back from the window. Place some clean white paper or a pretty colored crepe paper in front.

Then cover your step with clean paper. Arrange glass dishes or china bowls in even row (marked "b".) Fill them with the vegetables like this:—



First a dish of large peas, then the medium size, then the extra sifted. After them a dish of crushed corn and one of shoepeg, then a dish of good grade tomatoes, then one of butter beans, and cut string, then one of succotash, or as nearly as he might wish to display.

In opening the cans cut each lid so that each one will be even on the side and the name of the article displayed in front, placing each back of the corresponding article in the dish. In front of each dish a neatly lettered card (marked "a") with the price per can, per dozen, per case, should be placed.

On the top do the same with the new canned fruits. Peaches sliced and halved, apricots halved and sliced, bartlett pears, white cherries and black cherries, also red pie cherries. The number of fruits or vegetables to be governed by the size of the window.

In front of each step put some lettering, such as shown in the design. On the side of the window or on the glass in front make a calendar of the month and the week you are displaying the goods mark in red ink. Underneath print

A RED LETTER WEEK IN CANNED GOODS

Clean your window often because dust, dirt and dead flies do not help to sell goods.

HARRY D. CORNMAN, JR.
With Schoch & Shafer Co.,
2607 Hollywood street,
Philadelphia, Pa.

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

PATENTS
obtained on inventions and designs. Trade-marks, prints and labels registered.
R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C

BLOOKER'S COCOA
IS A LUXURY TO THE PALATE
A NECESSITY TO THE STOMACH
AN ECONOMY TO THE POCKET
ALL GROCERS SHOULD HAVE IT
American Depot, 46 Hudson St., New York
In stock by H. KELLOGG & SONS, 19 South Front Street, Philadelphia, Penna.

HOLDING ON AND LETTING GO

There are two steps toward business success of any kind.

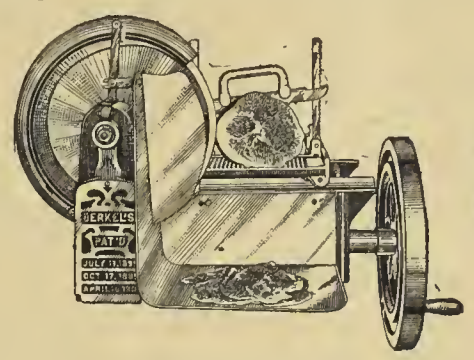
The first is holding on to our dollars, piling them up, making each of them work for us.

That is the foundation-stone of fortune.

But no one can build very high on that foundation unless he knows the second step.

Opportunity visits us every day; and many times the expenditure of a few dollars now means the return of many dollars later.

That's what distinguishes the successful merchant from the plodder—knowing when to let go.



For instance, the installation of an AMERICAN SLICING MACHINE now means the return of many times the outlay in increased trade and profit.

Eight thousand merchants—successful merchants—have proved this for themselves.

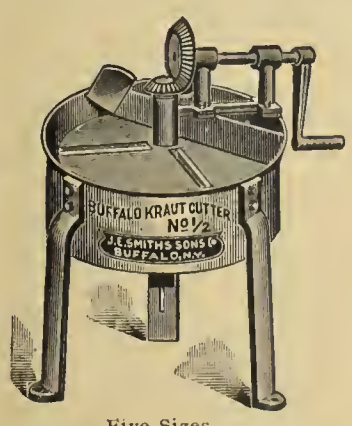
We want you to prove it for yourself.

By the way, you can if you desire, get the machine with no investment whatever.

Ask us about this.

AMERICAN SLICING MACHINE COMPANY
54 Fifth Avenue, Chicago

Boom Your Own Business



Five Sizes.

Do you know that you can make your own sauer kraut and please your customers because it is home-made?

Do you know that all that is necessary is cabbage, salt and one of our Kraut Cutters?

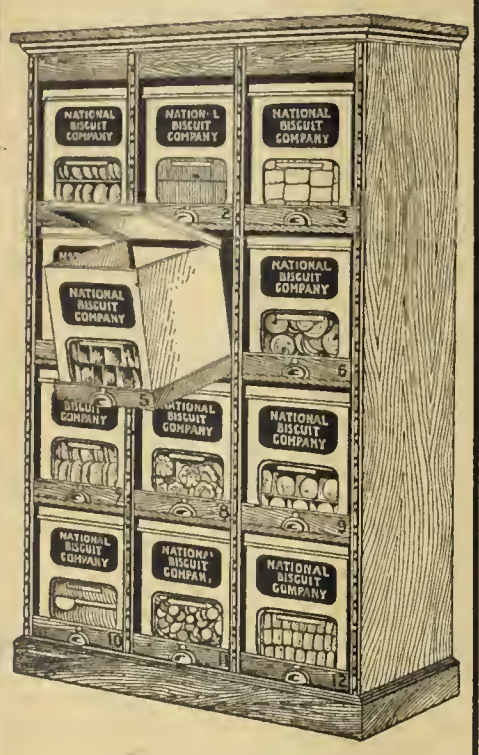
Do you know that the profits you make on it will be big enough to pay for the machine in a little while, and that when that is done all you make is net?

Good kraut recipe free.

Order through jobber or direct.

John E. Smith's Sons Co.
51 Broadway - BUFFALO, N. Y.

Here Is —Something— New



The **Durham Display Cake Cabinet** was invented and perfected by a grocer to do away with the sample fiend, who makes a lunch on cakes and crackers—at your expense. It not only does this, but here are some of the other things it does:

It displays cakes and crackers to the best advantage, acting as a standing advertisement by keeping them constantly before your customers.

It saves time and labor and prevents mistakes in filling orders.

It protects your cakes from dust and moisture.

It prevents sampling—the saving from this alone will soon pay for a Cabinet.

The **Durham Display Cabinet** is made of highly polished oak, is light in weight and occupies but little floor space.

It is made in sizes to hold 12, 16, 20 and 24 cans of standard size. Special sizes to order.

The cans rest upon pivoted, elevated roller trays, being easy to slide in and out and cannot get out of order.

You need and can afford to have one.

Prices for the asking.

Durham Display Fixture Co.

RICHMOND, VIRGINIA

These Plans Have Brought Business

A Handful of Good Breezy Schemes Calculated to Stir the Dry Bones in Your Store. All Have Been in Actual Use With Success.

[The following special plans for booming business at special times or during periods of natural dullness, have been collected from actual experience by Butler Brothers, of Chicago, and are reproduced here for use by any reader who may care to adapt them. The strong feature about them is that they have all been actually used.]

A Western firm brought out the somewhat unusual idea of having a chain of sales for six days. Thus food choppers were scheduled for Monday; washing machines for Tuesday; bread mixers for Wednesday, etc. Quite a novel idea in connection was the offering of prizes to boys and girls for obtaining the signature of ladies showing that they (the ladies, of course) read the ad. The firm offered $3 to the boy or girl getting the most signatures, $1.50 to the second, $1 to the third and 25 cents to each of the next ten. No prize, however, was to be awarded for less than ten signatures. The aggregate number of signatures received was 1,885, and the matter was talked of a great deal in the town. In addition the local paper wrote up the affair and printed the names of the children who had won prizes. There is no reason why the same or similar plan cannot be used successfully in almost any town in any line.

* * *

A tea store, recently opened in an Idaho city, gives a twenty per cent. rebate coupon with every purchase. To emphasize this feature during their opening, a $1 bill was presented to every customer who made a purchase of $5. A show window was filled with a great pile of paper money.

* * *

A Connecticut store is making a hit with its women patrons by giving back to them all new, clean money when making change. The practice has been tried for some months, and, it is said, attracts favorable attention.

* * *

An Ohio store held an anniversary sale lately and celebrated the occasion by giving substantial leather purses containing money with $5 and $10 purchases. The plan was thus explained in an advertisement: "With every purchase of $10 or over you may draw a purse from a basket. These purses contain $1, $2, $2.50, $3, $4 and $5. With every purchase of $5 and up to $10, you may draw from a basket a purse containing 50c., $1, $1.50, $2, $2.50. Every buyer gets a draw, and he is sure to get a prize of one of the above amounts. The man buying $10 worth is just as liable to get a $5 purse as if he purchased more. Saturday a man who bought $5 worth drew a purse containing $2.50. Another who bought $10 worth drew a $4 purse."

* * *

A Wisconsin store is giving a motor cycle to the holder of the lucky ticket, in this case the fiftieth drawn, at the drawing which takes place this month. A ticket is given with each 50 cents purchased. In the first six weeks, over 15,000 tickets had been given out.

* * *

An interesting example of courteous treatment of a competitor was recently shown in a Massachusetts city when a new store was opened. One of the local stores adopted the unique policy of advertising the fact in advance. It extended congratulations and stated the high esteem in which the promotors of the new enterprise were held, expressing good will and best wishes for their prosperity. Such a broad-minded policy certainly was the best kind of an advertisement for the store following it, for it showed the public that it felt it had nothing to fear from its competitors.

* * *

A big Illinois store gets out on certain days advertisements of "Tomorrow's Best Bargains," briefly describing an offering from each of a number of departments, without illustrations or any display, save the firm name cut and a very brief introductory statement.

* * *

A Michigan firm recently found toilet soap a very successful premium. They started a nineteen-day sale. The feature of this sale was the giving of a ticket with every 25-cent purchase. Four of these tickets entitled the customer to a cake of toilet soap. One gentleman and his wife made a single purchase of $42, getting forty-two cakes of soap. A number of instances were known in which purchases were made by customers expressly for the purpose of getting the soap. The last day of the sale was practically as good as the first, although it was prolonged to five weeks.

* * *

An Iowa firm has recently conducted a "hidden word" contest and found it one of the best plans it had ever used. The words, "your store," were selected as the hidden words. The contestants were required to mark the ads. by underscoring these words correctly and to send in the ads. each week. One hundred dollars was given in prizes. The contest lasted about a month. At the end there were only ten or twelve who sent in the ads. The winner had several thousand ads. correctly marked to her credit. The value of the contest is that it gets a large number of people in the merchant's town to reading his ads carefully.

* * *

The retail stores in a small California city are making strenuous efforts to keep trade at home. Because of the rapid interurban trolley service it is a great temptation to residents to go to the big near-by city to do their shopping. To make home trading more of an inducement the merchants are giving presents with each purchase, varying them and featuring them each day in their advertising. One feature was roller skate day for the children, a pair of roller skates being given with all purchases beyond a certain limit.

* * *

Twice a year every clerk and stenographer employed by one of our Illinois customers receives a check proportionate to the volume of the firm's business and the employee's salary. The total amount thus paid out in the five years since the plan was adopted has exceeded $4,000, and, owing to the increasing business of the firm, the dividends have each year grown larger. The firm declares, however, that it sees no reason to feel dissatisfied with the plan. Like other good things, it costs something, but the firm believes it has profited from the increased interest felt by all those connected with it and by the cordial relations which have at all times existed between employer and employee.

(Continued next week.)

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

The Rice Campaign.

Allegheny, Pa., Sept. 11, 1907.

Editor "Grocery World."

Dear Sir:—In your issue of August 5th of the "Grocery World," on page 10, under the heading of "Big New Concern to Boom Rice," you give the address of the secretary, Mortimer S. Bate, New York City.

This proposition of package rice interests us very much and I would thank you very kindly if you would give me the proper address of the officials of this company. We desire to take this matter up with them.

Yours truly,
JOSEPH C. KANE,
Secretary.

The "Grocery World" regrets that the only addresses it has are the ones given in the original article. One of the largest rice concerns in New York City is Orme, Sutton & Co., perhaps a letter to them would bring the address.

* * *

The Jamestown Exposition.

Baltimore, Md., Sept. 17, 1907.

Editor "Grocery World."

Dear Sir:—We would like to call your attention to the Jamestown Exposition and especially to the Foods' Product Building. A great many of your advertisers have demonstrations there, some of them exceedingly handsome ones, and we have seen little or nothing in your good paper regarding this exposition.

For comparison we would say that it is far ahead of the Buffalo, and really one of the most interesting expositions that has ever been held from an historical standpoint.

We have entertained at our booth more literary men, professors, teachers, army and navy men than ever before in the history of any exposition. In fact, the class of trade that is going there, to a large extent, just at this time, is a very appreciative trade.

The exposition is thoroughly worth anyone's time to go there and it will repay them a hundredfold.

The cheap newspaper talk which was given out at first was mostly uncalled for, and, like all bad news, travels fast, but we do believe it is now worthy and will pay you to send a representative there and get cuts and write-ups.

With kindest regards, beg to remain,

Yours truly,
McCORMICK & Co.

The "Grocery World" published an article on the Jamestown Exposition several months ago.

* * *

Wants Package Coffee Ground.

Chadds Ford, Pa., Sept. 20, 1907.

Editor "Grocery World."

Dear Sir:—I inclose you a few lines that I have often thought of doing. It is the season of year now when the wonderful Ariosa is hard to grind and some of our trade don't forget to say "Grind it fine please." And you know how that jars one who has it to do these sultry days. I know there are others who have the same kindly feeling towards the Ariosa. I have often thought the "Grocery World" could get the opinion of we grocers who have to wear ourselves away getting so little out of this package. I think the grocers would be thankful if you could bring it about so it would be ground before packing.

I know you will do a big favor for us felows who have to have it in stock.

Let's hear from the grinders.

Yours truly,
H. K. GALLAGHER.

* * *

Nordlinger on Coffee.

New York, Sept. 20, 1907.

Editor "Grocery World."

Dear Sir:—Allowing for the delay in marketing the Brazil crop, also giving due weight to the storage facilities in the interior, we believe to-day that not more than about 10,500,000 bags will come forward at Rio and Santos during the current crop year. This calculation is based purely and simply on the receipts so far, after allowing for some of the causes which helped to make them as small as they were.

In addition we expect about 600,000 bags of Victorias and Bahias to come forward.

In accordance with the best information at hand there will be a considerable shortage in the crops of Central America and the East Indies; so that we are not justified in expecting more than 3,000,000 bags of mill coffees to come forward during during the present crop year.

Thus a world's production of only 14,000,000 bags is indicated, and this is to provide for a consumption of 17,500,000 to 18,000,000 bags, which, if our figures are correct, would bring the heretofore thought of precarious and hazardous undertaking of the Sao Paulo Government (the valorization plan) much nearer to a successful issue than even the well-wishers of the Government could expect.

Should another small crop follow the present one, which is the current topic of the day—but we do not share in that belief—the coffee trade all over the world would be compelled to draw a part of their supplies from the Government holdings, which would naturally imply an advance in the price to the average cost of the Government. But a small crop next year is not by any means assured. The spring season in Brazil was very late in setting in. On the other hand, the trees had a long and beneficial rest. The soil was well nourished by plentiful rains; so that with seasonable weather conditions from now on a fairly good crop can still be raised. By that we do not mean a bumper crop like last year's (such a crop is entirely out of all range of possibilities with the weakened condition of the trees), but we mean a crop large enough to fill the world's requirements.

Yours truly,
HENRY NORDLINGER & Co.

* * *

The Spice Market.

Baltimore, Md., Sept. 20, 1907.

Editor "Grocery World."

Dear Sir:—The market continues very active with a very healthy demand throughout the list, and every great improvement in the general demand will, no doubt, have its effect on prices.

Pepper.—Prices are practically unchanged, but there is a firmer feeling in the market.

White Pepper.—Spot stocks are limited. The demand is very good, prices being exceedingly low.

Cayennes are in good demand, especially Bright Chillies for pickling.

Cloves.—Demand very steady; cables now quote higher prices.

Nutmegs.—Large lots have been turned over during the past week. Dealers take up all cheap parcels offered.

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

SUGAR SYRUPS

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

In addition to our Corn and Mixed Syrups we carry a large line of Pure Sugar Syrups. With the poor fruit crops and high prices, we look for a big demand for all grades Syrup.

XX Sugar Syrup—This is a clear, dark red color, good body and good flavor, . . . price, 16c. per gal.
Xcel Sugar Syrup—A heavy-bodied sugary syrup, good flavor, rich in saccharine matter, . 20c. per gal.
AAA Sugar Syrup—Light-colored, clear and sparkling, good flavor, ... 24c. per gal.
Grainy Sugar Syrup—Light, cloudy, sugary, heavy-bodied, a fine sweet flavor, ... 30c. per gal.
New Century Sugar Syrup—A real, fancy table syrup, light color and an extra fine flavor, 30c. per gal.

A FULL LINE OF FANCY AND STAPLE GROCERIES

KIRK, FOSTER & CO. WHOLESALE GROCERS **209** NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

Pimento (Allspice) is very firm, with good demand, little being offered for shipment.

Mace.—Good demand for all grades. Prices are very firm.

Gingers.—We note a better demand for all goods. This especially applies to African and Cochin.

Green ginger root now in good demand, which will continue for some time.

Seeds.—Celery is firm and the tendency is upward. Caraway much firmer at 7¾ cents. Coriander seed slightly higher and will no doubt advance.

Yours truly,
McCormick & Co.

* * *

The Baltimore Canned Goods Market.

No. 1.

Baltimore, Md., Sept. 20, 1907.
Editor "Grocery World."

Dear Sir:—The demand for tomatoes this week has been heavy. Packers are now having the glut of the season, and a good many tomatoes are going into cans. Conditions just at present are good for packing, though of course it is impossible to say how long the glut will last. The present supply of raw stock will enable packers to work off their short orders, and may possibly in the near future loosen up things somewhat in the tomato market. The large buying, however, for spot as well as future delivery indicates that a great many more tomatoes are still wanted, notwithstanding the unusually heavy sales which have already been made. Just at present offerings of tomatoes are not heavy.

We are having a large demand for peaches of all kinds, but it is a difficult matter to fill orders. In fact, we are only able to fill a portion of the orders which are coming in, and the market is showing a steady upward tendency.

Apples.—The market is in strong shape at 95 cents per dozen for No. 3s and $3.15 per dozen for No. 10s. Packing is going on slowly.

Pineapple.—The market continues in strong shape, owing to light stocks.

Yours truly,
Thos. G. Cranwell & Co.

—

No. 2.

Baltimore, Md., Sept. 20, 1907.
Editor "Grocery World."

Dear Sir:—The developments in the tomato market have been of more than ordinary interest. There was a continuation right up to the close of business of the heavy buying of tomatoes in this market by Western jobbers and canners at full prices, and many of the orders came from the centre of the Western tomato packing sections. Those purchases added to the buying by jobbers in all other sections of the country caused a very active and strong market and the outlook is for a continuation of the activity during the balance of this month. Up to this date the tomato canners have had about all they could do to get enough raw tomatoes to run their canneries a full day and many of them were unable to do so because, with the exception of one day during the week, the receipts were not large enough to supply all the canneries fully. With a continuation of the favorable weather the receipts of raw tomatoes should be larger next week. Meantime the market for the canned article shows a very strong feeling all along the line and they are worth immediate attention.

Again this week, every staple article in the line of canned fruits and vegetables was active in this market, and there does not seem to be a weak spot in the whole list. The following articles, in addition to tomatoes, were all quite active with a decidedly upward tendency as to prices, namely, string beans, lima beans, peas, corn, sweet potatoes, apples, peaches and berries of all kinds, and there were further advances in the prices. There will be very light stocks of canned goods left in the hands of the packers in this market after all the contracts for fall delivery are filled, and it will be ten long months before the next packing season rolls around.

Yours truly,
Thos. J. Meehan & Co.

First Almeria Grapes on the Way.

The first direct boat leaving Almeria for America will reach New York in September and will carry something like 10,000 barrels of Almeria grapes. The season is slightly early owing to excellent weather conditions, and if these continue during the cutting of the fruit buyers in the United States may be reasonably sure of good fruit. Reports have gone forth that the total number of barrels this fall would reach 2,500,000, but the latest advices from all parts of the Province indicate that the sanguine expectations of two months ago will scarcely be realized. Conservative estimates at present place the total crop at about 2,000,000 barrels. The Fruit Shippers' Association will not allow more than 25,000 barrels to be loaded in any one boat for New York, since the shipments last year of 30,000 and 40,000 barrels in one steamer did not prove to be favorable to good delivery. There will also be direct boats to Boston and one or two to Philadelphia.

Some One Has Said

"Discontent is the Mother of Progress and the Ideal is its Beacon Light." Are you discontented with the progress of your business, my grocery friend? If you are, order a case of Mapleine. It is the ideal maple flavoring and will act as a beacon light of trade for you. Mapleine is a pure vegetable extract made from roots and herbs. It has even a more delicate flavor than maple and is unsurpassed for flavoring bon-bons, cakes, desserts, ices, etc., and makes a syrup better than maple at a cost of 59½c. per gallon.

E. E. Harding & Co., Agents, Phila.
Chas W. Jacobs & Allison, Agents, New York City.
Manufactured only by Crescent Mfg. Co., Seattle, Wash.

Buy Your Coffee Here.

For nearly one hundred years Samuel Wilde's Sons' Co. have been in the coffee business. This means a whole lot to you, as this is the only house business to-day that dates back so fa It shows that the firm has the stabilit based on long years of honest busine dealings, otherwise it could not hav existed. The treatment by the firm t day is the same as when first establishe and their cardinal principle is that ev purchaser receives the coffee that buys—there is no misrepresentation an no substituting. In addition, the gra you buy to-day you will receive a ye from now. They are large importer and always have in stock the coffee t prepare the various grades you bu They furnish better values for the mon than you can obtain elsewhere. The will be glad to furnish samples or hav a representative call, and their addres is, Sam'l Wilde's Sons' Co., 11 Dut street, New York City.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is bes explained by the letter which appears below, and which was recently sent to th "Grocery World." In the hope that a little such matter may be of interest and valu to "Grocery World" readers, a short educational article along the lines indicated wi appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. Breckenridge.

Grape Sugar.

This is the name given to solidified glucose, and may be produced from the same substances as liquid glucose, but properly from grapes. The methods pursued in nearly all the refineries are, however, now identical. Wet starch obtained from potatoes, Indian corn, etc., is boiled in so much sulphuric acid and water. This acid makes part of the oxygen and hydrogen in the water unite with the carbon in the starch, and turns it sweet, after which the acid is taken out with chalk.

The production of grape sugar and liquid glucose is now mostly carried on in America, where corn is most plentiful and cheap, but large quantities are also made in Germany from potatoes, which are specially grown for the purpose over a great extent of land in certain districts.

Green Teas.

The finest green teas consist of the young unopened leaf buds of the tea plant, and are known best in England as Hyson, Hyson Skin, Young Hyson, Gunpowder, Imperial and Twankay.

These are dried by a quicker process and at a higher temperature than black teas, and therefore contain less moisture. The color is or should be entirely due to the rapid drying of the fresh gathered leaves which prevents the chlorophyl, or natural green color, undergoing much alteration.

In curing the leaves they are worked up into little rolls by hand and roasted in dirty copper pans over a wood fire within an hour or two of being gathered, usually in the afternoon, while the leaves for black tea are allowed to lie in heaps for ten or twelve hours, during which time they undergo a sort of fermentation and are dried very slowly. In China the brighter green leaves of the hardiest plants are usually selected for making into the best green teas.

Green teas are prepared very extensively in both China and Japan.

Groats or Grits.

These are the seeds or kernels of oats which have merely been deprived of their exterior integuments or husk.

This decortication is generally done in mills, some of which also cut the grain into two or three pieces, while some leave the grain in its proper form. They are used chiefly for making gruel and for thickening broths, soups, etc.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free cost.* Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—To buy a second-hand American slicing machine, cash register or any other good grocer fixtures. Address Grocer, care "Grocery World," Phila., Pa. 14

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—Store doing $200 cash business weekly; will sell for $500, including stock and fixtures. Will stand investigation. Floor space, 16 x 75 feet; ten-room house, all the latest improvements; rent, $25 per month. 825 E. Baltimore street, Baltimore, Md. 14

FOR SALE—Thirty-five hundred dollars for two buildings and stock; buildings have 17 rooms; floor space, 20 x 68 feet; subject to ground rent of $60 per year. Cause of selling, ill health. Louis Siegel, 1318 E. Fayette street, Baltimore, Md. 14

FOR SALE—Store and dwelling, stock and fixtures; doing good business; good opportunity for right party; good reason for selling. Address 120 Mill street, Mt. Holly, N. J. 13

FOR SALE—Potatoes and apples in barrel lots direct from my own field. John Brower, Jr., Herndon, Pa. 13

FOR SALE—Stock general merchandise and fixtures; new; good cash trade; growing business; store room and house for rent; store, 20 x 42; second floor, 20 x 30; big cellar; population 500, thickly settled farming community; established 50 years; good reason for selling; will inventory $3,000. For further particulars call or address P. W. Aughenbaugh, Dover, Pa. 13

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 236.—In best residential district of Norristown, Pa., one of the busiest towns in Eastern Pennsylvania. Store established for twenty years. Does $22,000 to $25,000 yearly on stock of $2,000. Uses one team, but horse not for sale. Nets 10 per cent. Owner going into other business and will sell at inventory. Take about $2,500. Can be greatly increased.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price inventory.

No. 258.—On North Tenth street, Philadelphia. Store 18 x 45. Does $350 per week, two-thirds cash. Stock about $1,000. Net profits 15 per cent. Uses one team. Good dwelling connected. Owner is in other business and cannot give time. Store established for thirty years and is making money. Good chance to handle meats. Price inventory.

No. 263.—In near Philadelphia suburb. Groceries and provisions. Store 40 x 40 feet. Yearly business, $25,000, half cash. Stock carried, $1,500. Net profits 15 per cent. Good dwelling connected. Uses two teams. Business established and prosperous. Good reason for selling. Price, inventory.

No. 266.—In Montgomery County, Pa., just outside Philadelphia. Only store in suburb. Store 30 x 60, with two back rooms, stable and large yard. Does $22,000 yearly, half cash. Stock $4,500. Uses three teams. Post-office in store, paid last year $332. Actual net profits, outside post-office, 8 per cent. Lack of capital cause of selling. Or will take good partner. Price inventory. Fixtures can be rented with store.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 269.—In Chestnut Hill, Philadelphia. Store 15 x 30 feet. Weekly business, $350, two-thirds cash. Stock about $800. Uses one team. Dwelling connected for rent, if wanted. This business nets 15 per cent. clear. Death of partner compels sale. Price inventory.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 288.—In West Philadelphia. Store 15 x 27 feet. Does $400 to $425 weekly, all cash. Clears $40 cash every week. Uses one team. Good house connected for sale or rent. Owner has a saloon license and must sell store. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 296.—In best northern residential Philadelphia suburb. General provision store. Opened April 1, 1907, and did $175 the first week. Last week in June, 1907, did $376. Stock about $1,000. Business thoroughly profitable, paying clear above everything $70 per week. Owner has other business and cannot attend. Splendid chance for increasing. Price inventory.

No. 300.—In busiest part of Columbia avenue, Philadelphia. Store 22 x 40 feet. Does $30,000, half cash, balance weekly and monthly. Stock $1,200. Uses one team, hiring the horse when needed. Cleared last year 10 per cent. on groceries and 30 per cent. on truck. Owner is retiring from business and will sell at inventory. Ice-box built in and will be rented with store.

No. 303.—In Frankford, Philadelphia. Size 20 x 20 feet (double store). Does $400 weekly, two-thirds cash. Stock $1,000. Good dwelling connected. Uses one team. Clean net profits 20 per cent. This store has been established forty years, and is a splendid proposition. Family reasons, which will be explained.

No. 304.—In one of the highest grade Philadelphia suburbs, only grocery store in place. Handles groceries, meats and provisions. Does $38,000 yearly, stock, $2,000 to $2,500. Uses three teams. Sells the very finest trade and gets good profits. This business nets $3,000 a year above everything. Good house connected. Owner retiring. Price, inventory, favorable terms.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,500-$2,800. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 306.—On busiest part of Germantown Avenue. Store 19 x 60. Does $600 weekly, three-quarters cash; stock $1,500 to $2,000. Uses three teams. Business actually clears $100 weekly. Fixed charges moderate and store thoroughly sound and prosperous. Dwelling connected. Owner is a widow and has neither taste nor experience for the grocery business. Will sell at inventory. An extremely unusual chance.

No. 307.—In select part of West Philadelphia. Store 15 x 30. Does $250 weekly, nearly all cash. Stock $500-$600. Clean net profits 15 per cent. Real estate if wanted. Owner is a woman and wants to retire. Price, inventory. A man can easily double this business.

No. 308.—In Germantown. Does $200 weekly. Stock $500. Nets clean 10 per cent. profit above everything. Owner going into other business and will sell at inventory. With meats added this business will increase 50 per cent.

No. 309.—In nearby aristocratic Philadelphia suburb. Store 20 x 60. Does $40,000 per year to best trade. Stock $2,500. Uses three teams. Actual net profits 8 per cent. Good dwelling. Owner has been ill for years and now must retire. Price, inventory. This store has been established sixteen years.

No. 310.—In West Philadelphia. Store, 18 x 20 feet. Does $200 weekly, two-thirds cash. Stock, $200 to $250. Uses no team. Dwelling connected, for sale or rent. Net profits 15 per cent., and business thoroughly established. Will sell for $500, lump or inventory. Cause, sickness in family.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THE BIGGEST GROCERY STORE BARGAIN OF THE YEAR.

We offer one of the best grocery stores in suburbs, seven miles from Philadelphia, only one other store. Does $40,000 yearly. Stock $1,500. Uses three teams. Net profits, clean 10 per cent. Dwelling connected. Owners both seriously ill and must sell immediately. Fixtures and teams are fairly worth $1,800, but will sell for $1,000. Stock inventory. A clean, handsome, active store. Fullest investigation.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WHO WANTS TO GIVE A GENERAL STORE FOR A GOOD FARM?

A client of ours in Atlantic County, N. J., has a 13½ acre farm, high, cleared and level, directly on the new electric line from Philadelphia to Atlantic City and only seven miles from the latter; good house, barn and other buildings, including large chicken house and yard; two good wells; 100 fruit trees. Splendid place for profitable poultry business, owing to closeness to Atlantic City. Owner wants to exchange for general store in New Jersey or Pennsylvania. He will sell for $4,000 cash or $4,500 trade, subject to mortgage of $2,500.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THE ONLY STORE IN THE PLACE.

This seems like a rare chance. We offer the only grocery, meat and provision store in high-class Philadelphia suburb. Does $38,000 yearly to very best trade; quarter cash, quarter weekly, balance monthly. Stock, $2,000 to $2,500. Business has been established for several years and the owner sells only because he has a stock farm which he likes better. Comfortable house connected. Clean and clear net profits 8 per cent. Price, inventory, half cash, balance any fair terms well secured.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

SALESMAN WANTED—Scotch herring firm, opening branch in New York, requires first-class salesman for Aberdeen canned fish, Scotch and Holland cured herring, Irish and Norway mackerel and some knowledge of German herring trade; only those who have been in the trade need apply. Address Herring, care "Grocery World," Philadelphia. tf

WANTED—Salesman to handle the best jar ever put on the market. Salesmen for manufacturers' agents preferred. Address Kerr Glass Mfg. Co., Portland, Oregon. tf

WANTED—Grocery clerk; counter hand and first-class solicitor; one who is used to first-class trade, for suburban store near Philadelphia; good wages to the right man. Address S 29, care "Grocery World," Philadelphia. 14

SITUATION WANTED.

WANTED—Position in grocery store with reliable firm; twenty-two years of age; three years' experience; best of reference from former employer. State salary paid when addressing. G. 9, care "Grocery World," Philadelphia, Pa. 13

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

"Make a Front"

Good advice though a little slangy

Our printed posters are cheaper than painting them yourself, only 2c. apiece, extra price included, and make the front of your store up-to-date and very greatly increase your trade. Samples for postal.

GROCERS' PRINTING CO.
66 N. Fourth St. Philadelphia

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

Quaker City Preserve Co.
Philadelphia, Pa.

DANDELION
VEGETABLE BUTTER COLOR

A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.

MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

You Can't Cut Out

A BOG SPAVIN or THOROUGHPIN, but

ABSORBINE

will clean them off, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. $2.00 per bottle delivered. Book 5-B free. **Absorbine, Jr.,** for mankind, $1.00 bottle. Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands, Allays Pain. Genuine mfd. only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

Do You

handle a Cough Remedy that is guaranteed to sell and cure—one that satisfies your customers, gives you large profits, and sells without any effort on your part?

If not, let us give you our proposition—a plan that is both novel and effective. It means money to you and brings new customers and holds the old ones. We do not ask you to pay one cent until you have sold the goods. Write to-day and learn about

German Fir

Dilliard Remedy Company
EAST BANGOR, PA.

"An Emblem of Purity"
Carter & Williams'
PEANUT BUTTER

Packed in tumblers and screw-top jars
Retails at 10 and 15 cents
TRY A CASE FROM YOUR JOBBER

CARTER & WILLIAMS, Mfrs.
PHILADELPHIA, PA.

this
is
"Club Cocktail"
Pineapple
time

Club Cocktail Pineapple is one of the most vigorous sellers Martin Wagner Co. has ever put on the market. Surely you want a case.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

If You Are Particular We Want to Know You and We Want You to Know US

If you want your Foreign and Domestic Fruit display to be just a little handsomer than your neighbors; if you would like people who want the *best* to go out of their way to come to you for it, get what you need from us. That's our hobby, the best of everything in our line at the lowest possible prices.

If you would like to keep posted on quotations, write us and we will send them to you regularly.

R. DAETWYLER & CO.
New Market and Callowhill Streets
PHILADELPHIA

FOREIGN AND DOMESTIC FRUITS

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, September 23d. Terms, net 10 days.
First orders must be accompanied by references.

JAMAICA BANANAS.

Jumbo bunches, 10 hands, extra fancy	
Selected, 10 hands,	
Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

CALIFORNIA LATE VALENCIA ORANGES.

Fancy, 80 size, per box	3.50
Fancy, 96 size, per box	3.75
Fancy, 112 size, per box	4.00
Fancy, 126 size, per box	4.50
Fancy, 150 size, per box	5.25
Fancy, 176-200-216	5.50
Fancy, 250-288	5.50
Extra Choice, 80 size, per box	3.25
Extra Choice, 96 size, per box	3.50
Extra Choice, 112 size, per box	3.75
Extra Choice, 126 size, per box	4.50
Extra Choice, 150 size, per box	5.00
Extra Choice, 176-200-216, per box	5.00
Extra Choice, 250-288, per box	5.00

FANCY CALIFORNIA AND MESSINA LEMONS.

Fancy California, 240 size, per box	
Fancy California, 270 size, per box	
Fancy California, 300-360 size, per box	
Fancy Messina, 300 size, per box	5.00
Fancy Messina, 360 size, per box	4.00 to 5.00
Choice Messina, 300 size, per box	4.00
Choice Messina, 360 size, per box	3.50 to 4.00

CALIFORNIA DECIDUOUS FRUIT.

Fancy Tokay Grapes, per 4-bas. crate	$1.50 to 1.75
Choice Tokay Grapes, per 4-bas. crate	1.35 to 1.50
Fancy Malaga (white), per 4-bas. crate	1.50 to 1.75
Fancy Blue Plums, per 4-bas. crate	1.40 to 1.50
Fancy Red Plums, per 4-bas. crate	1.50 to 2.00

FANCY JERSEY SWEET POTATOES.

Fancy Prime, per barrel	$3.50
Choice Prime, per barrel	3.00
Fancy Medium, per barrel	2.40
Choice Medium per barrel	2.00

ONIONS.

REGULAR BUSHEL CRATES.

Strictly Fancy White, per hamper	2.00
Strictly Fancy Yellow, per hamper	1.85
Bermuda, Prime, per crate	
Fancy Valencia Onions, per crate	1.15

VEGETABLES.

We carry a full line of vegetables in our truck department, but as the market fluctuates daily on this line of goods, orders will be filled at lowest ruling market prices on day of shipment.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.21
"C" Java	.21
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.21
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.13
No. 1 Rio	.12
No 2 Rio	.10
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ⅛ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Mouey, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb., plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.48
Wagner's, 3 lb., plain, 2 doz	.95
Wagner's, 3 lb., sauce, 2 doz	1.00
Excursion, 3 lb., sauce, 2 doz	.85
Saratoga, 2 lb., 2 doz	.50
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.90
Standard Shoepeg, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	.75
Belmont Cream, 2 lb., 2 doz	.85
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Rowe & Co., extra sifted, 2 doz.	
Belle Brand, 2 doz	.90
Little Fellow, 2 lb., 2 doz	1.50
Rob Roy, 2 lb., 2 doz	1.00
Pin Money, petits pois, 2 doz	1.60
Pin Money, standard early Juue, 2 doz.	1.20
French, extra fins, 100 in case, per ease,	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1 00
Little Darling, 2 doz	1.30
Pumpkins—	
3 lb., 2 doz	.85
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.10
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	1.00
Standard, 3s, 2 doz	.95
Gallon, ½ doz.	3.00
Fair Quality, 3s.	.90
2s, 2 doz	.75

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	
Jockey, 1 lb., tall, 4 doz	1.40
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Crab Meat—	
½ lb., 4 doz	1.00
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.50
Beaver, ½ lb., flat, 8 doz	2 30
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	1.15
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.10
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Glen Cove, ¼ oil, 100	4 00
Epicurian, ¼ oil, fancy cartons, 100 eans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 caus	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
¾ Crown Mustard, 50 cans	4.00
Gold Label, 50 eans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.50
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.10
Blackberries, 2 lb., 2 doz	1.10
Blueberries, 2 lb., 2 doz	1.15
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.35
Pie Peaches, 3 lb., 2 doz	1 45
Pears, 3 lb., 2 doz	1.40
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 50
Grated Pie Pineapples, James, 3 lb., 2 doz.	.95
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1.40
Standard Peaches, Rialto, 3 lb., 2 doz	2.50
California Apricots, 2 doz	
California Cherries, 2 doz	
California Peaches, 2½ lb., 2 doz	
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.11
Evaporated, 1 lb. packages, 4 doz	.12
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.15
Best, 25 lbs	
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.09
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	.06
Stuffed, 1 lb ....per doz.	
New Prunes—	
40- 50, 25 lbs	
50- 60, 25 lbs	
60- 70, 25 lbs	07½
70- 80, 25 lbs	.07
80- 90, 25 lbs	.06½
90-100, 25 lbs	.06¼
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs ....per box	2.10
Seedless Muscatels, 50 lbs	
Seeded, 36 1 lb. packages	.14¼
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06½
No. 2 Head, bbls. or 100 lb. sacks	.05¾
No. 3 broken, bbls. or 100 lb. sacks	.04¼
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, 224 lbs	.95
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.95

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.15
Lady Washington Beans, about 200 lbs. to bag	2.25
Green Peas, dried, about 165 lbs. to sack	
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¾
Imported Lima Beans, about 90 lbs. to sack	.06¾
Split Peas, 210 lbs ....per bbl.	7.50
Less quantity	.04
Lentils, about 100 lbs. to sack	.09

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.43
Kingsland, N. O	.32
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.29
Gold Medal	.30
King Syrup	.30
No. 12 Syrup	.18
No. 6 Amber Syrup	.27
California Amber Drips, 2 lb. cans, 2 doz.	1.75
California Amber Drips, 2½ lb. cans	2.00
California Amber Drips, 3 lb. cans, 2 doz.	2.30
California Amber Drips, ½ gal. cans, 1 doz.	1.95

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.85
Fine Granulated, 100 lb. sacks	4.85
Confectioners' A	4.80
No. 1, A	4.75
Light Yellow	4 35
Fine Granulated, 2 lb. bags	5.15
Fine Granulated, 5 lb. bags	5.05

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	3 85
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.20
Red Cross, 4 doz	4.10
Star, 4 doz	4.20
Dime Brand, 4 doz	3.55
Lion, 4 doz	4 20
Premium, 4 doz	3.85
Hires' Silver, 4 doz	4.15

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4 00
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3 35
Our Pet, baby size, 6 doz	2.90
Peerless, small size, 4 doz	2 00
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl White Floating	100	4.00
Ark	100	2.20
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free..		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4 20
Buffalo Oleine	60	2.40
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.65
*P. & G. Oleine	60	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.50
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2 08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box.
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3 25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1 90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2 25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.40@.45
Choice, barrels	.38
Good, barrels	.26@.30
Fancy, quart jars ... per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@.35
Ordinary	.22
Blended, fancy	.84
Blended, choice	.80
Blended, good	.28
2-lb tins, 8 dozen ... per case,	2.80
Quarts, 2 dozen ... per case,	2.80
Sugar Syrup—	
Pure, extra fancy	.85@.88
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.28@.30
Tins, 2-lb., 2 dozen ... per case,	1.95
Tins, 2½-lb., 2 dozen ... per case,	2.25
Tins, 8-lb., 2 dozen ... per case,	2.50
Tins, 5-lb., 1 dozen ... per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 100@110	
Georges count 110@115	23 00
Shore 2s, count 225@250	25.00
Medium Irish 2s, count 450	17.00
Norway, count 400@450	
Norway, count 300@350	18.50
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.13
Halibut, fancy chunks, Iceland, 20 lbs	
Bloaters, Cromarty, 100s	

TEAS.

Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.15@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.20@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
[illegible]ng—	
Common to fair	@.15
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Souchong—	
Common to fair	.14@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.84
Old Government—Best	.27
Old Government—Choice	.25
Old Government—Prime	.23
Old Government—Good	.21
Imitation	.20
African	.20
Mocha—	
Genuine Arabian	.23
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.18½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.18½
No. 6	.18
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.30
Cinnamon, Mats	.10½
Cinnamon, Twalo	.17
Cinnamon, Ceylon	.21@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.80
Cloves, Zanzibar	.19@.20
Cloves, Amboyna	.22
Cloves, Penang	.30@.35
Ginger, African	.08
Ginger, Jamaica, bleached	18½@.20
Ginger Jamaica, unbleached	.17@.19
Ginger, Calcutta	.08
Nutmegs, 75–80s	.25@ 35
Nutmegs, 105–110s	.18@.20
Nutmegs, 130–140s	.15@.18
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.39½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Extra white 2½s, unpeeled Calif.	
Standard white 2½s, Calif.	
Tips, green, 1s	
Tips, white, California, 1s	
Beans, Baked—	
Standard, plain 1s	.42½
Standard, plain or sauce, 2s	.50@ .60
Standard, plain or sauce, 3s	.70@ .85
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.50@1.60
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.60
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	.60@ .80
Beans, Stringless—	
Fancy 2s	2.25@2.50
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1.10@1 15
Fancy New York 2s	.90@1.00
Standard New York 2s	.75
Maryland 2s, Maine Style	.75@ .80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.30@1.35

—3—

Telephone 2s	
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.15@1.20
Soaked 2s	.75@ .80
Succotash—	
Extra fancy Maine 2s	1.25
Fancy Maine 2s	1.00@1.10
Extra standard 2s	.75@ .90
Pumpkin—	
Fancy, 3s	.85@1.15
Fancy, gallons	2.75
Squash—	
Fancy 3s	1.15
Tomatoes—	
5½-in. cans, fancy New Jersey	1.50
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	4.50
Gallons, extra standard Maryland	4 25
Quarts, glass jars	
Beets—	
Fancy Strawberry 3s	1.50@1.75
Cut 3s	1.00@1.10
Sweet Potatoes 3s	.90@1.00
Sauer Kraut 3s	.80@1.10
Spinach—	
Standard Maryland 3s	1.45@1.50
Fancy New Jersey 3s	1.50@1.75
Gallons	4.75

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	3.00
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.75
Extra 2½s	3.00
Extra standard 2½s	
Fancy 3s	
Standard 2½s	
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.75
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.50
Extra standard 2½s	

EASTERN.

Pears—	
Choice New York 2s	1.50
Choice New York State 2½s	2.60
Standard 2s	1.25
Pineapples—	
Sliced or grated 2s	2.00@2.20
Sliced or grated 1s	1.00@1.10
Pie, grated, gallons	3.60
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.25
Strawberries—	
2s, fancy	2.50
2s, extra	
Raspberries—	
Red, fancy, 2s	1.80
Standard 2s	

FISH.

Lobster—	
Flat 1s	4.50
Flat ½s	2.50
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	
Medium Red	
Red 1s	1.25@1.35
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.10
Oval 1s (steaks)	2 90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.15
Smyrna Sult., fancy, 6 cr., 30 lbs	
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	
California, 4 cr., 50 lbs	
California, 3 cr., 50 lbs	
California, 2 cr., 50 lbs	
Figs—	
Baskets, 1 lb. and 2 lb.	.15 @.18
Layers, 2¾-in., 10 lbs	.09
2½-in., 12 lbs	
2¼-in., 12 lbs	
2-in., 12 lbs	
Currants—	
Fancy, 1-lb. cartons	.10
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08½
Natural, choice	.07¾
Citron—	
According to quality	.17 @.20
Lemon Peel—	
According to quality	.11 @.12
Orange Peel—	
According to quality	.11½@.12½
Fard Dates—	
60 lbs., bulk	.06 @.07
1-lb. pkgs., 80-lb. case	.09
Persian Dates—	
60 lbs	
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.10¼
40x50, choice	.09¼
50x60, choice	.07¾
60x70, choice	.07¼
70x80, choice	
Choice, 50-lb. box—	
60x70, 80x 90	
70x80, 90x100	.05½
Prunes in cartons—	
Fancy 40x 50	.11
50x 60	.10
60x 70	.09½
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	
40x50	
Apples—	
Fancy, 50 lbs.	.11
Fancy, 1-lb cartons	
Prime, 50 lbs	.10½
Choice, 1-lb. cartons	.12
Peaches—	
Fancy, peeled, 25 lbs.	.27
Unpeeled, fancy, 25 lbs.	.14
Extra Choice Muir	
Apricots—	
Royal, extra fancy, 25 lbs	.26
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.24
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	@.50
Valencia, 28 lbs	.36 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.25
French Princess	
Tarragona, 120 lbs	.16
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.12½
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.16 @.19
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	.13
Grenoble, 220 lbs	
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.17
Extra choice, boxes, 25 lbs	.13½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@18.00
French quarters, boneless	
French quarters, with bones	14.50@18.00
High quarters, boneless	24.50
Halves, boneless	15.00@38.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ½s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@18.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.	.08@ .09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being undersiood that all prices are subject to market fluctuations.

ADVANCES.	Column.
Tub Butter	7
Eggs	27
Corn Meal	29
Skinback Hams	42

DECLINES.	Column.

ADDITIONS.	Column.
Nicelle Olive Oil	40

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

COL.
Alarm Cash Drawer 33
Alum 47
Ammunition 4
Axle Grease 5
Bags, Paper 41
Bag and Twine Holders 33
Baking Powder 5
Barley 29
Baskets 62
Bath Brick 59
Beans 29
Blacking, Shoe 6
Bluing 6
Borax 47
Brooms 61
Brushes 63
Buckwheat Flour 28
Bung Borers 33
Butchers' Sundries 44
Butter Dishes 62
Butter 7
Butter Color 47
Camphor 47
Candles 15
Candles 7
Canned Goods 8
  California Fruits 10
  Vegetables 8
  Fish 12
  Pie Fruit 10
  Sardines 13
  Meats 13
  Soups 15
Can Openers 33
Capers 27
Caps, Gun 4
Catsup 16
Cereal Specialties
Cereal Coffee 36
Cheese 27
Chocolate and Cocoa 17
Chewing Gum 51
Cider 50
Clothes Pins 62
Cocoanut 21
Codfish 35
Coffee 3
  Essence 3
  Chicory 3
Coffee Mills 32
Cooking Herbs 8
Condensed Milk 20
  Cream 21
Condensed Mince Meat 38
Corn Meal 29
Corn Starch 58
Cottolene 26
Cracked Wheat 29
Crackers, Cakes, etc 22
Cranberries
Cutters, Dried Beef 33
  Tobacco 64
Delicatessen 22
Dressed Meats 44
Drugs, Grocers' 47
Eggs 27
Essence of Coffee 4
Extracts 48
Fancy Groceries 27
Farina 29
Farinaceous Goods 29
Faucets 33
Canned Fish 22
Fixtures 32
Flour 28
Flour, Self Rising 28
Flour, Buckwheat 28
Fly-paper 59
Food, Bird 59
Fruit Butters 46
Fruits, Domestic, Dried 35
Fruits, Foreign, Dried 35
Fruits, Green
Gelatine 31
Ginger, Jamaica 47
Gravel, Bird 59
Grocers' Fixtures 32
Herring 34
Hominy and Grits 29
Honey 36
Ink 37
Insect Powder 48
Ironing Wax 59
Jams 46
Jars and Jar Rubbers 7
Jellies 46
Junket Tablets 50
Ketchup 16
Lamp Goods 37
Lard 44
Lemons and Oranges
Lentils 29
Licorice 47
Lime 37
Live Poultry 45
Lye, Concentrated 37
Macaroni 32
Mackerel 34
Maple Sugar and Syrup 60
Matches 37
Measures 33
Meat 44
Mince Meat 38
Molasses 60
Mucilage 59
Mnstard 57
Mnstard, Prepared 57
Marmalade 46
Noodles, Egg 29
Nuts
Oat Meal 29
Oils 39
Oil, American 40
Olive Oil 40
Olives 39
Paper 41
Paper Bags 42
Peanuts
Peas, Dried 29
Pepper Sauce 52
Pickles 42
Pickled Meats 42
Plum Pudding 46
Pork and Beef 43
Potash 37
Potato Chips 42
Poultry Seasoning 45
Poultry, Dressed 45
Poultry, Live 45
Powder, Rifle 4
Preserves 46
Provisions 43
Puddine 31
Putty 47
Rennet 50
Rice 51
Rice Flour 29
Rolled Oats 29
Root Beer 53
Rope 59
Rosin 47
Sago 29
Salad Dressing 51
Sal Soda 52
Salt 51
Sapolio 54
Sardines 23
Sauce and Condiments 52
Sauer Kraut 46
Scales 32
Scoops, Grocers' 33
Scouring Soap 52
Seeds 53
Shoe Dressing 6
Shot 4
Smoked Fish 34
Soap, all kinds 54
Soda, Bicarb 53
Soft Drinks 53
Soups 15
Specialties 54
Spices 55
  Whole 57
Starch 58
Stove Polish 58
Soap Powders 55
Segars 64
Sugars 1
Sulphur 47
Sundries 59
Syrups 62
Tacks 5[illegible]
Tapioca 3[illegible]
Tar 4
Teas
Tobacco, Chewing 6
  Smoking 64
Tobacco Cutters 33
Tubs 62
Twine Holder 33
Twine 59
Vermicelli 32
Vinegar 43
Washboards 62
Wax, Fruit Jar 59
Wheat, Cracked 29
Wheat Flour 29
Wrapping Paper 41
Wringers, Clothes
Woodenware, Sundries 61
Witch Hazel 48
Yeast Cakes 63

—1—

SUGAR.

Confectioners' Lozenge	5.25
" Powdered	5.25
" Crown A	5.45
" Crystal A	5.10
" Coarse Granulated	5.35
Eagle Tablets	6.38½
Crystal Dominoes	7.35
Cnt Loaf	5.80
Patent Cubes	5.35
Powdered	5.20
Extra Fine Granulated	5.20
Coarse Granulated	5.20
Granulated	5.10
Fine Granulated	5.10
" in 50-lb. bags packed 2 in 100-lb. bag	5.15
" in 25-lb. bags packed 4 in 100-lb. bag	5.15
" in 10-lb. bags packed 10 in 100-lb. bag	5.25
" in 5-lb. bags packed in bbls	5.30
" in 5-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. bags packed in bbls	5.40
" in 2-lb. bags packed in 100-lb. bags	5.40
" in 2-lb. cartons in cases	5.30
" in 2-lb. paper packages in cases	5.30
Confectioners' A	5.00
1—Keystone A	4.85
2—American A	4.80
3—Centennial A	4.75
4—California A	4.70
5—Franklin B	4.65
6—Keystone B	4.60
7—American B	4.55
8—Centennial B	4.50
9—California B	4.45
10—Franklin Extra C	4.40
11—Keystone Extra C	4.35
12—American Extra C	4.30
13—Centennial Extra C	4.25
14—California Extra C	4.25
15—Franklin C	4.25
16—Keystone C	4.25

TEA.

	Per lb.
JAPANS—Basket-fired	18 @ 35
JAPANS—Pan-fired—Common to Fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	13 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	13 @ 20
Choice to extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	17 @ 38
CEYLON—Common to Fine	17 @ 40
ENGLISH BREAKFAST—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

	In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1	.45	.47
" " " 2	.40	.42
" " " 3	.35	.37
Black and Green, " 1	.45	
" " " 2	.40	
English Breakfast, " 1	.45	
" " " 2	.40	
Formosa Oolong, " 1	.45	
" " " 2	.40	

Counter box, 30 ten cent tins, only packed in No. 1 quality, $2.00

Tetley's Tea— Per lb.
¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, " "	.60
Ex. Gold, " "	.75

Mixed (Green and Black), same prices as above.
Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Snn-Flower	.50
Mixed (Green and Black), "	.50
Formosa and Oolong, "	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades ... per doz.	.90

Caricol Blend, Martindale & Co.:— Per lb.

5-lb. Silver Sacks	.22
1-lb. "	.22½
½-lb. "	.23
¼-lb. "	.23½
⅛-lb "	.25

Spring Garden Tea—

100 lb. barrels	per lb. net	.18
5 lb. silver bags	" "	.19
1 lb. silver bags	" "	.19½
½ lb. silver bags	" "	.20
¼ lb. silver bags	" "	.21

Packed in cases containing 100 pounds.

McCormick & Co's, Banquet Brand— Per doz.

No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

—3—

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz., per doz.	.85
" " " quarts, 1 " "	1.40
" " " " 3 " "	1.40
" " " ½ gals. 1 " per bbl.	2.50
Colburn's, 16 oz., 2 doz ... per doz.	.75
" quarts, 1 " ... "	.90
" " 3 " ... "	.90
" ½ gals. 1 " ... per bbl.	1.80
Violet, pints, 2 doz ... per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ½ gross ... per gross	9.25
Mica, ½ gross ... "	8.40
Peerless, ¼ gross ... "	4.40

BAKING POWDER. Per Doz

Davis' O. K., ¼-lb., 4 doz ... per doz.	.45
" ½-lb., 3 " ... "	.90
" 1-lb., 2 " ... "	1.65
" 5-lb., ½ " ... "	7.20
Cleveland's, 10-c. size, 4 doz ... per doz.	.84
" ¼-lb., 4 " ... "	1.23
" ½-lb., 2 " ... "	2.28
" 1-lb., 1 ... "	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
" ½- " 2 doz. cases	.90
" 1- " 1 "	1.65
" 5- " 6 cans in case ... per lb.	.12
Sea Gull, 6 oz., glass, 4 doz	45
Parrot and Monkey, 4 doz	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass, 4 doz	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl ... per gross,	12.25
Rnmford Baking Powder:—	
5c.-tins, 4 doz ... per doz.	.45
10c.-can, 4 doz. in box ... "	.90
½-lb. cans, 2 doz. in case ... "	1.25
1-lb. cans, 1 doz. in case ... "	2.50
Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1 lb. cans, per doz.	2.25
" " " ½ lb. " " "	1.25
Sea Foam Baking Powder—	
¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

—4—

Boston Brand, 5 lb. size,	½ doz. case	... per doz.	12.00
" 1 "	1 "	... "	2.50
" ½ "	2 "	... "	.55
" ¼ "	3 "	... "	.75
Purity Brand 5 "	½ "	... "	6.00
" 1 "	1 "	... "	1.50
" "	3 "	... "	.80
" ¼ "	3 "	... "	.45

BLACKING—Shoe. Per Gross.

Shinola ... per doz.	.75
Shinola, ½ gross in box, with 8 brushe sand daubers or rug, free ... per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz ... per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M ... per ½ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ½ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French ... per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Browns, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Rnsset Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co.—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leatber Paste, large	.75
Cbamplon, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos Peaberry, extra fancy	.10
" Choice	@.09
" Fancy	.09¼@.09½
Maracaibo, Strictly Fancy, Mild	.11½@.11¾
" Choice	@.11
Washed Caracas, Fancy	.12½@.13
Java, Extra Fancy Old Government	@.19
" Extra Fancy	@.18½
" Fancy	@.18
Mocha, ½ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.13
" Prime	@.11½
" Choice	@.09½
Santos, Extra Fancy	.13½
" Choice	@.12½
" Fancy	@.13
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.24½
" Fancy	@.23½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.18½
Eureka	.15½
Leader	.18
Jap	.13
Special, No. 6	.12½
Special Drive	.12

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE.

Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 35/100
Lion	13½	13¼

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins,	.26
Saludo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

	Per lb
German-American Coffee Co.—	
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, M. & J. Blend, 40 or 60 1 lb. tins	.27½
Tourist, M. & J. Blend, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E L. C., 100 lbs. to case	.15
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box ....per box	3.90
12 tins in box ....per carton	.95
2 lb. tins ....per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans ....per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends ....per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin ....per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross ....per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Seig's, 65's	.05¾
" English Gronnd, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Gun Caps, E. B ....per M	.60
Gun Caps, musket ....per M	.65
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB, bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz.	5.20
Sawyer's, No. 1, 6 doz.	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz.	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz.	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ½ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.30
" First, "	.29
" Second, "	.28
" Third, "	.27
" Imitation, 30-60 lbs	.26
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.31
Ladles, 30-60 lbs., bakers' use	.24
Print Butter:—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.	.34
B. B., E. D. brands, 20-50-lb. boxes	33
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes	.32
Sheaf ("400") Elgin, 20-50-lb. boxes	.31
Sheaf	.28-.30
B. S. Gilt Edge, cartons	.34
Gurnse, pounds or half pounds	.32
Belle Spring	.30

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.11½
" 16's, "	.12½
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	09¾
Bright Light, " " ....per box	2 35
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	
Martha Washington, long 12s ....per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints ....per gross	4.35
Mason's, quarts ....per gross	4.60
Mason's, half-gallons ....per gross	6.50

—8—

Jelly Tumblers—	
Barrels, 22 doz ....per doz.	.16
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.7
Mason's Caps and Rubbers, ½ gro., "	2.0
Jar Rubbers—	
Lip, wide ....per gross	.8
Acme, wide, 1 doz. cartons ....per lb.	.4
" medium, 1 doz. cartons "	.4
Reliable, white rubber, wide	.2
" " medium	.2
Black, medium ....per lb.	.2
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Autumn brand, Sweet Marjoram ....per doz.	.2
" Sage "	.2
" Thyme "	.2
" Savory "	.2
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory ....per case	1.0
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—	
½-lb. cartons, 1 doz ....per doz.	.4
¼-lb. " " "	.7
½-lb. " " "	1.2
¼-lb. screw cap bottles, 2 doz ....per doz.	.9
¼-lb. square cans, 2 doz "	.8

CANNED GOODS.

	Per D
Tomatoes—	
Frying, Good Luck Brand	1.1
DuBois' Frying	1.2
Jersey King, No. 3, Standard Jersey	1.0
Blue Hen Chickens, No. 3	1.0
Rio Grande fancy, Jersey	1 0
Silver Lake, fancy, Jersey	1.1
Alta, No. 2	.7
Alta, No. 10, 1 doz	3 1
Bull Dog, No. 2	.7
Lima Beans—	
Tinsley's extra small	1.3
Turkey, fancy, Jersey	1 1
Silver Lake	1.0
Boyer's, Fancy	1.0
Oxford, Maine packed	.8
Lanfair, 2s	.6
String Beans—	
Red Jacket, small	1.5
Cloister, fancy N. Y	1.4

It Makes Up for Losses in Other Directions

It pays you 160 per cent. profit. It pleases your most particular customers. It is the result of a lifetime's experience in blending. We are talking about **Spring Garden Tea**, which you can sell for 60c. per lb. and keep people coming for it. Our prices.

In 100-lb. Barrels	18	cents per lb. net
In 5-lb. Silver Bags	19	cents per lb. net
In 1-lb. Silver Bags	19½	cents per lb. net
In ½-lb. Silver Bags	20	cents per lb. net
In ¼-lb. Silver Bags	21	cents per lb. net

Packed in cases containing 100 Pounds

Thomas Martindale & Co., Philadelphia, Pa.

WE HAVE THE BEST OF REASONS FOR TALKING ABOUT IT

We make a point of exploiting the fact that you will find "The Bottom as Good as the Top" in **Apelpi Evaporated Apples**, simply because usually the top is very much better than the bottom. We pride ourselves on this particular brand, have built up a big demand for it on its quality alone—you can do the same thing.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON Distributers — **28 So. Front Street** Philadelphia, Pa.

BY MERIT AND INTEGRITY
BORDEN'S

EAGLE BRAND CONDENSED MILK

Milk Products Have Continued in Popularity with Dealer and Consumer for

50 YEARS

PEERLESS BRAND EVAPORATED MILK (UNSWEETENED)

BORDEN'S CONDENSED MILK CO., Originators of Condensed Milk and "Leaders of Quality."

—9—

Boyer's, 2s	.82½
Acorn, 3s	95
Acorn, No. 2	.72½
White Wax Beans—	
Acorn	.70
Champion	.65
Compass, No. 10, 1 doz.	3.00
Baked Beans—	
B. & M., No. 3	1.35
B. & M., No 3, tomato sauce	1.55
Campbell's, No. 2, plain	.87½
Campbell's, No. 2, sauce	.87½
Oxford, No. 3	.90
Narragansett, No. 2, tomato sauce	.97½
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.80
Moore & Brady, No. 3, sauce	.85
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	45
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	.92½
Martin Wagner Co., No. 3, tomato sauce	1.00
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.47½
Schimmel's, No. 1, sauce	.50
Schimmel's, No. 2, sauce	.87½
Schimmel's, No. 2, plain	.82½
Bunker Hill, No. 3, plain	.75
Bunker Hill, No. 3, tomato sauce	.77½
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. per doz.	.82½
Victory brand, No. 1, 4 doz. per doz.	.45
Corn—	
Kornlet	1.50
Winoor, kernelled	1.40
Paris, fancy Maine	1.15
American Beauty, extra fancy, Shoe Peg	.85
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.85
Shoe Peg, Susquehanna	.80
Shoe Peg, Osborn's	.72½
Mark, crushed	.67½

—10—

Peas—	
French, Extra Fins, 100 cans, per case	16.25
French, Tres. Fins, 100 cans, per case	15.00
French, Fins, 100 cans	14.25
French, Moyens, 100 cans	13.50
Belle Rose, Fancy N. Y. State Sifted, Little Champions	1.50
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1 25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	1.00
Little Nell's, Baltimore	.65
Beets—	
Red Jacket, No. 3, small	1.45
Silver Lake, fancy, No. 3	1 05
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
McMurray's Mountain	.80
Spinach—	
Champion, No. 3	1.25
Shawnee, No. 3	1.27½
Farren's, No. 10	4.25
Sweet Potatoes—	
Plantation, No. 3	.92½
Delaware, 3-lb., 2 doz	95
Pumpkin—	
Catawba brand, extra fancy, N. Y. State, No. 3	.85
M. & W., Dog Head, No. 3	.80
Andrews & Co., No. 2	.47½
Asparagus—	
Del Monte, mammoth, No. 2½	4.25
Extra mammoth, No. 2½	4.25
Superior, large, No. 2½	4.00
Staple, medium, No. 2½	3 85
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3 50
Grand Island, medium	3.35
El Rio, medium, No. 2½, 2 doz	3.25

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra standard	2.50
Standard	2.00
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Cherries—	
Extra quality, 2½s	3.40
Extra standard, 2½	
Standard, 2½	3.00

—11—

Peaches—	
Extra standard, lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 1 lb., 4 doz	1.65
Prize Medal, lemon clings, No. 10, 1 doz	8.50
Express, yellows, 2½s	
Plums—	
Extra standard egg	
Extra standard green gage	
Standard egg	
Standard gage	

DOMESTIC CANNED FRUIT.

Apples—	
Derby, No. 10, 1 doz	2.85
Pride of Shenandoah, No. 3, 2 doz	1 00
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	1.20
Blueberries—	
Main, No. 2	
Main, No. 10	
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Calumet, yellow, light syrup	
Terrapin, No. 3	
Pears—	
Matchless, extra fancy, No. 2	1.50
Raspberries—	
Mikado, red, fancy, N. Y. State, preserved, No. 2	
Rhubarb—	
Silver Lake, No. 3	
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	1.85
Silver Lake, No. 10, 1 doz	7.50
Defence, No. 2	2.25
Pine-apple—	
Phonograph, grated, No. 2	1.95
Phonograph, sliced, No. 2	1.90
Acorn, grated, No. 2	1.90
Acorn, E. & C., No. 2	1.85
General, E. & C., sliced, No. 2	1.75
Indian River, E. & C., No. 2	1.60
Terrapin, E. & C., sliced, No. 2	1.55
Wagner's, E. & C., No. 2	1 50
Orange Grove, E. & C., No. 2	1 40
Wallace, grated, No. 2	1.30
Singapore Chunks, No. 1½, 4 doz	1.17½
Wallace, E. & C., sliced, No. 2	1 25
Singapore, cubes, No. 1½, 4 doz	1.12½
Wagner's, No. 1, cocktail, 2 doz	.95
P. & B., grated, No. 3	.85
James, No. 3, pie, grated	.85
Singapore, cubes, No. 1, 4 doz	.80

—12—

The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.	
Tan Chop Hin, ¾-lb. chunks per doz.	.80
" 1 " " "	.87½
" 1½ " " "	1.17½
" 1¾ " sliced "	1.35
" 1¾ " grated "	1.35
" 2½ " whole "	1.85
Packed in their own juice:—	
1½-lb. chunks, extra heavy syrup...per doz.	1.45
1¾ " sliced "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz.
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	
Star, No. 1, 4 doz	.97½
Lobster—	
B. & M., No. ½, flat, 4 doz	2.25
B. & M., No. 1, tall, 2 doz	4.05
Star brand, No. ¼, flat, 4 doz	1.30
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.15
Shrimps—	
Barataria Canning Co., new, No. 1, 2 doz	
Lopez & Dukate (Barataria), new, pickled, No. 1, 2 doz	1.25
Mackerel—	
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.50
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.15
Boyer's, No. 2, 2 doz	2.07
M. & B., No. 1, 2 doz	1.07½
Stewart's, No. 2, 2 doz	2.10
Stewart's, No. 1, 2 doz	1.02½
Victory, No. 1 doz	1.02½
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Salmon—	
Cook's, Holly, Colorado River, No. 1, tall	1.80
Hapgood's, No. 1, tall, 4 doz	1.87½
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.15
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Rising, light, fancy, red, No. 1. tall	1.25
Humes, Karluk, No. 1, tall, 4 doz	1.27½

Ritter's Guaranty

In compliance with the rules and regulations for the enforcement of the Food and Drugs Act published by the Commission appointed for this purpose, we have filed a guaranty covering all our products with the Agricultural Department in Washington under the serial number 1017.

In the future all our products will be labeled in accordance with Regulation Nine as follows: *Guaranteed under the Food and Drugs Act, June 30, 1906, No. 1017.*

This guaranty is sufficient and covers every sale we make and no individual guaranties are necessary.

It has always been our aim to manufacture pure and wholesome food, to comply with existing laws and to protect all who buy our products, and we shall carry out this principle in the future.

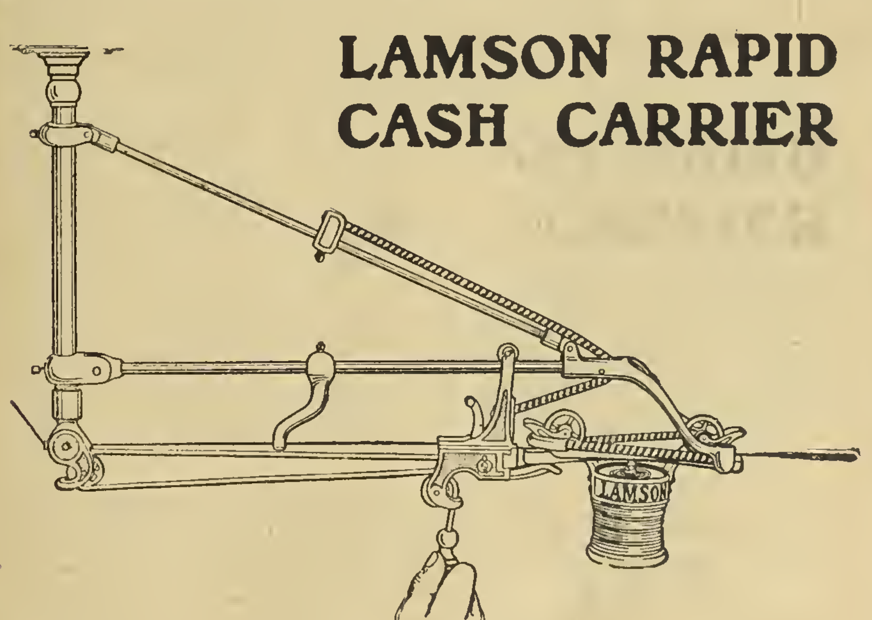
We hope to deserve your continued confidence and patronage.

Philip J. Ritter Conserve Co.

PHILADELPHIA, PA.

Fruit Butters — **Preserved Fruits** — **Fruit Syrups**
Cranberry Sauce — **Catsup** — **Honey**
Mince Meat — **Chili Sauce** — **Mustard**
Jellies — **Salad Oil** — **Baked Beans**
Jams — **Crushed Fruits** — **Soups**
Canned Fruits — **Canned Vegetables**

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.37½
Leader, fancy, red, No. 1, tall	1.27½
Defender, medium, red, Alaska, No. 1, tall	1.20

Plain.

La Champagne, ½'s, key	25 00
" ¼'s, key	17.00
Lucullus, ¼'s	13.00
C. Morel, ¼'s	10.00

SARDINES—Boneless.

Le Marchand, ½'s	
La Champagne, ¼'s, key	
Cadean, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.40
½s, Martels	13.50
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8.25
Mustard—	
¾s, Irma, 100 cans	3.42½
¾s, Eureka, key, 100 cans	3.27½
¾s, Luncheon, 100 cans	3.10
¾s, Fox, 100 cans	3 25
¾s, Underwood's, 50 cans	3.95
¾s, Irma, 48 cans	3.30
¾s, Harbor, 50 cans	3.35
¾s, Booth's, extra, in cartons, 50 cans	2.70
¾s, Continental, key, 48 cans	2.50
¾s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.67½
¼s, Continental, key, 100 cans	3.40
¼s, Le Baron, 100 cans	3.12½
Gold Label, ¼s, oil, 100 cans	6.25
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30
Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.20
" " with key, No. 2, 1 doz	2.25
Fairbank's, with key, No. 1, 2 doz	1.15
" with key, No. 2, 1 doz	2.15
" with key, No. 6, 1 doz	7.65
" with key, No. 14, ½ doz	16.50
Libby's, with key, No. 1, 2 doz	1.20
" with key, No. 2, 1 doz	2.20

Chipped Dried Beef.

No. 1, 2 doz	1.85
No. ½, 2 doz.	1.05
Glass, No. ½, 2 doz	1.35
Glass, No. 1, 2 doz	2.35
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.72½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.55

—14—

Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz.	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.12½
Fairbank's, No. 2, 1 doz	2.15
Armour's, No. 1, 2 doz	1.22½
Armour's, No. 2, 1 doz	2.25
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.05
Kingan's, No. 2, 1 doz	2.05

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz.	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.42½
Armour's Veribest, No. ½, 2 doz	.75
Libby's, No. ¼, 4 doz	.42½
Libby's, No. ½, 4 doz	.75

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.82½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2 25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's:—	
No. 1 cans, 4 doz. to case, straight or assorted, all kinds except Tomato, per doz.	.87½
No. 1 cans, 4 doz. to case, assortment No. 1 containing 8 cans Tomato " "	.87½
No. 1 cans, 4 doz. to case, Tomato " "	.95
No. 8 cans, 24 to case, all kinds except Tomato " "	2.50
No. 8 cans, 24 to case, Tomato " "	2.65
Gallon cans, 6 to case, all kinds except Tomato " "	7.75
Gallon cans, 6 to case, Tomato " "	8.25

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08¼
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09¾
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.09¼
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.10
I X L Assorted Chocolate	"	.11½
King B Assorted Chocolate	"	.12½
No. 1 Fine Assorted Chocolate	"	.15½
Nonpariel Drops	"	.10½
Chocolate Covered Caramels	"	.11
Dairy Chocolate Chips	25-lb. pails	.15½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.16½
Cream Cocoanut Balls	28-lb. pails	.09½
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.07½
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes,	30-lb. cases	.11½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz
Beef Steak Catsup, half-pints, 2 doz	1.10
" " pints, "	2.00
Waldorf, medium, 12 oz., screw top, 2 doz.	.87½
Snider's Catsup:—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—	Per Case
Small, 25 bottles in case	2.75
Medium, 25 bottles in case	4.25
Large, 12 bottles in case	3.25

The Money You Save is What Counts

If you spend a large part of your PROFITS in doing Needless Work, your BANK ACCOUNT will be correspondingly smaller.

THE McCASKEY ACCOUNT REGISTER SYSTEM takes care of all your accounts, giving you COMPLETE DETAILS of every Transaction, and every Transaction is completed at the time it is made.

Cash Sales, Credit Sales, Cash on Account, C. O. D., or Exchange Sales, Money Received on Account or Money Paid Out—all done WITH ONLY ONE WRITING. Credit Sales handled as fast as Cash Sales. No Forgetting to charge goods. No disputes with customers. No Night Work. It is a Collector and a Trade Getter.

Our 64-page Catalogue is FREE. Write.

THE McCASKEY REGISTER CO., 30 Rush St., Alliance, Ohio

Manufacturers of the Famous Multiplex, Duplicate and Triplicate Pads; also, End Carbon, Side Carbon and Folded Pads.

New York Office: 140 West Forty-second St., G. M. Orton, Mgr.

New Jersey Office, 15 Clinton St., Newark.

C. T. Baxter, Dist. Mgr. for Maryland, Eastern Penna. and Delaware. Office at 406 Central Trust Bldg., Cor. Market and 4th Streets, Philadelphia, Pa.

J. D. Lasley, Dist. Mgr. for Virginia, North and South Carolina and District of Columbia. Office at Room 15, Central Nat'l Bank Bldg., 7th Street and Pennsylvania Avenue, Washington, D. C.

AGENCIES IN ALL PRINCIPAL CITIES

HERE IS YOUR QUESTION ANSWERED

Why put in **Croft's Swiss Milk Cocoa** when you are selling five brands now? Well, because it is different from the rest, for one reason. It is the only cocoa packed in glass. It stands alone, and you know how novelty helps a thing to sell. The grocer who infuses a little novelty into his business is the grocer who succeeds.

Another thing, **Croft's Swiss Milk Cocoa** is better than the rest. That isn't a bluff, honestly. We take out of our cocoa, in the making, a substance which other manufacturers allow in, greatly to the injury of the flavor of their goods.

Now do you know why you should sell it?

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. *Philadelphia PENNSYLVANIA*

—17—

Campbell's Beefsteak Tomato Ketchup:—
½ pints, 24 bottles to case 1.10
Pints, 24 bottles to case 2.00
Campbell's Tomato Ketchup:—
Pint bottles, 24 to case, per doz 1.40
½-pint bottles, 24 to case, per doz .... .90
Campbell's Chili Sauce:—
Pints, 2 doz. to case 1.40
½ pints, 2 doz. to case .... .90
Asst. Condiments, 2 doz. to case, per doz... .90

CHOCOLATE AND COCOA.

Walter Baker & Co's:— Per lb.
Premium, 12 to 25 lbs .... .32
Caracas, sweet, 6 lbs .... .32
German, sweet, 6 to 12 lbs .... .23
Auto, sweet, 6 lbs .... .32
Cocoa, ¼-lb. cans, 12 lbs. in box .... .38
Cocoa, ½-lb. tins, 12 lbs .... .38
W. H. Baker s:—
Best Cocoa, ½-lb. size .... per lb. .36
" ⅕-lb. " .... " .38
Premium Chocolate, ½s, 12 lbs .... .30
" ¼s. 12 lbs .... .31
Best Sweet Chocolate, ¼s .... .21
Best Sweet Chocolate, 1-5s .... .21
Vanilla Sweet Chocolate, ⅙s .... .29
Hersbey's—
Vanilla Sweet, ⅙s, 6 lb .... per box 1.55
Swiss Milk, ⅙s, 6 lb .... " 1.45
Cocoa, Epp's, ½-lb. tins, 7 lbs .... .42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin, .72
" " 6-lb. boxes, ½-lb. tins, per tin, .37½
" " 6-lb. boxes, ¼-lb. tins, per tin, .19
" Huyler's, ½s, 6 lb .... .43
" " ¼s, 6 lb .... .45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per doz.
¼-lb. round cans	.18½	2.21
½-lb. "	.29	3.48
1-lb. "	.57	6.84
1½-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—
Milk Chocolate, 6 to lb .... .45
Queen, 4 to lb .... .42
Sweet Vanilla, 4 to lb .... .28
" 8 to lb .... .28
Plain Cooking Chocolate, ½-lb. cakes .... .32
Blooker's Cocoa Powder—
¼-lb. tins, 2 doz. in box .... per doz. 1.88
½-lb. tins, 2 doz. in box .... " 3.50
1-lb. tins, 1 doz. in box .... " 6.50
5-lb. tins, 1 doz. in case .... per lb. .52
10-lb. bags, 1 doz. in case .... " .50

—18—

Wilbur's Cocoa—
Breakfast, ¼-lb. tins, 6-lb. boxes .... per lb. .38
" ½-lb. tins, 6-lb. boxes .... per lb. .37

Wilbur's Chocolate—
Premium, ½s, 12-lb .... per lb. .32
Sweet Clover, ⅙s, 6-lb .... per lb. .25

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ½s .... .36
Cocoa, labeled, ⅕s .... .38
Premium Chocolate, ½s .... .28
Premium Chocolate, ¼s .... .30

Ideal Chocolate and Cocoa Co.:—
Ideal Cocoa, ½-lb. size .... per lb. .40
" " ⅕-lb. " .... " .41
" Baking Chocolate, ½-lb size...... " .27
" " " ¼-lb. " ...... " .29
" Milk Chocolate, 6-lb. box......per box 1.65
" Vanilla, Sweet, 6-lb. " ...... " 1.65

Lowney's:—
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages .... .35
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages .... .35
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages .... .35
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages .... .35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages .... .30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages .... .30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages .... .30
Vanilla Sweet Chocolate, 50 5-cent packages in box .... per box 1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins .... .41
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins .... .41
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins .... .40

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins .... .40
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins .... .40
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins .... .40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins .... .40
Diamond Chocolate, sweet, ¼-lb. pkgs.
6-lb. boxes, 12 boxes in case......per lb. .27
12 " " 6 " " ...... " .27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb. .33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins " 34
½-lb. tins, 6-lb. bxs., 12 bxs. case " .33
Milk Chocolate, 50 5-cent packages in box, per box 1.75
Peter's Milk Chocolate:—
No. 61—½ lb. size, croquettes .... per lb. .48
No. 62—¼ lb. " " " .48
No. 63—½ lb. " flat packets .... " .48
No. 64—¼ lb. " " " " .48
No. 93—⅕ lb. " " " " .48
No. 66—⅛ lb. " " " " .50
No. 67—1/16 lb. " " " " .50
No. 68—1/20 lb. " " " " .50
Croft's Cocoa and Chocolate—
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes .... .40
Croft's Cocoa, ⅕s, 2 doz. in box 1.85
" " ¼s, 6 lb. " .... .37
" " ½s, 6 lb. " .... .35
" " 1s, 12 lb. " .... .32
" " 5 lb., 6 cans in box .... .30
" Swiss Milk Chocolate, 48 5-c. cakes.. 1.50
" " " 120 2-c. cakes.. 1.50
" Caracas, ¼-lb. cakes, 6 lb. in box... .30
" Superior Sweet, 6 lb. " ... .22
" Premium, ¼s, 12 lb. " ...
" " ½s, 12 lb. " ...
Hawley & Hoop's Breakfast Cocoa—
A No. 1, ½-lb. tins, 12 in box .... .34½
" ¼-lb. " 24 " .... .35½
Cocoa Shells, cleaned, bags .... per lb. .01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—
½-lb. decorated cans, 12-lb. boxes.....per lb. .30
½-lb. " " 24-lb. " .... " .29
Special 10-c. packages, 30 to box....per box, 2.10
Blue Ribbon Breakfast Cocoa—
Decorated ½-lb. tins, 6-lb. boxes .... .36½
" ½-lb. " 12-lb. " .... .36
Bedford Cocoa—
Labeled ½-lb. cans, 6-lb. boxes .... .29½
" ½-lb. " 12-lb. " .... .29
" ⅕-lb. " 6-lb. " .... .31½
" ⅕-lb. " 12-lb. " .... .31
Vanilla Sweet Chocolate—
Blue Ribbon, ⅛s, 6-lb. boxes .... .26½
" ⅛s, 12-lb. " .... .26
Buster Brown, 5-c., 48 cakes..........per box, 1.35
" 3-c., 72 " .... " 1.40

—20—

Premium Chocolate—
½-lb. cakes, 12-lb. boxes .... .27½
½-lb. " 24-lb. " .... .27
Milk Chocolate—
40 3-cent cakes in box, 24 to half case .... .80
40 " " 48 to case .... .80
24 5-cent cakes in box, 24 to half case .... .78
24 " " 48 to case .... .78

CONDENSED MILK.

Eagle, 4 doz 6.25
Eagle, 2 doz 3.15
Challenge, 4 doz 3.85
Defiance, 4 doz 3.85
Dime, 4 doz 3.55
Winner, 4 doz 4.15
Baby, 1 doz., glass 1.90
Red Cross 4.15
Peninsular 4.10
Dr. Hand's, 2 doz 3.10
Leader 3.80
Banner, 4 doz 4 05
Star, 4 doz 4.15

EVAPORATED MILK.

Peerless, family size, 4 doz 3 40
Peerless, 5c. size, 4 doz 1.92½
St. Charles, family size, 4 doz 3 75
St. Charles, hotel size, 2 doz ....
Silver Cow, 5c. size .... 6 doz. 3.20
Pet, 10-c. size, 4 doz .... per case 3.25
Pet, 5-c. size, 6 doz .... per case 2.70
Van Camps, 6 doz., small 2.80
Van Camps, 4 doz., medium 3.55
Van Camps, 4 doz., large 3.70

HIRES CONDENSED MILK AND CREAM

Per case.

Hires Condensed Milk .. 5.60
Queen 4.00
Blue Ribbon 3.80
Premium 3.80
Silver 4.15
(Each of above brands 4 doz. in case.)

Gold Cream
Packed in cases of Forty-eight 20 oz. cans.
Less than five cases 4.00
Five cases or more 3.95
Twenty-five cases or more ... 3.90
Fifty cases or more 3.85

As Received.

When Filled.

Closed.
Ready for Delivery.

Your Question Answered

"Why should you go to the expense of buying ***Safety Ark Egg Carriers*** when you can do as you've done for years—put them in a bag?"

First, because it saves all the breakage. You can break eggs packed in ***Safety Carriers,*** but you won't unless you deliberately try to. Doesn't that make them worth while in itself?

Second, because it's up-to-date storekeeping to use them. That ought to commend itself to you also.

But as to "going to the expense," there is no expense to speak of. ***Safety Ark Egg Carriers*** are absurdly cheap, and it costs only a trifle more to have your advertisement printed on them.

They're a good thing, brother.

Central Egg Carrier Co., Manufacturers
McGRAW, NEW YORK

We Do the Work You Get the Pay

Everybody knows **Ariosa Coffee.** You need do nothing but fill orders—*we have done the work.* We make it worth your while to fill orders by giving you almost any article of merchandise you may need, which you would otherwise be obliged to draw on your bank account for, in exchange for the vouchers you get with every case of **Ariosa** you sell, *so you get the pay.*

If you haven't a catalogue we will send you one.

Arbuckle Brothers - New York

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunbam's, 5-cent package	.29
" ⅛s	.26
" ¼s	.28
" ⅛s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Sbred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10½
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Bijou Cookie	.07½	.08
Brown Edge Water		.09
Butter Toast	.07½	.08
Clover Mixed		.08
Cocoanut Ripple		.10
Cry Babies		.09
Fig Bars		.10
Fruit Cookies	.07½	.08
Fruit Gem	.08	.08
Ginger Snaps, XX	.06	.06½
Ginger Vedettes	.07	.07½

—22—

Graham Wafers		.10
Grandma Cookies	.07½	.08
Honey Jumbles, XX		.10
" " Iced		.10
Honey Kernel		.10
Iced Ginger Tablet		.08
Iced Penn Treaty		.07½
Iced Vedette Wafer	.07½	.08
Macaroon Cookie		.10
Man-in-the-Moon		.08
Matchless	.08	.08
Milk Lunch	.07	.07½
Oriental Cookie	.07½	.08
Quaker City Mixed	.07½	.08
Quiver Mixed	.07	.07½
Orange Cookies	.07½	.08
Peerless		.08
Soda Biscuit, XX	.06	.06½
" " No. 1	.07	.07½
Spiced Wafers	.07½	.08
Sunshine Cookie	.07½	.08
Suprema	.08	.08
Wavelets		.09

Package Goods—	Per doz.
Bonnie Water	.95
Butter Toast	.50
Cracker Meal	.84
Cresco Cookies	.95
Fairy Oyster	.50
Gingerettes	.95
Gold Medal Soda (10-cent size)	.95
" " (5-cent size)	.50
Graham Wafers	.95
Milk Luncb	.95
Ivinettes	.95
Butter Thins	.95

Freight paid on 100 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rbode Island, Massachusetts.

DELIKATESSEN
WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish.p.dz.	1.15

—23—

Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish.p.dz.	1.75
Wein Senf, in bbls. ...per gal.	
" 1 gallon stone jars ...per jar	.75
" 5 gallon kegs ...per keg	2.50
Prepared Mustard, in bbls. ...per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radisb, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub.	.26
...loaf,	.26½
Sap Sago, 3 to a lb.......cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.32
Edam Cbeese, 12 in case...case, 10.50, single,	.90
" in tin ...per lb.	.26
" 1-lb. tins ...per case	3.25
Camembert, in wood boxes........per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.......loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each ...per lb.	.19
Limburger Cheese, No. 1.....box, .14 ; ½ box, 15 ; less	.15
Muenster Cheese ...per lb.	.18
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.19½
Pineapple (Picnic size), 6 in box.........per box	
" (Gem size), 6 in box "	3.00
Royal Luncheon Cbeese—	2.25
Dinner size, 1 doz. in case ...per doz.	4.50
Luncb size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cbeese, Clnb size.per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.30
" d'Isigny, " 6 in box... "	1.30
Wm. Tell brand, 12 in box "	1.10
Neufcbatel (Cow brand), 25 in box.....per box	.95
Star Cream, or Phila., 12 " "	2.00
Miniature Cream, or Phila. 12 " "	1.00
Hand Cheese, 8 doz. "	1.25
" 4 " "	.65
" 4 " Thuringer "	.85

—24—

Farmer Hand Cbeese, 4 doz. in box...per box	1.15
Schutzen Cheese, 12 in box "	.95
American Mountain Cheese (Alpen Kase), 50 1-lb. packages ...per lb.	.16

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight)........per lb.	.48
Wiener Wurstel, 16 in tin...per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervelat Sausage (Rolff's).....per lb.	.42
Imported Frankfurters ...per doz.	3.75
Goose Breast, Imported, marked weigbt, per lb.	.65
Pate de fois Gras, small size ...per doz.	3.00
American Holsteiner..by bbl. 11½ less, per lb.	.14
" Landjager, short ...per lb.	.24
" " long "	
" Mortadella, Dry ...per lb.	.25
" Knackwurst, 25 in box, per box, $4.75 ...per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .21½ ; less	.23
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20 ; less	.22
" Cervelat, Crescent, 50 and 100-lb. boxes, .16½ ; less	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14 ; less	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23½ ; less	.24
" Salami (E), 50 and 100-lb. boxes, .21 ; less	.22
" Salami, Blne Ribbon, 50 and 100-lb. boxes, .19 ; less	.20
" Salami, G. A. P., 50 and 100-lb. boxes, .17 ; less	.18
" Tongue Sausage ...per lb.	.18
" Smoked Brannschweiger Liver Sansage ...per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz.	.90
" Petit Delicatess Frankfurters, with Sauer Kraut ...per doz.	.90
" Lebanon Beef Bologna......per lb.	.16
" Paprika Speck "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen ...per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars. per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2.50
Calves' Head, in round tins ...per doz.	1.65
Pickled Meats, in glass "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

Do You Know What Ramly Stands For?

We'll tell you—the finest Turkish cigarette ever made to sell for 10 cents. It is the one that is so widely imitated by our competitors.

If you want particular smokers to come to *you*, put the **Ramly** in stock.

MENTOR CIGARETTE CO.
404 Atlantic Avenue - - BOSTON, MASS.
Philadelphia Representative :—ARTHUR HAGAN & Co., 151 N. Third St.

BRAD'S TIP TOP
SELECTED WHITE RICE
POPPING CORN
C/S 50/10 oz. Pkgs.
C/S 100/10 oz. Pkgs.
C/S 24/20 oz. Pkgs.
C/S 48/20 oz. Pkgs.
ASK FOR PRICES

Say, Mr. Grocer :—
Popping corn, like nearly everything else, is mighty high this season, still you can sell a 20-oz. package **"Brad's Tip-Top"** at 10 cents and make a fair profit; a 10-oz. package at 5 cents, or a 1-lb. package **"I-X-L"** at 10 cents showing better profit, so it's up to you. Ask your Jobbers, or write,

BRADSHAW CO.
New York

FIGHTING FOR
I-X-L
WHITE RICE
POPPING CORN
Cases of 40 /1s

They'd Want to Get Square

If you're skeptical that a cash register as moderate-priced as the *Standard Cash Register* can do what we say it can, write us for a list of merchants who have one. Then write them about it; they'll tell the truth, for if the register has failed them they'll be only too glad to get square.

We're pretty strong in our claims for the *Standard Cash Register*, but the careful little machine will make good every one. Keeps track of all sales, cash or credit, and who makes them.

Standard Cash Register Co.
No. 32 CHESTNUT ST., WABASH, IND.

—25—

eef Salad, in glass....per doz. 1.00
" " in pint jars, glass.... "
" " in quart jars, glass.... "
amb tongues, in glass.... " 1.60

OLLAND AND SCOTLAND HERRINGS.

Kegs or Pails.
olland Herring, mixed, "Y. M." ⅛ bbl. 5.50 60–75
" milkers, " ⅛ bbl. 6.50 75–85
" mixed, Standard, bbl. ⅛ bbl....
olland Herring, milkers, Standard, bbl. ⅛ bbl....
cotland Herring, mixed, large fulls, bbl. ⅛ bbl 8.00....
" milkers, large fulls, bbl ⅛ bbl. 8.00....
arinirte Herring, Imported, about 40 in pail. 1.25
oll Herring, Imported, about 25 in pail.... 1.00
piced Herring, Imported, about 40 in pail. 1.00
orway Stockfish, dry....per lb. 15
atjes Herring....per pail

BISMARCK HERRING.

int size, round tins, with key....per tin .20
uart " " " .... " .35
Qt. " " " .... " .55
Qt. " " " .... " 1.10

SMOKED DELICATESSEN FISH, IN SEASON.

oll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .50
rat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .40
nglish Sprats, 36 bunches per box....
ruger's Roll- and Brat-Haring, oval tins, per doz.... 2.50

RUSSIAN SARDINES.

mported Fish (Wallkoff Brand)....per keg .75
" 5-lb. pails....per pail .55
" 10-lb. pails.... " 1.05
ut Spiced Sardines, per 10-lb. pail.... " .75
" " 5-gal. keg....per keg 2.75
ussian Sardines, in glass jars....per doz. 2.25

NORWAY ANCHOVIES.

riginal Package....per ⅛ bbl. 5.50
epacked in 5-lb. pail....per pail .60
" in 10-lb. pail.... " 1.10
" in 5-gal. kegs....per keg 2.75
" in ⅛-lb. flat tins....per doz. .95
" in ½-lb. tall tins.... " 1.50
" in 1-lb. tall tins.... " 2.00
ancy Kegs—1|1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg.... .20

SALT SARDELLEN.

riginal Package, 1902....per anker 16.00
epacked—kegs, about 8 lbs....per keg 2.75
" pint jars....per doz. 6.00
" large tumblers.... " 2.25
" small tumblers.... " 1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz 19 50 ½ kilo Cans, per dz. 19 50
½ " " 10.50 ¼ " " 10.50
¼ " " 5 50 ⅛ " " 5.50
⅛ " " 2 75 1/16 " " 2 75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—about 2000....per cask
50 " bbl.— " 2200....per bbl.
15 " keg— " 500.... per 100
10 " keg— " 300.... " 1.00
5 " keg— " 150.... "
10 lb. pail— " 50.... "

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask....per cask
48 gal. bbl.....per bbl. 7.50
10 " keg....per keg, 2.40
5 " " .... " 1.25
10 lb. pail.... per pail,

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)....per lb. .18
Spitzkugeln.... " .25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg...per bundle .30
Basler Lebkuchen, No. 1, 6 " ... " .50
" " No. 2, 6 " ... " .75
" " No. 3, 6 " ... " 1.00
Amandines, 9-lb. tins....per tin 5.25
" small tins.... " .55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg.... 4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb, bags, per bag....
Green Kern....per lb. .09½
Potato Flour.... " .07
German Dried Pears.... " .14
Dried Mushrooms.... " .60–.80
Juniper Berries.... " .08
St. John's Bread.... " .05
Bay Leaves.... " .06–.08

COTTOLENE.

30 2-lb. tins....per case 6.85
15 4-lb. " .... " 6.85
6 10-lb. " .... " 6.85
Freight prepaid on two-case lots.

—27—

EGGS. Per Doz.

Nearby, candled and selected, 30-doz. crates... .27
Western.... .26

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs. .14½
New York, Full Cream, new, 1st's, 40-lb. bxs. .13
Picnic, Full Cream, new, fancy, 20-lb. bxs.... .14½

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.... .27
Anchovies, in oil, ⅝ bottles.... 4.50
" " ⅜ " 3.25
Anchovy Paste, fancy, per doz.... 4.75
" plain, per doz.... 3.75
Bouillon, Burnham, pints, 2 doz. in case.... 3.75
" " ½ pints, 2 doz. in case.... 2.00
Capers, Nonpareil, ½ gallon kegs.... 1.50
" " Quart, glass....per doz. 7.00
" " bottled, ⅝ size... .per doz. 2.35
" " " ½ " .... " 1.90
" " " ¼ " .... " 1.15
Canton Ginger, large pots, cases 6 jars, per case 4.50
" med. " " 12 " " 5.00
" small " " 24 " " 4.50
Cherries in Maraschino, in glass, 1-doz. case... 8.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz. .90
" " 3 lb., 2 dz. case " 2.20
Currie Powder, pints, per doz.... 3.50
" 4 oz., " 2.25
" 2 oz., " 1.50
Russian Caviar, ⅛'s.... 2.85
" ¼'s.... 5.50
" ½'s.... 10.50
" 1's.... 20.00
French Peas, Extra Fins, per case.... 17.00
" Fins, per case.... 15.00
" Moyen's, per case.... 13.00
Kippered Herring, 6 doz. in case....per doz. 1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case... 12.00
Huntley & Palmer's Petit Beurre Biscuit, lb... .19
" " Dinner Biscuits, per lb... .29
" " Breakfast Biscuits, per lb. .32
(Packed 7 lbs. and 5 lbs. in a can.)
Red Pepper, Ring, pints, per doz.... 1.25
" " ½ pints, per doz.... .60
Salt, in 4-doz. stone jars.... 1.75
Morris' Extract of Beef, 4 oz., per doz.... 6.50
" " " 2 oz., " 3.55
Armour's Beef Extract, 2 oz., " 4.45
" " " 4 oz., " 8.20
Anker's Extract of Beef, 120 vials.... 4.00
" " " 4 oz....per doz. 4.00
" " " 8 oz.... " 7.25
" " " 16 oz.... " 23.50
Theodore Marquet Mushrooms:—
First Choice....
Choice, 200 tins per case....
Extra, " " ....
Hotel, " " 22.00

—28—

Truffles, 1/16....per tin, .30
" ⅛.... " .55
" ¼.... " 1.15
" ½.... " 2.25
Shrimps, Pickled, small size.... 1.00
Dunbar's Shrimps, 2 doz., per doz.... 2.25
" Figs in Cordial, 1 doz., per doz.... 5.00
Bishop's Figs in Cordial, 1 doz., per doz.... 6.50
Crystallized Ginger, 1-lb. tins, per doz.... 4.00
" " ½-lb. " " 2.25
Rose's Lime Juice, per doz.... 3.60
Victor Rose Water, per doz.... 2.25
" Peach Water, per doz.... 2.25
Pitted Olives, per doz.... 5.25

FLOUR. Per Bbl

Gold Medal.... 6.10
King Midas.... 6.50
Millbourne.... 6.00
On Top.... 6.15
Ceresota.... 6.00
Pillsbury's.... 6 00
Taylor's Fancy.... 5.25
Semper Idem.... 4 75
Pride of the West.... 4.95
Sunbeam.... 4.75
Quaker City.... 5.75

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages....
Franklin Pancake, 30 2s.... 3.55
Uncle Jerry's Pancake, 40 packages....
Hecker's Buckwheat, 16 3s....
" " 64 1½s....
" Flapjack Flour, 24 2s....
Log Cabin Pan Cake Flour, 36 2s.... 3.25
Ralston's Purina Pancake Flour, 36 2s.... 3.00

HONEY.

Domestic, barrels....per gal. .69
Selser's, lunch bottles, 2 doz....per doz. .95
Selser's, medium bottles, 2 doz....per doz. 1.35
Schimmel's, 12- oz. bottles, 2 doz. in case.... 1.35
" 6- oz. " " " .... .90

Do You Know Why the Department Stores Do So Much Business?

It's because they **attract people to their stores.** The most effective method of doing this is by attractively decorated windows, made bright as day by electricity. Grocers take a leaf from the Department Store's book—dress your windows invitingly; put signs in them calling attention to bargains and light the displays so that passers-by can't help seeing them. You will bring enough **new customers into your store** in a **day** to pay the cost for a **month.**

While your store is closed and you are off duty, make your windows win new trade for you—a representative will call and show you how it can be done and what it will cost if you will drop a card or phone.

The Philadelphia Electric Co.

TENTH and CHESTNUT STREETS

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

—29—

FARINACEOUS GOODS.

Corn Meal—	Per Bag
Lea's, wbite, 100 lbs.	2.00
" yellow, granulated, 100 lbs.	2 00
" " table, 100 lbs.	1.95
Western yellow, 100 lbs.	1.75
Quaker, 36 packages	2.75
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case..	1.15
Beans—	
California Lima, new...per lb.	.06¼
Marrows, Fancy N. Y. State, grain bags bush.	2.25
Marrows, New, Extra Choice, N. Y. State, grain bags...bush.	2 20
Medium, Fancy N. Y. State, grain hags, bu.	2.05
Pea, fancy, N. Y. State, grain hags, bushel	2.05
Pea, fancy, Micbigan, grain bags......bushel	2.02½
Red Kidneys... "	2.50
Peas—	
Green...per busbel	2.32½
Scotcb... "	
Split, yellow... "	2.00
" green... "	
Lentils—	
110-lb. bags...per lb.	.08¾
Less quantity... "	.09¼
Shaker Corn—	
Fancy, harrels...per lb.	
Less quantity... "	
Hominy—	
Lea's Breakfast, 10 pkgs...case	1.45
Lea's Pearl, 100 lbs...per bag	2.00
Scbumacber's Breakfast, 10 pkgs. to case....	1.60
Barley—	
OO	.06
No. 3, 100-lb. bags	3.35
Noodles, Climax, 24 10c. pkgs., asst., case.....	1.10
" " 48 5c. pkgs., case	1 20
" " asstd., 24 5c., 12 10c. case...	1.15
" Smitb's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Oatmeal, B, per bbl.	
" " kegs 100 lbs., per keg	4.00
Oaten Goods, in cases—	**Per case**
Avena, 18 packages	1.55
Banner Oats, 20 packages	4.00
Friends' Oats, 36 packages	3.00
Mother's, 36 packages	3 15
Pawnee, 36 packages	
Quaker, 18 small size	1.55
Quaker, 20 large size.	4.00
H-O, 24 2's	
Rolled Oats—	
Avena, per bbl., 180 lbs	7.25
Avena, per keg, 90 lbs	3.75
Standard, 180-lb. bbls	6.75
" 90-lb. bags	3 35

—30—

Sago—	
Fine, bags about 160 lbs.	.05½
50-lb. lots	.06
Admiral, Pearl, 24's	.07½
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 24 1-lb. pkgs	.07¾
" Minute, ¼-gross, per box	2.85
" Flake, abont 125 lbs...per lb.	.06
" " less quantity... "	.06½
" Pearl, 150 lbs... "	.06½
" " less qnantity... "	.07
Ralston Hominy Grits, 36 2-lb. pkgs.......case	2.70
Purina Cream Graham...per bbl.	5.00
Ralston Barley Food, 24 2's...per case,	3.15
Purina Health Flonr, 20 5's, Cartons "	3.60
Purina Pankake Flour, 36 2s	3.00
Purina Wbole Wbeat Flour	5.00
Packed in 12's, 24's and 48's.	
No. 1, assorted case containing 15 2-lb. packages Wheatlet and 10 5-lb. packages Franklin Flour	4.00

MALTA-VITA, 36 packages ... 2.85

Egg-O-See, 36 packages	2.85
Egg-O-See Corn Flakes, 36 packages	2.85
Cook's Malto Rice, 36 2-lb. packages	4.25
Force Food, 36 packages	4.25
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	
Pettijohn's Food, 18 packages	1.80
Ouaker Puffed Rice, 36 packages	2.80
Quaker Wheat Berries, 36 packages	2.75
Vigor, 36 packages	2.65
Ralston Kornkins, 18 25-lb. sacks.......per hale	3.75
" Health Crisps, 36 10c. packages	2.80
Ralston's Breakfast Food, 36 2-lb. pkgs. pr. case	4.50
Ralston Health Food, 24 1s...per case	
Triscnit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages..	2.85
Zest, 36 packages, 10 cent size	2.25
Zest, 36 packages, 15 cent size	2 65
Zest, 20 packages, 25 cent size	3.40

—31—

HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs....	4.75
Cases, 3 doz. pkgs....	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fisb, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling	per doz	1.07½
" Acidulated	"	1.07½
Cox's, large	"	1.57½
" small	"	.95
Plymontb Rock, Pink or Wbite	"	1.20
Nelson's	per doz.	1.35
" small	"	.95
Bromangelon, assorted 3 doz.	"	.87½
Fruit Pudding. 2 doz., asst. flavors ...	"	.80
Jell-O, assorted flavors, 2 doz.	"	.87½
Jell-O Ice Cream Powder, 2 doz.	"	.97½
Chalmer's	"	.90
Peter Cooper		.90
Tryphosa	per doz.	.92½
Imperial Wine Jelly	per doz.	.95
" "	per gross	11.00
Gelatine, McKinley's	per doz.	.85
Wetmore's Donble Refined, 36 10c. pkgs	per case	2.70
Kusto, 60 5-cent packs	per case	2.00
Puddine, assorted, 2 doz	per case	1.60
D-Zerta Jelly, assorted, 2 doz.	per doz.	.90

—32—

MACARONI.

	Per
Larosa Alphabets, square, 25 lbs.	.0
" Elbows, " "	.0
" Marcaroni, long, "	c
" " square "	.c
Larosa Spagbetti, long, 25 lbs.	.c
" Vermicelli, square, "	.c
" Macaroni, bulk, "	.c
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.8
24 10-cent packages	1.8
"Plain" Noodles, 24 1-lb. cartons	1.8
" " 48 ½-lb. "	1.9
Egg Alphabets, 48 5-cent packages	1.8
Egg Barley (Eier Gerste), 48 5-cent pkgs.	1.8
24 5-cent A B C and 24 5-cent Egg Barley...	1.8
Macaroni and Spagbetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	8.
"Golden Seal" brand, 25 1/1 packages (long)	1.8
" " 48 1/2 " 5-c. size	1.8
"Golden Seal" Macaroni and Spagbetti, litbograpbed cartons, 25 1/1 cartons	8.c
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.8
"Imperiale" brand, 25 1/1 packages (long)..	1.1
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.9
Spice Drops, in baskets, 20 lbs.	1.0
" in boxes, 12 lbs.	1.0
Small Lebkucben (Honey Cakes), 10 5-cent packages in bundle...per bundle	.
Bulk, 12-lb. wooden boxes	.0

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.
" " 8	16.
" " 10	23.
" Stand, No. 18	45.
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.
" Sugar, " 2, " 7.00 "	9.
" Tea, " 3, " 6.00 "	7.
" Spices, " 4, " 5.00 "	6.
Less 40 per cent. discount.	
600-lb. Platform Scale	12.
Standard Casb Register	20.
Tea Caddies, round front, No. 2......per doz.	9.
" " " 3...... "	6.
" " " 4...... "	4.

You'll Double Your Sales the First Year

If you will put in a trial order of **De Rago Olive Oil** and tell your most particular customers to try it, you will find that they will come back for more, and **keep coming.** The reason: De Rago is the **one** Olive Oil pressed from perfect olives. It is the **one** Olive Oil which is recommended by physicians everywhere for sick people and children.

Jas. J. Loughery & Co.
IMPORTERS **BOSTON, MASS.**

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.
Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY

We Guarantee Everything We Sell

Since the Chicago exposure, the retailer needs to be especially careful that he is selling only meat products that are guaranteed to the furthest extent.

Our specialties are **Vienna Sausages, Bolognas and Smoked Tongues.** Besides being the most delicious products of their class, these are the most strongly guaranteed to comply with all food laws.

M. ZIMMERMAN COMPANY
Main Office: 318-24 East Houston St., N. Y.
Branch Offices: 717 N. Second St., Phila., Pa., and 125-27 Fulton St., Boston, Mass.

—33—

Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1½ to 2 in.	1.60
Can Openers, "Never Slip" ...per doz.	.90
Hopper's Can Opener ...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4	per doz.	9.00
" 5	"	12.00
" 6	"	15.00
Ex. Galvanized Steel Blades, No. 3	per doz.	4.80
" " 4	"	5.40
" " 5	"	7.20
X Quality, No. 3	"	2.60
" 4	"	3.00
" 5	"	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**

Dime cartons, 2 doz. in case	per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case..	"	.90
Large cartons or tins. 2 doz. in case	"	2.00
Dime Tumblers, 2 doz. in case	"	.90

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1..	45 00	23 10	11.75	2.60	2.05
Ex. Norway, No. 2...	36.00	18.60	9 10	2.05	1.69
Ex. Norway, No. 3...	25.00	13.10	6.65	1.50	1.25
Ex. Norway, No. 4...					
Ex. Bloaters, xxx......	36.00	18.50	9.40	2.05	1.69
Ex. Shore, No. 1	24.00	12.50	0.40	1.45	1.21
Shore, No. 1	22.00	11.50	5.90	1.35	1.13
Large, No. 1	20.00	10.50	5 40	1.25	1.05
Large Irish, No. 2.....	19.00	10.00	5.15	1.20	1.01
Extra Irish, No. 2.....	18.00	9.50	4 90	1.15	.97
Medium Irish, No. 2..	17.00	9.00	4 65	1.10	.93
Small Irish, No. 3.....					
Irish, No. 3					
Large, No. 3	15.00	8.10	4.25	1.00	.85
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	6.00	3.60			
Shore, Round, Med...					
Ocean Whitefish.......	6.00	3.60			
Salmon, Halifax.......					
Shad, No. 1, Mess.....	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess.....					
Haddock, Pickled	6.00	3.60			

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.07½
Our Choice, Haddock, 40 lbs	
Gilt Edge, Hake, 40 lbs	.06½

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

—35—

LOOSE CODFISH.

Extra Large Georges Cod	.08
Large Bank	.08
Medium Bank	.07
Pollock	
Hake	

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring	per box	.15
Small Extra Scaled Herring	per box	.15
Boneless Herring, fancy 10 lb. boxes,	per lb.	.13
Smoked Salmon, whole fish	per lb.	.27
New Cromarty Bloaters, 50s	per box	
" " 100s	"	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	
Fancy N. Y. State, 48 1 lb	
Fancy N. Y. State, 50-lb. boxes	.09½
Apricots—	
Extra Choice Royals, 25 lbs	.22½
Choice Royals, 50 lbs	.18½
Cherries—	
California, Royal Ann, unpitted, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.08⅝
Gold Medal, loose, 25 lbs	.08⅜
Private Growth, extra, cleaned, 36 lbs	.08¾
" cleaned, 30 lbs. bulk	.08½
Nectarines—	
White, 25 lbs ...per lb.	
Peaches—	
Fancy yellows, 25 lbs	.14½
Extra choice Muir's, 50 lbs	
Fancy Muirs, 25 lbs.	
Pears—	
Fancy California, Bartlett, 25 lb	

—36—

PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs				
30– 40, 25 "	.10½	.10		
40– 50, 25 "	.09½	.09		
40– 50, 50 "				
50– 60, 25 "	.08½	.08		
50– 60, 50 "				
60– 70, 25 "	.07¾	.07¼		
60– 70, 50 "				
70– 80, 25 "				
70– 80, 50 "	.06			
80– 90, 50 "	.05½	.05¼		
90–100, 25 "	.05¼			
90–100, 50 "	.05			
100–120, 50 "	.04	.03⅞		

Raisins—	
Muscatels, 4 crown, 50 lb	
" 3 " 50 lb	
" 2 " 50 lb	
Cal. Thompson Seedless, 50 lbs	
Cal. Cleaned Sultanas, 50 lbs	
Cal. Sultanas, 50 lbs	
Seedless Muscatels, 50 lbs	
Raisins, Seeded—	
Admiral, fancy, 40 1s	.12½
Ensign, fancy, 36 1s	.13¾
Not-a-Seed, Ideal, 36 1s	.12
Citron, 10 lbs	.17
" 25 lbs	.16¾
Lemon Peel, 10 lbs	.11
" 25 lbs	
Orange Peel, 10 lb	12
" 25 lb	

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case ...per case	2.30
Case No. 5, 1 doz. 25-cent size ..." "	2.05
Case No. 6, 2 doz. 15-cent size ..." "	2.47½
2 doz. 15-cent size, 1 lb...... per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Knelpp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case ...per doz.	2.15
24-12 oz. package, packed 2 oz. in case ..." "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz	per doz.
Tumblers, 5-c. size, 4 doz	"
Tumblers, 10-c., Lord's Prayer, 2 doz.	"

Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An

"Enterprise" *Electrically Driven* Coffee Mill

will save your clerks' time, your customers' time, and advertise your store. Write for catalogue describing our various Electric Mills, with capacities for granulating from four ounces to nine pounds of coffee per minute.

The illustration shows our double mill No. 08712, with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee per minute. Fitted with ¾ H. P. motor for direct current, or with ½ H. P. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

The Enterprise Manufacturing Co. of Pa. = = Philadelphia, U. S. A.

—27—

INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.84	4.60	5.30
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		4½ doz.	3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz.	.52½
Chloride, sifting, 25 lb. boxes, 1 lb	per lb.	.05¼
" " 25 lb. boxes, ½ lb	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.60
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.95
" 4 doz	"	3.85
Popular, 4 doz	"	1.45

MATCHES.

			Per gro.
Swift & Courtney's, 200's, 1-gross case			1.75–1.90
"	400's, 1	"	3.50–3.70
"	500's, 1	"	3.75–4.00
Blue Hen,	200's, 1	"	1.50–1.60
"	500's, 1	"	4.00–4.25

—28—

	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.92½
" 500's	3.95
Vulcan Safety, 65s, No. 1	.55
" 65s, No. 2	.50
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50–3.75
Searchlight, 500's	4.25–4.50
Press, 200's	1.80–1.90
" 500's	4.50–4.75
America, 200's	1.30–1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue head, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5 00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1 00
Blue Ribbon, 165s, 1 gross to case	1.05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kkns, 6 to crate	per doz.	9.80
" 5-lb. " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25

—29—

National, 30-lb. Kits, bbls., ½ bbls	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3 15
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.75
No. 10, wooden pails	per box 6 pails	6.40
No. 18, 37 and 68, wooden pails		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs	"	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs	"	.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150test	"	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Per Doz.
Theodore Marquet, Mammoth, 64 oz	15.50
" Extra, 64 oz	13.50
" Mammoth, quarts	7.25
" Extra, quarts	6.75
" Extra, pints	4.50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz.	2.40
Farcies	3.75
Queen, 6 oz.	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

—40—

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.90
" " pts., 2 doz	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz	6.50
" " pts., 2 doz	7.50
" " ½-pts., 2 doz	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz	9.00
" Sublime, 8-oz. flasks, 2½ doz	6.50
" " 12-oz. " 2½ doz	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	20 00
10 1 gal. cans, case	21.00
20 ½ gal. cans, case	22.00
40 ¼ gal. cans, case	23.00
80 ⅛ gal. cans, case	25.00

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8 50
5 gallon tins, 2 tins to case	26 50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.50
32 oz. tin, 25 tins to case	22 00

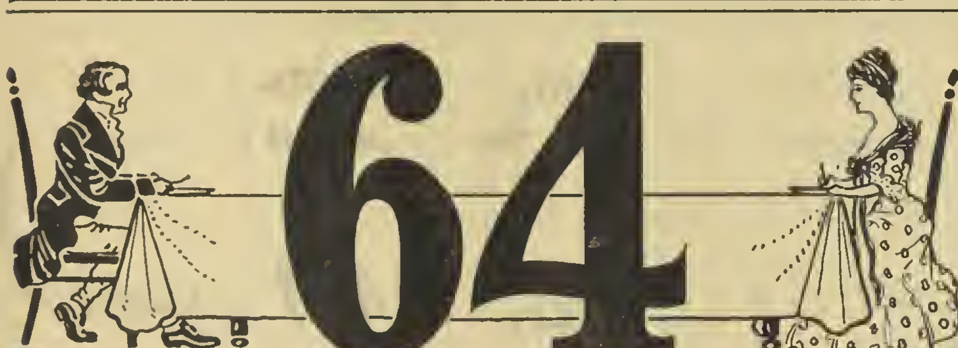
Trade discounts on quantity.

Jas. Hill & Sons Co.		
Quarts, Cal. style, 1 doz. in case	per case,	8 50
Pints, " 2 " "	"	9.00
½ Pints. " 2 " "	"	4.75
Oliver's Olive Oil—		
1 dozen quarts		6.00
2 dozen pints		6.75
2 dozen half-pints		4.25
6 1-gallon tins	per gal.	2.00

Special prices for quantities, on application.

AMERICAN OIL.

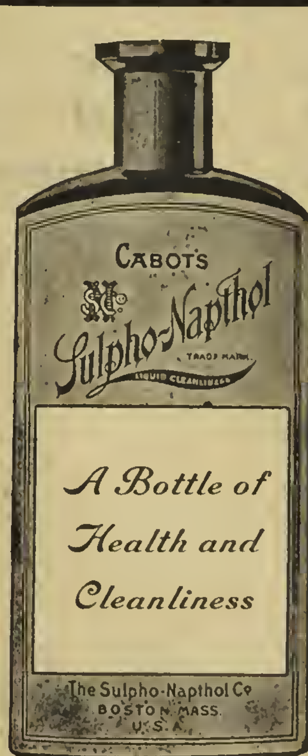
Lubon's No. 8, 2 doz.	per doz.	.52
Lubon's, No. 16, 2 doz.	per doz.	.95
Lubon's No. 32, 1 doz	per doz.	1.85
Table Oil, No. 61, bottles, 2 doz., per doz		1.00



YEARS AGO
We Used NO Adulterants or Chemical Preservatives in Making

ATMORE'S MINCE MEAT

We Make it Just the Same To-day.
Remember "It IS Pure"
ATMORE & SON - Philadelphia
MW



It Will Heal a Cut or Bruise Almost Instantly

Sulpho-Napthol is not only the most effective disinfectant ever invented, but its healing properties have caused it to be widely praised by many physicians. It is as indispensable in the household as soap.

Tell a customer about it once and you have made a friend for it forever.

The Sulpho-Napthol Company
BOSTON, MASSACHUSETTS

—41—

PAPER.

WRAPPING.

Manila, 15 x 20, full ....per ream .36
" 24 x 36, full, 20 lbs............... " .70
" 18 x 24, full, 10 lbs............... " .37½
" Special, 15 x 20, 6 lbs.......... " .18½
Manilla, Bakers', 15 x 20, 10 reams in bundle ....per ream .11
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide........per lb. .03
Roll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide................ " .03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide............................ " 03⅛
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide.......... " .03½
White Tea Paper, 12 x 16, reg.....per package .14
" " 15 x 20, reg..... " .19
Wax Butter Paper.......................per package .11
Parchment Butter Paper 9 x 12... " .40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼......	.48	.29		.31	.35	.45
½......	.53	.35		.37	.43	.55
1......	.71	.45	.78	.49	.55	.73
2......	.89	.53	.97	.61	.71	.93
3......	1.09	.65	1.25	.75	.89	1.15
4......	1.25	.77	1.39	.87	1.05	1.33
5......	1.45	.91		1.07	1.21	1.55
6......	1.73	1.03	1.95	1.23	1.41	1.81
8......	2.09	1.19	2.29	1.49	1.68	2.19
10......	2.27	1.37	2.55	1.65	1.83	2.41
12......	2.69	......	3.11	......	......	2.89
14......	3.37	......	3.97	......	......	3.75
16......	3.87	......	4.41	......	......	4.01
20......	4.39	......	4.79	......	......	4.55
25......	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.
2½-lb. Plain Flour Sacks....................per M 4.00
5-lb. " " .... " 5.75
10-lb. " " .... " 11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints........per doz. 4.75
" " quarts ..... " 5.75
" 10-oz. jars............... " 2.50
" 10-lb. pails...............per pail 2.50
Tripe, 10-lb. pails...............................per pail .90
" 5-gal. kegs...............................per keg 2.00
Pig's Feet, 10-lb. pails.........................per pail 1.00
" 5-gal. kegs ....per keg 2.25
Pickled Beef Salad, in glass...............per doz. 1.10
" Tripe, " .... " 1.10
" Ox Heart, " .... " 1.10
" Pig's Feet, " .... " 1.10

—42—

Russian Sardines ....per keg .75
" 5-lb. pails ....per pail .50
" 10-lb. " .... " 1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs........................ .18½
Loose, barrels, 30 lbs.................................. .18

POPPING CORN.

Brad's "Tip-Top":— Per case
50 10 oz. packages.................................. 2.10
100 10 oz. packages.................................. 4.00
24 20 oz. packages.................................. 2.05
48 20 oz. packages.................................. 4.00
I-X-L, 40 1s.. 2.75

PEANUT BUTTER.

MacLaren's— Per doz.
Small, 2 doz.. .90
Medium, 2 doz.. 1.45
Large, 1 doz... 2.75
Peanutene, No. 2 jars, 2 doz......................... 1.85
Peanutene, No. 4 jars, 3 doz......................... .92½

PICKLES.

Barrels, 45 gal., 1200s.................................. 9.75
10-gallon kegs, pine, 600s, full count............... 2.75
10-gallon kegs, 300s 2.50
Sweet Pickles, 500s to 600s, 5 gal......per keg, 2.65
Sweet Pickles, 700s, 5 gal...... .... " 3.00
Sweet Pickles, 1,000s, 5 gal............... " 3.65
Sweet Pickles, 2,000s, 5 gal............... " 4.50
Chow-Chow, No. 1, 5 gal. kegs....................... 1.95
Chow Chow, No. 2, 5 gallons 1.75
Chow and Mixed Pickles, 2 gal., per pail 1.00
Williams Bros.— Per Doz.
English Spiced Pickles, 8 oz., octagon (any assortment except onions......................... .85
English Spiced Onions, 8 oz., octagon .... .90
English Spiced Pickles, 10 oz., octagon...... .90
English Spiced Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart............... 3.00
Sweet Gherkins or Sweet Mixed, 32 oz., octagon 3.10
Highland Brand Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart... 2.35
Sweet Gherkins or Sweet Mixed, 32 oz., octagon 2.35
Crosse & Blackwell's:—

	Octagonal Style.			
Chow-Chow ... Gherkins........ Mixed Pickles Cauliflowers ... Piccalilli .... Walnuts......... Onions...........	Qts. Casks.	Pts. Casks.	Pts. Casks.	½-Pts. Casks.
	4 doz.	5 doz.	4 doz.	6 doz.
	5.75	3.25	3.50	2.10
	Smaller Quantities.			
	5.90	3.35	3.60	2.25

Chow-Chow, quarts, stone.......................... 5.50
Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.20

—43—

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.80	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:— Per gal.
Pure Apple Vinegar, Extra old, bbls.......... .16
" " " 40 grain, bbls... .... .15
Pure Cider, 40 grain .... .12
Pure Cider, 45 grain .... .15
Corson's Gold Seal Cider Vinegar, Pure Apple .14
White Wine, 90 degrees............................. .20
Crown Brand Pure Cider Vinegar, qts., p. doz. .90
White Vinegar, Distilled, 40 grain............. .08
" " 45 " .... .09
" " Extra Strength...... .15
Crosse & Blackwell's.......................per doz. 2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs......................... .13¼
" 14–16 lbs.. .12¼
" 10-12 lbs.. .13¼
Picnics, 6–8 lbs.. .09
N. Y. Shoulders, 10–12 lbs.......................... .10
Dried Beef, sets (city smoked)...................... .13
" Tenders and Knucks................. .17
" Flats... .11
" Air Dried, sets.......................... .18
" " Tenders and Knucks.. .21
Jersey Pork, Butt..........................per bbl. 18.50
" Family .... " 20.50
Breakfast Bacon, rib in................................ .14½
" boneless .... .15½
S. P. Bellies, 14-15 lbs................................ .11½
Bologna, 25-lb. boxes.................................. .08
Boiled Boneless Ham.................................... .21
Beef Tongues, smoked, 5–6 lbs..........per doz. 10.00
Cooked Compressed Ham, 25-lb. boxes.......... .10½
Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ⅛-cent extra
John Bower & Co.—
Superior Honey-cured Hams, skinback....... .16
" " " large .... .15
" " " medium........ .15
" " " small .... .15
" " Breakfast Bacon ...... .15
" " " boneless .17
Beef, air-dried, regular sets........................ .20
" " Insides and knuckles............ .22
Ham Bologna... .10
Beef " .... .10
Boiled Hams... .25
Beef Tongues .... per doz. 11.00–12.00

—44—

Swift & Co.—
Premium brand Hams, 10 lb.......................... .15½
Premium brand Hams, 12 lb.......................... .15
Premium brand Hams, 14 lb.......................... .14
Premium brand Hams, 16 lb.......................... .14
Premium brand Hams, 18 lb.......................... .14
Premium brand skinned Hams, 18–20 lb...... .15
Premium brand boiled Hams, skinned, fatless .25
Premium brand Bacon.................................. .21
Premium brand Dried Beef, insides .... .20
Premium brand Beef Tongues, short cut...... .17
Winchester brand skinned Hams, all aver.... .14
Winchester brand Picnics............................. .09¾

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs.	10	9⅛
Plain Tubs, 50 and 60 lb. cans	10	9¼
10-lb. Tin Pails, 60 lbs	11	9⅞
5 " "	11⅛	10
3 " "	11¼	10⅛

John Bower & Co.—
Pure Kettle Rendered, tierces..................... .11¼
" " tubs .... .11½
" " 3, 5 and 10-lb. cans. .12½
Swift & Co.—
Premium brand, tierces.............................. .11¼
Silver Leaf brand, tierces... .... .10¼
Jewel, compound, tierces .... .09¼
Cotosuet tierces.. .09½

DRESSED MEATS.

City Dressed Beef— Per lb
Choice, native..09½–.10½
Common to fair, native...............................07 –.08
Western Dressed Beef—
Choice, native cattle.................................09½–.10½
Common to fair " ....07 –.09
City Dressed Veal—
Prime .... –.12
Good to choice... –.11
Dressed Hogs—
Pigs .... –.09½
Hogs, heavy.. –.09½
" 180 lbs.. –.09⅝
" 160 lbs.. –.09½
" 140 lbs.. –.09½
Dressed Sheep and Lambs—
Lamb, Western, good................................ .11
Lamb, Western, culls................................. .09
Sheep, choice .... .09½
" medium .... .08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues.................................. .90–1.00
Cow Tongues.. .75–1.00

ABSOLUTELY PURE FOOD
Guaranteed; Serial No. 8447

MARMALADES—Made from the best California oranges and grapefruit and granulated sugar. No preservative or adulterant. This is a pure, straight Marmalade and a fine seller.

FRUIT JAMS—Only the variety of fruit named on the label and granulated sugar. No filler here, and no chemicals or glucose.

LEMON JUICE—The pure juice of the real lemon, pressed, filtered and bottled. Contains no preservative or artificial coloring. Straight goods and good goods.

For Samples and Prices, Write to Me

H. P. D. KINGSBURY
REDLANDS - CALIFORNIA

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia

CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc. HAMS Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
SUPERIOR AND FAIRMOUNT MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

The Holland Rusk Co.

Have protected the buying public against substitution by U. S. Government register of their trade-marked package which bears a picture of a WINDMILL.

It is absolutely pure, with quality of the very Highest degree, conforming to the U. S. PURE FOOD LAWS UNDER SERIAL NO. 5953.

The WINDMILL on a package of
Holland Rusk
insures you of getting the
ORIGINAL AND ONLY GENUINE

When ordering insist on the RED PACKAGE with the WINDMILL.
Order from any wholesale grocer.

Holland Rusk Co.
HOLLAND, MICH.
Eastern Office:—46 HUDSON ST., NEW YORK

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.05
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.10
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.13
" " western		.13

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H.	.16 –.17
" Y. T.	.16 –.17
Old hens and toms	.16 –.17
Common to Good	.11 –.12
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.24 –.27
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.24 –.27
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.24 –.27
Western, 4 to 4½ lbs. to pair, fancy	.18 –.20
" 3 to 3½ lbs. to pair, fancy	.15 –.17
" fair to good	.14 –.15
Fowls—	
Western, fancy	.14 –.15
Heavy Roasters, 4 to 5 lbs	.18 –.20
Fair to good	.15 –.17
Old cocks	.10 –.11
Western capons, fancy, frozen	
" " small, frozen	
Squabs—	Per doz.
Prime, large, ancy	4.00
Mixed	2.50–3.50
Dark	1.00–1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.14 –.15
Large Springers	.15 –.16
Fowls	.14 –.15
Roosters	.10 –.11
Ducks	.12 –.13

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

—46—

SAUER KRAUT.

Extra Quality Long cut, 50-gal. tierces	7 15
Extra Quality Long Cut, 15 gals., kegs	2.60
Compass, No. 3, cans, 2 doz	.82½

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ¼ lb..per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ½ " "	8.50
P. P. Sauce, 2 doz., No. 1 "	1.50
Atmore's Genuine English Plum Pudding—Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ½ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 2, stone crocks	1.30
No. 32, jars	.98
No. 5, toy pails	2.60
American, pure apple, tumblers, assorted slices	.90
American, assorted, uncolored, No. 10, tumblers	.90
Schimmel's, No. 10, tumblers	.81½
National, No. 10, tumblers	.72½
National, No. 6, tumblers	.52
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.12¼
National, 30-lb. pails	.07¾
Southwark, 30-lb. pails	.05½
Southwark, 4½-lb. toy pails, ½ doz	3.80
Fruit Butters—	Per doz.
Apple, No. 2, stone crocks.	1.50
Apple, No. 32, jars	.98
Apple, Southwark, No. 3, tins	.98
Apple, No. 5, toy pails	2.60
Apple, 30-lb. pails ...per pail	1.05
Apple, 20-lb. crocks ...per lb.	.07¼
Apple, Schimmel's, 30-lb. pails ...per lb.	.05¾
Peach, Plum, National, 30-lb. pails ...per lb.	.06¾
Prune, 30-lb. pails ...per lb.	.06¾
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.50
Southwark, assorted, No. 16, jars	.90
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.50
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

—47—

	Per Doz
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, "	4.60
Raspberries, "	4.60
Apricots, " peeled	4.85
Pineapple, "	4.60

DRUGS.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.		2.40
" " " ½-lb., " "		2.60
" " " ¼-lb., " "		2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.09
" Lump, bulk	"	.09
Butter Color, W. & R.	per doz.	2.00
Bluestone, bulk	per lb.	.09
Copperas	per lb	.01¾
Camphor, gum, 1-oz. blocks	"	1.40
" Flakes, bbls	"	.02¼
" " less quantity	"	.02¾
" Tar Balls, bbls., 250 lbs.	"	.02½
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Chill Tonic	per doz	3.60
Epsom Salts	per lb.	.01½
" Bee Brand, ¼-lb. carton, per doz.		.30
" " ½-lb. " "		.40

—48—

Glauber Salts	per lb.		.o
Glue	"		.1
Goff's Cough Syrup, 25c. size	per doz.		1.7
Goff's Herb Bitters, 25c. size	"		1.7
Goff's Oil Liniment, 25c. size	"		1.7
Goff's Sarsaparilla, 50c. size	per doz.		3.5
Goff's Worm Syrup, 15c. size	"		1.2
Goff's Horse and Cattle Pwd., 15c. size	"		1.2
Goff's Dyspepsia Tablets, 10c. size	"		.7
Gum Arabic	per lb.		.5
Haarlem Oil	per doz.		.3
Licorice, P. & S., 5c. stick, Imported	"		.3
" M. & R., 5-lb. boxes	per lb.		.8
" " Lozenges, 5-lb. boxes,	"		.8
" Y. & S., " 5-lb. glass front,	"		
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"		.8
" Root	"		.1
Putty, 25-lb. cans	per 100 lbs.		1.6
" 50-lb. cans	"		1.5
Petroleum Jelly, screw top, 5-c. size	"		.3
" " 10.c. "	"		.7
Paris Green, 100-125-lb. kegs	per lb.		2
" ¼-lb. packages	"		.3
" ½-lb. "	"		.3
" 1-lb. "	"		.3
Jamaica Ginger, Hires', flasks	per doz.		.9
Sewing Machine Oil, 3 oz.	"		3
Rosin	per lb.		.0
Saltpetre, crystal, barrels, about 350 lbs.	"		.0
" granulated, kegs, " 100 "	"		0
Sulphur, Flour, 175-lb. barrels	per 100 lbs.		2.4
" 100-lb. bags			2.2
" less quantity			.0
Squills, Syrup, 1 oz.	per doz.		.3
Syrup of Figs	per doz.		2.0
Venetian Red	per lb.		.0
Whiting	"		0
		1 oz.	8 o
Glycerine	per doz.	.37	.6
Landanum	"	.45	.8
Paregoric	"	.35	.6
Peppermint	per doz.	.40	.5
Sweet Spirits Nitre	"	.40	.7
Sweet Oil	per doz.	.30	.4
Turpentine	"	.36	.4
Husband's Magnesia	per doz.		2.8
Bull's Cough Syrup	"		1.9
Roach Powder, Omega, 4-oz. cans			.8
" "	per gross		9.0

	Per Doz.	Per Gr
Roachsault, large	4.00	45.0
" medium	2.00	22.5
" small	.80	9.0

Iron Gine, McCormick & Co's:—	
No. 5	.4
No. 10	.7
Tube V	.4

	Per c
McCormick & Co., Bee Brand—	
Insect Powder	.8
Root Beer	.8
Talcum Powder	.8
Triangular Quinine	.8
Quinine Capsules	.7

YOU SEE IT COMING

FILLING A GLASS LAMP FONT is a very simple operation because the surface of the contents ***is seen*** rising toward the top. ***Carelessness*** is the ***only excuse*** for pouring in ***too much*** and going ***beyond*** the capacity.

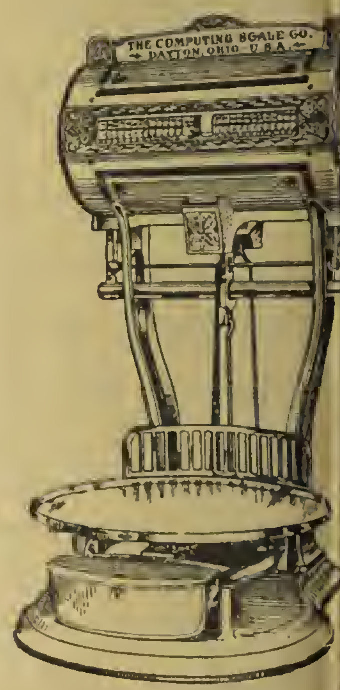
A METAL FONT is not so easily filled because you can ***only guess*** how much is in it. ***Experience*** may enable you to guess ***fairly close*** but ***absolute accuracy*** is ***Impossible.***

OLD STYLE SCALES present the same difficulties. No weight is shown until you have ***too much*** and the scale goes down. You must either ***take*** a ***little out*** or suffer a loss.

MONEYWEIGHT AUTOMATIC SCALES show at all times the weight on the scale and you pour on the goods until the ***correct weight*** or ***money value*** is indicated. This means a prevention of loss and a saving of money.

OLD STYLE scales ***prevent*** you from ***seeing*** their defects with the accompanying loss of merchandise and profit.

We ask the opportunity of showing you what it amounts to. The coupon will send our representative to you.



The new low platform No. 140 DAYTON Scale

Date..
Moneyweight Scale Co., 35 State St., Chicago.
Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.
This does not place me under obligation to purchase.
NAME..
STREET and NO...............................
TOWN..
STATE.......................................

Moneyweight Scale Co

The Computing Scale Company
MANUFACTURERS
DAYTON, OHIO.

35 State Street, Chicago

—49—

Reliable Brand—	10c. size.	25c. size.
Castoria, Dr. Pitcher		2.00
Castor Oil, tasteless	.80	2.00
Death-to-Pain	.80	2.00
Diarrhœa Cure	.80	2.00
Vermifuge	.80	2.00
Cough Cure	.80	2.00

. F. Young's Veterinary Remedies, wholesale prices— Per doz.

Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

cid Phosphate, Horsford's	per doz.	4.15
ath Brick, box 25 bricks	per box	.60
aling Wax	"	.03
lver Sand	per bbl.	1.25
ar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00

IcCormick & Co.—

Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

IcCormick & Co., Bee Brand— Per doz.

Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00

auer's Flavoring Extracts:—

No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen,	No. 25,	per doz.	2.00
" " " "	No. 2X,	"	.80
" " " "	No. X,	"	.45
" Lemon, " "	No. 25,	"	1.75
" " " "	No. 2X,	"	.80
" " " "	No. X,	"	.45

Ingersoll's Flavoring Extracts:—

High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.75
" Lemon	"	.75
" assorted	"	.75
" small size	"	.45
Vanilla	per gal.	11.00
Lemon, 1 oz	per doz.	.80
" 2 oz	"	1.50
" 4 oz	"	3.00
"	per gal.	7.00

Orange, Almond, Peppermint, Wintergreen and Jamaica Ginger same price as Lemon.

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

Draught Cider—	Per gal.
Corson's Champagne	.18
" Dry Hard	.18
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅜
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07¼
Fancy Head, 100-lb. bags	.06¼
Choice, 100-lb. bags	.05½
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05⅛

SALT.

WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS
TABLE SALT
PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz	doz.	.87½
Durkee's, large, 1 doz	per doz.	4.00
" small, 2 doz	"	2.40
Schimmel's, small, 2 doz	per doz.	.87½
My Wife's, large, 1 doz		2.30
My Wife's, small, 2 doz		1.45
Snider's Salad Dressing:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Luncheon, 3 doz	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.67½
Kegs, 150 lbs	per 100	.85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz		.77½
North of England Sauce, No. 8, doz		.77½
Chef Sauce, 2 doz., doz		.75
Snider's Chili Sauce:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

REFERENCES
Goldberg, Bowen & Co., San Francisco, Cal.
H. Jevene Co., Los Angeles, Cal.
Lutey Bros., Butte, Mont.
Colorado Supply Co., Pueblo, Col.
F. Dresser & Co., Portland, Ore.
Hennessy Mercantile Co., Butte, Mont.
Lion Grocery Co., El Paso, Texas

J. A. FLESCH & SON
Architects and Designers
Of Store Fixtures for Modern Grocery Stores
1010 and 1012 Chicago Opera House Block
112 CLARK STREET
CHICAGO
CORRESPONDENCE FOR PARTIAL OR COMPLETE OUTFITS SOLICITED
FLESCH'S PATENT COOLERS and COUNTERS
HENRY TROEMNER'S SCALES, BINS, CANS, etc.

REFERENCES
S. P. Nissen Co., Oak Park, Ill.
Simpson, Crawford Co., New York City
Henry Siegel Co., Boston, Mass.
Greenough Bros. Co., Spokane, Wash.
Chris Keller, Lancaster, Ohio
Louis Kunkel, San Antonio, Texas
John B. Watson, El Paso, Texas

—53—

SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.07½
Caraway............	.08	Mustard, Yellow..	.06½
Celery............	.10	Rape, per lb.........	.05½
Coriander, bleached	.05	Poppy, per lb.......	.10
Flax............		Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs..........	per keg	1.80
" bulk, 25-lb. boxes..........	per lb.	.02¼
" Babbitt's, ¼'s, 25-lb. boxes...	"	.04⅝
Arm & Hammer bd., ¼'s, 36 lbs..........	per lb	.05⅝
" " " lbs., 36 "	"	.04⅞
" " " ½, ¼, 36 lbs..........	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04⅞

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz..........	1.50
Hires' Root Beer, Carbonated, 2 doz..........	.87½
Hires' Ginger Ale, Carbonated, 2 doz..........	.87½
Welchs Grape Juice, case quarts, 1 doz..........	4.50
" " " pints, 2 doz..........	4.75
" " " ½-pints, 3 doz..........	4.25
" " " 3-ounce, 8 doz..........	6.00
" " " ½-gallons, 1 doz....	8.00
" " " gallons, 6 gal..........	7.50
5 per cent. discount on 5 case lots.	
Clicquot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz..........	2.10
Sarsaparilla, extra quality, pints, 2 doz..........	2.10
Blood Orange, extra quality, pints, 2 doz...	2.10
Birch Beer, extra quality, pints, 2 doz..........	2.10
Lemon Soda, extra quality, 2 doz..........	2.10
Root Beer, extra quality, pints, 2 doz..........	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross..........		2.50
Bon Ami, 10-cent size..........	¼ gross	2.50
Electro Silicon, 1 doz..........	per doz.	.72
Putz Liquid, large, 3 doz..........	per gross,	16.50
Putz Liquid, large, 3 doz..........	per doz.	1.45
Putz Liquid, small..........	per gross,	7.00
Putz Liquid, small..........	per doz.	.60
Putz Paste, large..........	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans..........	per gross	9.00
No. 1, half-pint cans..........	"	18.00
No. 2, pint cans..........	"	32.00
No. 3, quart cans..........	per doz.	4.50
No. 4, half-gallon cans..........	"	7.50
No. 5, gallon cans..........	"	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs.......... per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme..........	100	3.40
Acorn..........	120	2.70
Ark..........	100	1.72½
American..........	72	2.80
Bee..........	100	3.85
Best, Babbitt..........	100	3.70
Babbitt's New York City..........	60	2.95
Benzine-ated..........	100	4.10
Big Master..........	100	4.25
Brown..........	60	2.40
Borax, Dreydoppel..........	40	2.60
" Pearl, Yonng & Co..........	40	2.80
" Day & Frick, Novelty..........	40	2.80
" Handsome..........	69	3.10
" Eavenson, large..........	100	4.75
" " small..........	100	3.75
" Kirkman's..........	100	3.80
" Red Seal..........	100	4.00
" Swift's..........	100	4.00
Circus..........	100	3.50
Cotton Oil..........	100	5.80
Coal Oil Johnny..........	100	3.50
Cygnet..........	100	4.00
Dobbins' Electric..........	100	4.15
Dewey..........	100	2.15
Fairy..........	100	4.00
Fels-Naptha..........	100	4.00
Five-case lots freight prepaid..........	100	3.95
German Family..........	100	4.30
Good Morning..........	100	3.75
Glycerine Tar..........	100	3.75
Gloss..........	100	3.50
Grand Pa's..........	50	3.15
"	100	3.80
Ivory..........	100	7.00
"	100	4.00
Lenox..........	100	3.50
Life Buoy..........	50	2.00
"	100	4.00
Lautz's Naphtha..........	100	4.00
Magic Cleaner..........	100	3.00
Marseilles, laundry size..........	100	6.00
" 5-cent size..........	100	4.00
" toilet size..........	100	4.00
Mayer's..........	100	3.80
"	50	1.90
Miller's Naptha..........	100	3.75
Naphtha, Swift's..........	100	3.75
Naptha, P. & G..........	100	4.00
Octagon..........	100	3.90
Old Mill..........	100	3.30
Ozone..........	100	3.75

—55—

Oleine, Conway's..........	60	2.90
" Golden..........	60	2.55
" Eavenson's..........	60	2.50
" Hamilton's..........	60	2.50
" Kirk's..........	6c	2.30
" Philadelphia, 1 lb..........	60	2.90
" " 14 oz..........	60	2.65
" Pennsylvania..........	60	1.75
" Procter & Gamble..........	60	3.00
" Young's Best..........	60	2.80
Pride, Swift's..........	100	3.75
Polo..........	120	2.45
Quaker City, boxes..........	100	2.90
" tubs..........	150	4.50
Sunlight, oval..........	100	3.85
" twin bars..........	100	3.95
Santa Claus..........	100	3.10
Saratoga..........	120	2.70
Star..........	100	3.50
Sunny Monday..........	100	4.00
White Cloud..........	100	3.85
Wool Soap, large..........	100	6.75
Wool Soap, small..........	100	4.00

TOILET SOAPS.

Buttermilk Cosmo..........	gross	6.40
Buttermilk Cosmo..........	doz.	.60
Buttermilk, Swift's..........	gross	4.05
Castile, imported, Conti..........	lb.	.13½
Castile, Conti, original boxes..........	lb.	.11¾
Cutaneous, Dr. Raub's..........	doz.	.70
Elderflower, large cake..........	gross	4.40
Fleur-de-lis..........	gross	4.50
Fleur-de-lis..........	doz.	.45
Hearts and Flowers..........	gross	10.25
Maxine Elliot..........	gross	8.10
Oatmeal, 3 cakes in box..........	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box..........	lb.	.09
Turkish Bath..........	doz.	.40
Sweetheart, 50 cakes..........	box	1.75
Witch Hazel, 3 cakes, ½ gross..........	gross	3.25
Witch Hazel, Swift's..........	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars..........	1.24
Young's, 48 bars..........	1.80
Brooks' Crystal, 100 bars..........	3.70
Philadelphia Standard, 60 bars..........	.60
Sapolio, 36 bars..........	2.25
" Hand, 36 bars..........	2.25
Wrigley's, 100 bars..........	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars..........	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes..........	per box	2.70
" 6 oz., 100 packages..........	"	2.65
" 8-oz. packs..........	"	2.70

—56—

Soapine, 7 oz., 100 packs..........	2.37
" 12 " "	3.90
" 17 " 36 packs.......... per box	2.4
Babbitt's 1776 Powder, 100 6-oz..........	2.2
Finola, 100 packages..........	3.60
Gold Dust, Fairbank's, 100 12-oz. packages...	4.00
" " 24 4-lb. " ...	4.50
Naptha Borax, 100 packages, large..........	4.75
" 100 5-cent packages..........	3.75
Kirkoline, white, 24 4-lb. packs..........	3.30
Young's Pearl Borax, 60 1-lb. packages..........	3.60
Snow Boy Washing Powder, 24 4s..........	4.00
" " 50 2s..........	4.00
" " 100 1s..........	4.00
Nine O'clock Tea, 100 packages..........	3.15
I-V Washing Tablets, 3 doz.......... per doz.	43
Swift's Washing Powder, 100 1s..........	3.85
Swift's Washing Powder, 24 4s..........	3.8

SPECIALTIES.

Anker's Bouillion Capsules..........	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Ca
Pepper—			
Black, High Grade..........	18½	.19½	.21
Black, Low Grade..........	.14	.15	.17
White, High Grade..........	....	.32	.34
White, Low Grade..........	....	.23	.25
Cayenne, High Grade..........	....	.21	.23
Cayenne, Low Grade..........	....	16	.18
Cinnamon—			
High Grade..........	.22	.23	25
Low Grade..........	.13	.14	.16
Cloves—			
High Grade..........	.31	.32	.34
Low Grade..........	.24	.25	.26
Allspice—			
High Grade..........	.12½	.13½	.15
Ginger—			
High Grade..........	.25½	.26½	.28
Low Grade..........	.12	.13	.15
Mace—			
High Grade..........	....	.78	.80
Nutmegs—			
High Grade..........	....	.35	.37
Mustard—			
Yellow, High Grade..........	.19	.20	.22
Yellow, Low Grade..........	.14	.15	.17
Brown, High Grade..........	.14	.15	.17

		Per do
McCormick & Co., Bee Brand—		
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice..........	⅛ lb.	.40
	¼ lb.	.75
Banquet Brand—		
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice..........	⅛ lb.	.40
	¼ lb.	.75

WALKER STORE FIXTURES

—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

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We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

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PHILADELPHIA, PA.

Positively The Best Wagon Ever Built For the Grocery Trade

Strong, Easy-Running, Finest Steel Tires, Wheels Second-Growth Hickory

This wagon is exceedingly handsome and almost everlasting. There are more "J. M." wagons in use in Philadelphia than all other makes combined. We have a number of them ready for your name and colors.

Tell us your ideas of a wagon, we will send you a catalogue in which you will find something very much like it. If it isn't there, we will build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

olburn's Philadelpbia Mustard, D. S. F.:—	
5 cent tins, 2 and 4 doz. ....per doz.	.45
Dime size, 2 and 4 doz. .... "	.85
¼ lb. net, tins, 2 and 4 doz. .... "	1.00
½ " 2 doz. .... "	1.90
1 " 1 doz. .... "	3.70
6 lb. cans, full weight ....per lb.	.23
10 " " .... "	.22
oiman's Mustard, D. S. F.:—	
1-lb. tins ....per doz.	5.40
½-lb. tins .... "	2.70
¼-lb. tins .... "	1.45
⅛-lb. tins .... "	.90
18-lb. kegs	.43

MUSTARD—Prepared.

	Per doz.
ampbell's, jar, 2 doz.	.87½
ulden's, No. 6, with spoon, 2 doz.	.95
ulden's, No. 20, with spoon, 2 doz.	.88
ulden's Mustard and Horseradisb, 2 doz.	.85
eer Mug, fancy, large size, 2 doz.	.65
emonade Glass, tall, 2 doz.	.67½
orseradisb and Mustard, 8 oz., with spoon, 2 doz.	.90
ilk Jar, glass top, 2 doz.	.85
ater Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
epper, Black	.10
llspice	.06½
loves	.17
ace	.48
ntmegs, 80's	.24
" 110's	.17
innamon Bark, China	.13
" Canton	.12
" Java Tbin Quills, 5-lb. rolls	.30
" Saigon	.79
reen Ginger Root	.06
hole Mixed Spices, bulk, 6-lb. boxes	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages ....per case	1.80
Davis, 36 10-cent packages ....per case	2.70
Duryea's, 40-lb., 1-lb. packages	.06½
Niagara, 40-lb., 1-lb. "	.04⅝
Cream, 48-lb., 1-lb. "	3.45
Kingsford's, 40-lb., 1-lb. "	.06⅝

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03⅝
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅝
" Linen Gloss, 3-lb. cartons	.04⅝
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅝
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03⅝
" 1 lb. packages, 48 lbs	.04¾
" 3-lb. cartons, 48 lbs	.04⅜
" 6-lb. boxes	.05½
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages ....per package	.08
Starcb Polisb. 20 cakes ....per box	.50

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electic Paste, ⅛ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size ....per doz.	.87½
" " ....per gross	10.25
" small size ....per doz.	.70
Climax Enamel ¼ gro ....per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun ....per gro.	5.75
Sun Paste, 5-cent size .... "	4.50
" 10-cent size .... "	7.20

—59—

X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ½ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼ gross	2.25
Per box of ½ gross	4.50
Per gross	9.00

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round ....per pkge.	.04¾
Excelsior, 24 packs .... "	.05¾
McAllister, 36 packs .... "	.05¾
Rosensteins, 1lb. pkgs., 2 doz. ....per lb.	.05½
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz. ....per doz.	.35
Red, quarts, 3 doz. .... "	.70
Silver, pints, 3 doz. .... "	.35
" quarts, 3 doz. .... "	.70
Bath Brick, 25 bricks ....per box	.60
Toothpicks, Eureka, 100 boxes ....case	1.85
Toothpicks, Perfection, 2 doz. ....per doz.	.42½
Royal Glue, 1 doz. ....per doz.	.80
Paist's " 1 " .... "	.40
Carpet Tacks, Wooden Keg, ½ gross case, assorted, 6, 8, 10's ....per case	90
Carpet Tacks, Silver Steel, 4 oz. ....per doz.	.06½
6 oz. .... "	.07
8 oz. .... "	.07½
10 oz. .... "	.08½
12 oz. .... "	.09½
Matting Tacks—	
No. 10, steel ....per doz.	.09
No. 11, steel ....per doz.	.09½
No. 12, steel ....per doz.	.12
G. B. Weiss & Son—	
Sole Leatber, No. 1, .25; No. 2, .23; No. 3,	.21
Cut Sole Leather, cut into taps, 6 incbes bigb	1.50
5½ inches high	1.48
5 inches high	1.42
4½ inches high	1.25
4 inches high	1.18
3½ incbes bigb	1.05
3 inches bigb	.90
Fly Paper, Tanglefoot ....per case	
Fly Paper, Sticky, 10 cartons	2.20
Sticktite Fly Paper, 100 ....per case	3.00
Sticktite Fly Paper, 10 cartons ....per case	2.35
Wax, White and Yellow ....per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb. ....per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.	.80
Cleveland, extra fine cotton twine ....per lb.	.22
Orange Brand, fine cotton twine .... "	.20
Texas Medium, cotton twine .... "	.16
Cotton Candle Wick .... "	.20
Colored Twine, 8 balls to bx., lb. to bx. "	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches .... "	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches ....per lb.	.16
Best Jute Rope, 16 yds. to lb. .... "	.09
Best Jute Plow Line, 8 yds. to lb. .... "	.09
Jute Clotheslines, 90 ft. to hank ....per doz.	1.60
Jute Clotheslines, 108 ft to bank .... "	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 610	.52
Fancy, No. 626	.50
Strictly Choice, No. 615	.49
Strictly Choice, No. 628	.45
Strictly Prime, No. 627	.38
Good, No. 635	.29
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 101	.34
Fancy, No. 100	.32
Choice, No. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

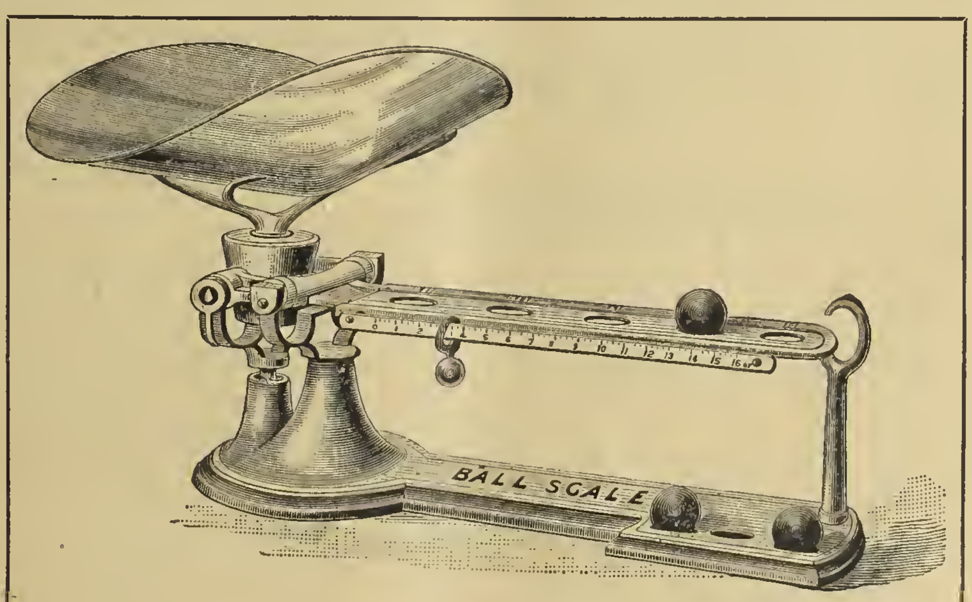
Three Star A, for confectionery	2.60
Five A, for confectionery	2.70

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—	
4 doz. in barrel ....per doz.	.92½
1 " case .... "	.95
Karo, 10 cent size, 2 doz. ....per doz.	.85
Karo, 25 cent size, 1 doz.	2.20

Losing Your Weights?

Get a Troemner No. 24 Ball Scale



Greatest Improvement in Rapid Weighing

Does away with weights absolutely. The balls are placed in the holes, thus weighing from one to fifteen pounds, with the sixteen ounces in fractions on the side beam, giving a total weighing capacity of sixteen pounds.

HENRY TROEMNER, 911 Arch St., Philadelphia, Pa., U. S. A.

—61—

Banner, in jars, compound	per doz.	1 00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	8.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00
Maplecane, 2 doz. 2½-lb. cans	per case	3.80

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ¼-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, 3 string, split handles	2.50
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.40
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118, Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide bead	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.65
O. G., 3 electric hoops	1.80
Clear, 2 hoop	1.60
Clear, 3 hoop	1.70
Electric Cedar, 2 hoop	2.35
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	1.55
3, Solid oval	1.75
5, Solid oval	2.20
1, Wire ends	1.30
2, Wire ends	1.50
3, Wire ends	1.70
5, Wire ends	
Picnic Plates, 8 inch	
Picnic Plates, 9 inch	

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	.90
Perfaction, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.35
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.33
Honest	.39
Polar Bear	.30
Ripple	.39
Sensation	.39
Wild Rose	.39
Brown-Holland Pipe Tobacco, 2½-lb. cartons, 2½-oz. packages	1.10

YEAST CAKES.

Compressed	per doz.	.18
Magic, 1½ doz. packages	per box,	.58
Yeast Foam, 1½ doz	per box	.58

The Rise and Fall of the "Food Fads"

are a part of the

"It's All in the Shreds"

"UPS AND DOWNS"

OF THE GROCERY BUSINESS

There are no "ups and downs" in SHREDDED WHEAT. It is always the same, always pure, always right, a steady seller—not a "fad," but a food. The sale of SHREDDED WHEAT BISCUIT and TRISCUIT for July were the largest in the history of the business. Did you sell your share?

If you can't "talk" Shredded Wheat get posted by sending for our booklet, "Shreds of Life," which tells all about the world's standard cereal food, and the wonderful factory in which it is made.

The Natural Food Company

NIAGARA FALLS, N. Y.

If 1000 Retailers in Philadelphia Recommended Us, Would YOU Believe in Us?

One of the hardest propositions which confront the retailer is to turn their bad debts into cash. Lots of them have tried different collection agencies, paid retaining or subscription fees and got no results; so it is hard to convince them that **any one** can help to bring the beats to book.

We show you how to **collect your own** accounts; nobody handles your money but **you.** We can give you the names of a thousand merchants in Philadelphia whom we have shown how to get money due them which had been charged off long before they heard of us.

It costs you nothing to find out what our plan is—can you afford **not to?**

The Consolidated Law Association, Inc.

1325 SOUTH FIFTY-EIGHTH ST., PHILADELPHIA, PA.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

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VOL. XLIV. PHILADELPHIA AND NEW YORK, SEPTEMBER 30, 1907. NO. 14

Contents.

PAGE

ennsylvania Food Department Decides Against Sulphured Fruits..... 8

lore Bad Syrup and Molasses Last Season Than for Years..... 8

ederal Government May Get After Pittsburg Produce Men..... 8

he New York Letter 9

utter Dealers Will Henceforth Go Free 11

ocal Meat License Act of 1907 Probably to Be Enforced Only Against Fresh Products 11

ditorial 12

The Pennsylvania Attack on Dried Fruits.
More Tabs on Dr. Wiley.
How a Druggist Adulterates.

arkin Soap Company Defies Anybody to Tax Its Canvassers..... 13

hese Chain Grocery Stores Will Yield 200 to 500 Per Cent. 14

ood Food Conditions in Indiana 14

wo-Minute Sermons for the Retail Grocer..... 15

he Grocery Markets 16

larket Notes..... 18

ondensed Milk Starts Its Advance 18

he Sclence of Advertlsing..... 19

he Stroller's Column (Contributed)..... 20
The Installment House Gall.

ays Stroller Was Right If His Motive Was Good..... 21

Heart-to-Heart Talks with Grocery Clerks..... 22

Window Dressing for Grocers..... 27

Millers Say They Cannot Help High Rolled Oats..... 28

Among the Trade 28

Correspondence 29

Pennsylvania News Items..... 30

Want Department..... 31

Baltimore Prices-Current. 33

New York Price-List..... 34

"Grocery World" Prices-Current..... 35

Index to Advertisements.

PAGE

"Advertising World"..... 28

American Butter Cutting Machine Co..... 20

American Slicing Machine Co., The..... 27

Anker's Boulllon Capsules..... 28

Arbuckle Bros..... 3

Atmore & Son..... 44

Baker Co., The Franklin.....Cover 1

Baltimore Manufacturers' Advertising Association..... 6

Barber & Perkins 10

Beardsley's Sons, J. W..... 5

Bell & Sons, Samuel..... 41

Bishop, R. W. 28

Brilliant Gas Lamp Co..... 42

Bower & Co., John..... 45

Bown Bros. 36

Bradstreet System, The 22

Brown & Co., P. F..... 3

Buchan's Soaps Corporation..... 4

Buckley, Elton J..... 8

Butler Brothers..... 29

Carter & Williams..... 32

Central Egg Carrier Company.....Cover 2

Corn Products Mfg. Co. 13

Cowan & Sons, H..... 36

Crescent Mfg. Co..... 16

Croft & Allen Co..... 38

Daetwyler & Co., R..... 32

Dilliard Remedy Co..... 32

Dixon Crucible Co., Jos..... 4

Durham Display Fixture Co. 15

Enterprise Mfg. Co. of Pa., The..... 43

Esterbrook Steel Pen Co., The.....Cover 4

Exton & Co., A..... 13

Fell Manufacturing Co., E. C. .....Cover 2

Fels & Co..... 22

PAGE

Fischer & Co., B. 11

Fleischmann's Yeast..... 32

Floto's Sons, George..... 50

Forbes, J P. 16

Franklin Sugar Refining Co..... 6

Freihofer Vienna Baking Company..... 21

Fromm & Co., F. H. 28

Fulton & Walker Co..... 48

German-American Coffee Co..... 3

Goff & Sons Co., S. B. .....Cover 1, 19

Gold Medal Flour..... 41

Grocers' Printing Co..... 28

Hagan & Co., Arthur..... 39

Harding & Co., E. E. 16

Hires Condensed Milk Co.....Cover 3

Hummel Mercantile Co..... 19

Indexed Coupon Books..... 16

Johnson, A. W..... 18

Kellogg & Sons, H..... 42

Knight Cooking Extract Co..... 21

Lamson Consolidated Store Service Co., 37

Lautz Bros. & Co..... 40

Levering Coffee Co., The 19

Loughery & Co., Jas. J. 3

Lowney Co., The Walter M..... 50

Lutz & Schramm Co..... 36

Manufacturers' Trade-Mark Association, 17

Maher's Veterinary Hospital, Dr...Cover 1

Martindale & Co., Thos..... 36

Mentor Cigarette Co. 39

Miller & England 39

Mince Meat 44

Morgan & Cornell..... 46

McCahan Sugar Refining Co., The W. J., Cover 3

McCanna & Fraser Co..... 4

McCaskey Register Co., The..... 38

PAGE

Paul Manufacturing Co. 47

Philadelphia Electric Co., The..... 41

Phillips & Co., F. H. 28

Porcela Co., The 5

Quaker City Preserve Co. 31

Rae's Lucca Oil..... 42

Ralston Purina Mills. 40

Rapid Motor Vehicle Co..... 45

Reeve, James Knapp 30

Ritter Conserve Co., Philip J..... 37

Royal Milling Co..... 41

Royal Specialty Co..... 28

Sauer Co., C. F.....Cover 4

Scott & Co., Inc., John .....Cover 4, 9

Sea Foam Baking Powder Co..... 5

Shafer Co., Jacob C. 19

Shane Bros. Co..... 16

Smith's Sons Co , John E. 20

Snider Preserve Co., The T. A..... 15

Stickney & Poor Spice Co. 22

St. Croix Co. .....Cover 3

Strasbaugh, Silver & Co. 20

Sulpho-Napthol Co., The..... 41

Swift & Co. 28

Toledo Computing Scale Co.....Cover 1

Tongue & Bros., R. E..... 30

Troemner, Henry..... 49

Union Mercantile Agency 27

Wagner Co., Martin..... 32

Walker Patent Pivoted Bin Co..... 48

Washburn-Crosby Co. 41

Weber & Loesch 20

Wells & Richardson 31

Whittemore, Bros. & Co.....Cover 2

Wilde, Carl 28

Wilde's Sons Co., Samuel.....Cover 2

Williams Bros. Co., The..... 47

Wrigley Mfg. Co..... 4

Young, P. D. F., W. F..... 31

Pennsylvania Food Department Decides Against Sulphured Fruits

Issues Rule 11, Which Says That Fruits Containing Sulphurous Acid Will Be Treated As Against the Law. Necessarily the Rule Applies to Molasses and Glucose. Federal Attitude Toward Sulphuring Seems Changing. Philadelphia Retail Grocers' Association Stops Sale of Dried Fruits at Once.

True to his promise, Dairy and Food Commissioner Foust, of Pennsylvania, has taken up the status of sulphured dried fruits during the past week, and seems to have decided it. Under date of September 25th, the following addition to the State rules and regulations was sent to the "Grocery World":—

Issued September 25, 1907.

PENNSYLVANIA DEPARTMENT OF AGRICULTURE.

Dairy and Food Division.

Supplement No. 2 to Rules and Regulations prepared by the Dairy and Food Commissioner of Pennsylvania, in pursuance of Section 3 of the Act of June 1, 1907.

RULE No. 11.—EVAPORATED FRUITS.

Rule 11. It should be understood by the trade and the public that Rule 2, specifically referring to meat and other articles of food, covers evaporated fruits, and that if said fruits contain any added substance or ingredient which is poisonous or injurious to health, such as sulphurous acid, the sale thereof will be treated as a violation of the law.

JAMES FOUST,
Dairy and Food Commissioner.

This seems definite enough at first reading, but when it is considered in the light of the department's attitude upon other food problems, it ceases to be definite to any adequate degree. The department has always affirmed benzoate of soda to be in violation of the law, yet it has never interfered with its use. In order to obtain specific and positive information as to what the department really intends to do, the "Grocery World" wired the Commissioner immediately upon receipt of Rule 11 as follows: "Does Rule 11 mean that you will positively prosecute dried fruits containing minimum sulphur?

The answer was as follows:—

Fruits which contain any added substance or ingredients which is poisonous or injurious to health, such as sulphurous acid, proceedings will be instituted.

JAMES FOUST.

Rule 2, referred to in the above, is again reproduced:—

> The use of boric acid, salicylic acid or sulphites in meats or other articles of food will be regarded as an adulteration, and treated accordingly. Any poisonous or deleterious preservative or colored matter applied externally which has been permitted to permeate or penetrate the meat or other food product, or any portion thereof, will be regarded as an adulteration.

In Rule 11 the Commissioner mentions nothing but dried fruits; nevertheless his ruling affects New Orleans molasses, all of the coming crop of which will contain sulphur, and it also affects glucose which contains sulphites. If sulphured dried fruits are illegal, so is sulphured molasses and all products containing sulphur or sulphites, and the Commissioner must enforce the law against them all.

Any attempt to enforce Rule 11 against all of the above universally sold products will doubtless raise quite a time.

Immediately upon receipt of a copy of the above rule the Philadelphia Retail Grocers' Association advised all of its members to discontinue the sale of all dried fruits. This was at once complied with by a very large number.

Decidedly apropos of the Pennsylvania Commissioner's attitude upon the sulphur question is a dispatch from California, where physicians in the Federal Government's employ are investigating the use of sulphur in fruits and the effect it has upon the human health. The dispatch is as follows:—

> According to the Fresno "Republican," Dr. Bigelow, the Federal expert, who has been making tests and experiments in various fruit-growing centres of California for several weeks, and is at present in Suisun experimenting with the sulphuring of fruits at the J. K. Armsby Company's packing house, has expressed himself to the California fruit growers in a way which leads them to believe that the ban on sulphuring fruit will be entirely removed.
>
> In company with Professor Jaffa, head of the chemistry department of the University of California, Dr. Bigelow has been looking over the sulphuring of the various kinds of fruit, and though he will not give out any information until his recommendations have been officially acted upon in Washington, he is known to have changed his views radically in reference to sulphuring. Observation at first hand and a thorough inspection of the fruit orchards and packing houses in all the important fruit centres of the State, with the result of the experiments made under Professor's Jaffa's instructions at the University laboratories, have changed his opinions, and when he returns to Washington to report to Secretary Wilson upon his observations in California his report will contain a recommendation that the sulphuring of fruits be allowed to continue.
>
> It is expected that supplementary to this recommendation will be one that the fruit men exercise more care in their methods.
>
> Chief Chemist Ralph Gould, who is now in charge of the government experiments being made by a corps of twenty assistant chemists in the many fruit-packing towns, is finishing up the tests on over 3,000 samples of sulphured fruit gathered from the field by his experts. These samples are being passed upon at the rate of about twenty-five a day, and the net result will soon be made known to the public.

More Bad Syrup and Molasses Last Season Than for Years.

Exclusion of Sulphur Shortens the Keeping Qualities of Both Products. Dealers Report More Fermented Syrup and Sour Molasses Than for Many Seasons. May Be Better This Season.

The 1906-7 syrup season is over and that of 1907-8 is about to begin. As the Washington authorities have decided that sulphur may be used in molasses for the present, it is expected that the coming season will be comparatively uneventful.

The season just over, however, has shown in a very marked degree the effect of the campaign against goods bleached with sulphur. Not in many years have dealers reported as much fermented syrup as last season. What is referred to now is compound syrup, and the unquestionable reason why so much of it fermented is that the glucose with which it was mixed contained no sulphur. The glucose refiners used sulphur primarily as a bleach; nevertheless it had a distinct preservative effect, and syrup mixed with sulphited glucose had much longer keeping qualities than syrup containing glucose that was not sulphited.

This condition is expected to cure itself at least to some extent during the coming season through the fact that the department now permits the use of 35-1,000 of 1 per cent. of sulphur, and the syrup mixers can now get sulphited glucose again if they want it.

The past season tells the same story for molasses. One large handler states that he has had more sour molasses during the past season than for the ten preceding years combined. This comes from the fact that although the Department of Agriculture decided several months ago that sulphur could still be used, many planters used little or none. The result was molasses that was neither up to the standard in color or keeping quality.

It is possible to prevent molasses from souring by high boiling, but that process hurts the color and reduces the price several cents per gallon.

Federal Government May Get After Pittsburg Produce Men.

Attorney-General Bonaparte Writes to Pittsburg Retailers That He Will Take the Matter Up If They Can Convict Wholesale Produce Dealers of Conspiracy.

Special correspondence of "Grocery World."

Pittsburg, Pa., Sept. 27, 1907.

In the last issue a statement was made that the associated retail grocers of Pittsburg, Pa., who are fighting the Wholesale Produce Dealers' Association of this city on the charge of illegitimately advancing the prices of fruits and produce, had appealed to President Roosevelt for relief. That the Federal Government may actually take a hand in the fight is made evident from the following letter received here during the week by Attorney-General Bonaparte:—

> Dear Sir:—I am duly in receipt of your letter of the 11th instant in reference to the suit against the Pittsburg Produce Trade Association. If you will submit to this department any facts and circumstances which indicates that the corporation referred to in your letter, or any of its officers or members, can be convicted of a violation of the Federal laws, such information will receive careful attention.

It is charged by the local suitors that the firms connected with the members of the Pittsburg Produce Trade Association aid it in raising the prices of foodstuffs in this city, and in all parts of the country, and assist in what is said to be a conspiracy to control the supply and demand for all produce, thus permitting trust operations to be made rampant and to allow the prices to be raised at will regardless of the crop conditions.

A. O. E.

ELTON J. BUCKLEY

Editor "Grocery World"

Attorney and Counsellor at Law

730-731 Drexel Building, Philadelphia, Pa.

Telephones { Bell, Lombard 1727 / Keystone, Race 746

COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

The New York Letter

rade Uneasy Over Prices. Retailers Not Always Getting Back Advances They Are Compelled to Pay. Exit Five-cent Extract. Oleo Men Take Heart. Red Peppers Not Spices or Marmalade Jelly.

ecial correspondence of "Grocery World."

New York, Sept. 27, 1907.

Questions of prices are worrying tailers as well as wholesale dealers an unusual extent. Large deal-s say that they cannot remember time when there were so many ements of uncertainty in the situ-ion. Several concerns which send it price catalogues and house or-ans at intervals are delaying the rrent issues because of the diffi-lty of placing prices on various nes of food on which quotations re readily given under ordinary rcumstances.

Some dealers have adopted the olicy of making no change in prices f the stock which they have on and and which was bought at old uotations, although they are rea-onably certain that for new stock ey will have to give more money.)ne reason for doing this is to get d of everything bearing old labels, bout which a question may be aised at any time. Even if the au-orities are satisfied with the labels is realized that the customers may ot be, as the public is much more articular than formerly.

On new stock the retailers are not etting, in many cases, the advance hich they are compelled to pay. n fact, it is said that the higher ost of materials and production in uite a number of lines has been istributed among the various hand-ers, from the packer to the retailer, vithout adding anything to what he public pays. The prediction is nade in some quarters that a some-vhat higher level of the prices harged the public is certain to ome, especially in various kinds of anned vegetables and fruit, flavor-ng extracts, spices and cereals.

* * *

An immediate effect of the pure ood law has been the practical limination of the 5-cent bottles of lavoring extracts, about which there ad been much complaint on the art of many people in the trade. While the cheaper trade has been ffected, no difference has been nade in the retail price of the bet-er grades of extracts. In stores n which the very cheap grades were ot sold there has been no change. Some say that if the cost of the raw materials remains as high as at present it will become necessary to get higher prices all around.

The popular prices of package goods in this city have run in 10, 15 and 20 cents, and the talk is of making advances so that 10-cent packages, in some instances, shall bring 25 cents for two, with corresponding increases of price on the larger sizes. The manufacturers are confronted with the higher cost of many kinds of material and labor, so that they must either reduce the size of the packages or get such high prices as will oblige the retailer in his turn to ask more from the consumer.

* * *

As was expected, the Consolidated Milk Exchange, at its meeting Wednesday, agreed to pay the producers ½ cent advance per quart, making the price $1.91 for a 40-quart can, inside the 26-cent freight zone. The members of the exchange hope that their action will increase the offerings of milk, which the producers have been sending in larger quantities than usual to the creameries and cheese factories, and thus restore to the normal the supplies, which of late have been scarcely sufficient for the needs of the city.

One of the large milk companies this week advanced the retail price of milk delivered in bottles from 8 to 9 cents a quart. This company gets 10 cents for pasteurized milk and 15 cents for milk certified by the Board of Health to be pure and fresh. Other companies have not advanced their prices of 8 cents for ordinary and 10 cents for certified milk.

Naturally the indications that a general advance in the price of milk is coming have aroused talk among those who try to ascribe everything unpleasant to the operations of one or another trust. According to their point of view, the company which has put up its prices first is merely feeling the sentiment of the people to see if they will stand higher prices, and this company was selected for the test because it has the trade of the class of people who

STATE HOUSE

CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

can afford to pay top notch prices. It is further said that the large receivers who are members of the exchange and the producers have been for a long time preparing to put up the prices at the first favorable opportunity. All this is, of course, denied by the milk people. The average of the daily receipts of milk so far this year has been 39,683 cans, each of 40 quarts, and this is said to be somewhat below the average of last year for the corresponding period.

* * *

Austin, Nichols & Co. were overruled Tuesday by the Board of United States General Appraisers in a case involving the status of red peppers or pimentos, preserved in liquid and imported in cans, for which free entry was asked. The Board declared in an opinion that the peppers are not naturally ground or used in a ground condition and are not spices, and so did not come under the description of pimentos unground, which are free.

* * *

Oleomargarine interests are encouraged by the high price of butter to begin a new campaign to get rid of the special tax of 10 cents a pound on the product, and it is said to be quite certain that a vigorous effort will be made to get the necessary legislation at the coming session of Congress. The argument to be used is that the product is a wholesome food and that if it were relieved of the special tax it would check the creameries from putting up prices as at present. The plan to be advocated is to have a law to prohibit coloring so that oleomargarine will not be fraudulently sold as butter, but will be sold for just what it is.

Notice has been received at the New York Mercantile Exchange from Washington that butter having more than 16 per cent. of moisture will be considered as adulterated or process butter and will be subject to the special tax. This must be paid by the receiver in the city if he buys outright, but if he receives the butter on consignment the tax will be placed on the creamery.

* * *

The difference between marmalade and jelly was pointed out by the Board in a case brought by Bogle & Scott, who imported a quantity of orange marmalade on which a duty was assessed of 1 cent a pound in addition to an ad valorem duty of 35 per cent. If the article were jelly the ad valorem duty only would be collected and 1 cent a pound would be saved to the importers. It was found by the Board that the marmalade was made of bitter orange juice, with ground skin and pulp, and with sugar added. A jelly, it was pointed out, is made by cooking the juice of fruit with sugar. Accordingly the importers were required to pay the higher duty. Similarly it was held that berry jams are not jelly.

* * *

The fall meeting of the Executive Board of the New York State Association of Retail Grocers will be held Tuesday, October 8th, in the rooms of the United Retail Grocers' Association of Brooklyn. The principal subject to be discussed, it is understood, is the plan for extending and building up the State society in various cities by keeping an organizer in the field, the expenses to be met by asking all members to contribute $1 or more each. Quite a number of contributions have been received since the State convention, when the plan was approved, but the response has not yet been at all general.

It is also possible that legislative and other subjects will be considered. The State Legislature will be in session again after the coming holidays and the grocers will make a fight for laws in which they are interested.

* * *

Fire early Monday morning destroyed the three upper floors of the building at Beach and Washington streets, occupied by De Groff & Son, wholesale grocers. The loss on building and stock was estimated at $200,000. The firm is conducting business without interruption, which shows enterprise and hustling qualities.

Damages to the stock of the Wm. H. Baker Chocolate Co., in its factory 49 Clymer street, Brooklyn, was caused by a fire last Saturday, and the loss was estimated at $5,000. A large quantity of cocoa beans was burned.

* * *

Secretary A. H. Beckmann, of the National Wholesale Grocers' Association, has returned from Chicago, where a meeting of the Executive Committee was held last

"WE ARE ON THE JOB"

Selling a very FULL and VARIED line of groceries at low prices for CASH

New Holland Herring, Melcher's	per keg,	$0.62
New Holland Herring, Mixed	per keg,	.56
Quaker Puffed Rice, fresh goods, just in, 36s	per case,	2.70
New Barataria Shrimps, Peerless Brand, Fancy, No. 1 cans, single cases, 2 doz.	per doz.,	1.12½
5 or 10-case lots	per doz.,	1.10
Niagara Laundry Starch, 50-lb. boxes	per lb.,	.03½
Black Jack Stove Polish, ¼-gross boxes	per gross,	6.90
Jersey Lily Brand, Absolutely Pure Lard, 55-lb. tubs, single tubs	per lb.,	.10
5 or 10-tub lots	per lb.,	.09⅞
Rogers' Fancy New 4-Crown Ondara Layer Valencia Raisins, 28-lb. boxes, single boxes	per lb.,	.08¼
5 or 10-box lots	per lb.,	.08⅛
These are positively new goods just in, and ready for immediate shipment.		
NEW Citron, positively finest quality, large, whole pieces, 10-lb. boxes	per lb.,	.17¾
25-lb. boxes	per lb.,	.17½
Silver Cow Brand Evaporated Milk, Family size, 4 dozen	per doz.,	3.25
Horseshoe Salmon, 1 lb., tall, 4 dozen	per doz.,	1.42½
Niagara Brand Fancy Red Alaska Salmon, 1 lb., tall, 4 dozen	per doz.,	1.32½
A. P. A. Brand Medium Red Alaska Salmon, 1 lb., tall cans, 4 dozen	per doz.,	1.17½
Pearl Tapioca, bags about 210 lbs	per lb.,	.04⅞
50-lb. lots	per lb.,	.05¼
NEW Barley No. 3, 100-lb. bags	per bag,	3.60
NEW Schumacher's Avena, barrels	per bbl,	7.10
NEW Oneida Rolled Oats	per bbl.,	6.90
NEW Sour Krout, Extra Quality, Long Cut, 50-gal. tierces	per tierce,	6.90
NEW Sour Krout, Extra Quality, Long Cut, 15-gal. kegs	per keg,	2.60

A full line of NEW packing California Lemon Cling and Yellow Free Peaches, in cans, at particularly low prices. Ask for quotations on same. If possible, call at our salesroom and make personal examination of the goods. We have great values in these goods this week.

These Prices for This Week Only—September 30th to October 5th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

week, at which he was re-elected. The next convention of the association will be held in Atlantic City next June.

FRED. A. MCGILL.

Butter Dealers Will Henceforth Go Free.

Dealers Who Innocently Handle Excessively Watered Butter Will No Longer Be Prosecuted by Internal Revenue Officials. Hereafter Will Be Regarded as Agents of the Creameries.

Wholesale and retail dealers in butter won a concession from the United States Government last week in reference to the rather extensive sales of butter adulterated with water.

Under the present law manufacturers of butter containing more than 16 per cent. of water are compelled to pay a license of $600 a year, as makers of adulterated butter, and to pay a tax of 10 cents a pound on the amount sold. Wholesalers of such adulterated butter are required to pay a license of $480 a year, and retailers $48 a year.

The Government has been particularly active of late in prosecuting butter loaded with water, and in every case the action has been laid against the dealer if the watered butter was found in his possession. Many cases of this kind have been brought in Chicago and New York. The dealers have vigorously resented the attempt to hold them responsible, on the ground that they bought their butter from the manufacturer and could not tell whether it was excessively watered or not.

In order to secure justice a delegation of butter dealers from all the large cities went to Washington last week and saw the Internal Revenue Commissioner. To him they told their grievance, and he made a ruling on the spot that hereafter he will regard the merchants as agents of the creameries, and bring his action against the latter. This ruling will of course not apply to cases where the dealer knew that he was buying watered stock.

Local Meat License Act of 1907 Probably to Be Enforced Only Against Fresh Products

Philadelphia Health Bureau Has Changed Its Attitude and Chief Now Strongly Intimates Doubt As to Legal Right to Enforce Act Against Collateral Products. Says Retailers Need Not Procure Licenses Until Further Notice.

There is much reason to believe that the Philadelphia Department of Health has changed its mind and will make no attempt to enforce the Philadelphia meat license law of April 26, 1907, against anything but fresh meats, fish, game, poultry and shellfish. It will be remembered that at a recent conference between Dr. Abbott, chief of the bureau, and Elton J. Buckley, Esq., representing certain trade interests, the chief was extremely positive in his assertions that the law applied to and would be enforced against minee-meat, dried beef and other provisions, canned meats, sausage and canned poultry, fish, etc.

Mr. Buckley took the view that the statute had no application except to fresh products, and at the suggestion of Dr. Abbott filed a brief of argument in support of that contention. Another conference between the chief and the attorney was held on Wednesday of the past week, and at this Dr. Abbott showed a decided change of attitude. He stated that while the department had not definitely decided what to do in the matter at issue, it had still occurred to him that if the application of the act as he had originally intended would involve the procuring of a license by every grocer in Philadelphia (which it unquestionably would) he was doubtful as to his legal right to go so far.

The chief's strong intimation was that the department would probably make no effort to enforce the law against anything but fresh products. He stated definitely at the close of the conference that until further notice a retail grocer need not procure a license for handling mince-meat, dried beef, canned meats, provisions, canned poultry or canned fish.

The Hotel Patrons' Demand

A coffee that satisfies on a hotel table is a good coffee and will stand up under any test you can give it.

That's because hotel patrons are supercritical. They expect more than they get at home; in fact they expect perfection.

Hotel Astor Coffee is the year-in-and-year-out brand of some of the most exclusive hotels in New York City. They never think of buying anything else — they wouldn't dream of it.

The success of this coffee under this exacting test is really the reason that led us to push it through the grocery trade. We have a plan to increase your high-grade coffee trade. May we tell you about it? A postal request is enough.

B. Fischer & Co.

190 Franklin Street
NEW YORK

31 South Front Street
PHILADELPHIA

Grocery World

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The Pennsylvania Attack on Dried Fruits.

Nothing more revolutionary has ever threatened the grocery trade of Pennsylvania than Rule 11, just issued by Dairy and Food Commissioner Foust, which decides that dried fruits bleached with sulphur will be considered in violation of the law. Former Commissioner Warren's attack upon sulphited glucose was a heavy campaign, but the brunt of that fell upon the confectionery trade. If Rule 11 is susceptible of legal enforcement every wholesale and retail grocer in Pennsylvania, probably numbering more than 15,000, will be amenable to prosecution. Not only for selling dried fruits, but as well for selling New Orleans molasses, every gallon of which will this year be bleached with sulphur. For while Rule 11 ostensibly covers dried fruits only, it necessarily covers all other foods containing sulphur, which molasses does.

It would seem as if the revolutionary character of his contemplated campaign would inspire Commissioner Foust to hesitate a long while before attacking a product which has been staple and standard for years, which has never caused illness so far as is known, and which is permitted to be sold by the Federal Government under a law identical with the State law in the wording of its applicable part. However, he seems to have resolved to go ahead, and the sooner the better. The campaign will doubtless seriously disorganize the trade, but there is this compensation—out of it the truth will come, and the trade will no longer be at the mercy of rules and regulations. The "Grocery World's" opinion is that the Commissioner cannot win his case, first, because sulphured fruits are protected under the Federal regulations, and second, because the percentage of sulphur they contain does not render them injurious to health. We admit that there are many dried fruits on the market which contain much more than the Federal minimum of 35-1,000 of 1 per cent. The legal status of these is much less certain.

A word as to the way the Commissioner's cases are to be brought. There are two courses open to him: The first is to order inspectors to bring cases all over the State, after the manner of the recent glucose campaign. This course will congest the courts with petty cases, terrorize hundreds of dealers into paying their penalties in order to escape trouble, and generally upset and stampede the trade. The other course is to quietly and amicably bring one test case. The only advantage to the department which the first plan has over the second is that it will yield a lot of fines. As a means to the end of deciding the issue it is much inferior to the test case, because of the possibility of conflicting proceedings and conflicting decisions. And since Commissioner Foust has repeatedly declared that the collection of fines was not his object, and since he has also asserted that his desire was not to oppress the trade, the "Grocery World" does not expect him to adopt that course. A test case should be brought at once.

More Tabs on Dr. Wiley.

Some other people are about to try and prove Dr. Wiley wrong in his sweeping reflections upon the use of preservatives in food. The University of Illinois, backed by the American Meat Packers' Association, will hold a series of experiments to see whether the use of saltpeter for curing meats is as harmful as Dr. Wiley says it is. It will be remembered that saltpeter has been used to cure meats for many years, and its use has always been specifically permitted together with salt, wood smoke and vinegar, these being known as the "condimental preservatives."

If the saltpeter people have the same results as the Louisiana molasses people, Dr. Wiley will hardly have a leg to stand on. As recently published, chemists employed by the molasses interests found that negroes fed on sulphured molasses actually grew fat on it. Not an iota of harm was found; in fact the result was actual benefit. The chance is that the saltpeter experiments will bring a similar disclosure. Dr. Wiley has been so extremely radical in his statements that men who know now look on everything he says as "important if true." Formerly Dr. Wiley's conclusions were accepted at once, sometimes unwillingly, but still accepted. To-day those interested investigate almost everything he says before giving it credence.

How a Druggist Adulterates.

The "Grocery World" has many times contended that the code of adulteration laws was grossly unfair in devoting about four times as much attention to the adulteration of food as to the adulteration of drugs. Take the case of the man who mixes ground olive stones with pepper. It is undeniable that he has committed a fraud and should be commensurately punished. But, after all, he has not harmed anybody very much, and 99 per cent. of all food adulteration, though frauds and wholly without excuse, are still practically harmless.

Consider in contrast thefollowing instances of drug adulteration unearthed by the Food Department of New York City:—

Of ten prescriptions calling for 15 grains of antipyrin, three contained less than 13 grains, one 16 grains, and none the right amount.

Of four prescriptions calling for 5-grain capsules of cinchonine, one contained but 2 grains, three but 2½ grains.

Of four other prescriptions calling for cinchonine in 5-grain capsules, two were short weight, one extra weight and one substitute 1.85 grain of quinine.

Of seventy prescriptions calling for 5-grain powders of phenacetin, four had 2 to 3 grains; fifteen 3 to 4 grains thirty-two less than amount called for; eighteen were overweight of this powerful drug, and one had acetandid, a dangerous drug, substituted.

Trephenin was substituted for phenacetin; fourteen out of eighty-five prescriptions for internal use were adulterated with wood alcohol. Tincture of iodine was found adulterated with wood alcohol, and paregoric contained no opium, its essential element.

Every one of the cases of adulteration here mentioned made a prescription less potent and destroyed to that extent the chance of the recovery of some patient, possibly from a fatal ailment. Can it be contended that there is any similarity between the offense of a man guilty of such things and that of a grocer who adulterates pepper? And yet in Pennsylvania and many other States there is a most comprehensive system of food laws, while there is not a single act which in any adequate degree governs the sophistication of drugs!

Does Saltpeter Hurt Meats?

The experiments to determine the effect on health and digestion of saltpeter used in curing meats and meat products, undertaken by the University of Illinois at the request and with the support of the American Meat Packers' Association, were actually put in operation last week at Urbana, Ill., the location of the University. The so-called "saltpeter squad" began its course of diet on both saltpeter-cured and non-cured meats, and the experiments will be continued for some months. These tests were undertaken as a result of the threatened prohibition by the Federal Government of the use of saltpeter in curing meats. Chief Chemist Wiley, of the Department of Agriculture, is also conducting experiments on this point, and it was desired to supplement these with investigations by the most eminent scientific authorities in a perfectly independent and unprejudiced manner. As a result a commission of scientists was chosen to supervise the tests.

Cranberries are seen in market, ruling at fair average prices for the season—$7 per barrel for Cape Cods, and $2 per crate for Jerseys. The demand is fair.

arkin Soap Company Defies Anybody to Tax Its Canvassers

iscusses Recent Pennsylvania Act Taxing Merchandise Brokers, and Says It Cannot Apply to Soap Canvassers, Most of Whom Are Doing an Interstate Commerce Business. Even Denies They Are Liable to Mercantile Tax.

ecial correspondence of "Grocery World."

Erie, Pa., Sept. 27, 1907.

"The municipal authorities of ottstown, Pa., according to a press ispatch, have stepped into the reach and are erecting barricades gainst soap premium mail-order ouses that must prove quite effect-e. They have passed a local ordi-ance which will compel Pottstown omen as well as men hereafter pay a $10 license for the privi-ge of soliciting orders for such oncerns."

The foreign clipping was ailed to our office without credit, nd may or may not be true.

Much interest is manifest in the lipping from the Harrisburg "Star ndependent" on the question of a icense tax for soap clubs. Elton J. Buckley, Esq., attorney for the Re-ail Merchants' Association of Pennsylvania, to whom the matter vas referred, says: "I am con-vinced, after a careful reading of he act and the examination of some uthorities, that the law does not pply to soap canvassers. The lat-er operate in two ways: In some ases they will take orders for full oxes, ordering same shipped direct o the buyer. This is interstate ommerce and cannot be interfered with by a State tax, regardless of the question whether the local seller is an agent or a broker. In other cases the canvasser will herself order from the manufacturer and upon receipt will parcel out to her various customers the portions purchased. In this case the essential feature of brokerage, i. e., acting for another, is lacking. The seller has sold for herself and could not be taxed either as a broker or factor, though she would be liable to a mercantile tax as a retail dealer. From no standpoint can soap canvassers be viewed as brokers in my judgment. At most, they are agents, precisely as a traveling salesman is an agent. 'A traveling salesman who exhibits samples of his employer's goods and takes orders from purchasers is not a broker, even though he be compensated for his services by commissions on the sales effected by him.'"

That the Larkin Co., of Buffalo, are alive to the situation is evidenced by the following extracts from a recent circular: "Should any one demand payment or any tax because you are a member of a Larkin club of ten or are delivering goods shipped you by us in response to an order, notify us at once, giving his name and all the facts. We will immediately take steps to protect your interest and our own.

"In every case where the goods are outside the State at the time the sale is negotiated and are shipped into it in response to an order, the transaction is one of interstate commerce. Interstate commerce is under the exclusive jurisdiction of the United States Congress, therefore neither your State nor local authorities can pass any law or ordinance interfering therewith.

"You cannot be compelled to pay a mercantile tax because of any connection you may have with a Larkin club of ten. Rumors have frequently been spread and newspaper articles printed in various sections of the State to the effect that soap clubs were to be taxed. Pay no attention to any of them nor to the law recently passed by the Pennsylvania State Legislature taxing merchandise brokers after January 1, 1908. We will guarantee to protect you against financial loss by reason of any demand made on you to pay any tax levied upon you merely because of your being in a Larkin club or because of your soliciting orders for Larkin goods for future delivery.

"United States Supreme Court says 'No.'

"The United States Supreme Court in the recent case of Caldwell vs. N. Caldwell vs. N. Caro., 187 U. S. 622, holds that the delivery to purchasers of goods shipped from outside the State, which goods have been previously sold to such purchasers by sample or catalogue, is an act of interstate commerce and no tax can be laid upon the agent

The Best Known and Known as the Best

The Most Widely Imitated Because the Most Widely Popular

It Makes a Poor Stew Better and a Good Stew Best

It was First, 1847
It is First in 1907

Because of its Purity, Crispness and flavor

It is the Most Perfect Oyster Cracker Ever Made

A. EXTON & CO.

TRENTON, N. J.

Karo

CORN SYRUP

"All" Jobbers

If you want to sell Syrup to-morrow as well as to-day you must sell Syrup that is regular and standard.

It must be standard in grade, else a poor lot to-morrow may undo the good work done by the good lot to-day.

It must be a standard in the sense of being a staple. You must always be able to get it and get it quickly and easily. "We expect some in to-morrow" is a fine ad. for your competitor who has some in to-day.

KARO CORN SYRUP is the straight product of corn—smooth, rich, delicious. Quality never varies a hair's breadth.

Packed at the factory in sterilized cans, 10 cents, 25 cents and 50 cents, and sold by ***all*** wholesale grocers.

Pays the retailer a better-than-usual profit.

Corn Products Manufacturing Co.

DAVENPORT IOWA

for the delivery of such outside goods. This is true even if the goods are not shipped from without the State direct to the purchasers, but are shipped to the agent who breaks the package and distributes the goods to the purchasers.

"Another recent case directly at point is Stockard vs. Morgan, 185 U. S. 27. The court held that 'parties who do business only for non-residents, that is, whose business is exclusively confined to soliciting orders as agents for non-resident parties, are not subject to a privilege tax for conducting such business. The fact that a broker, as such, can transact a local business as well as a business for non-residents, does not determine the matter, and if he confines himself to interstate business he can do so without becoming liable to the tax.' Quoting from another decision the court continued: Although it is said in the opinion of the State court herein that the thing taxed is the occupation of merchandise brokerage, and not the business of those employing the brokers, yet we have seen from the cases already cited that when the tax is applied to an individual within the State, selling the goods of his principal who is a non-resident of the State, it is in effect a tax upon interstate commerce and the fact is not in any wise altered by calling the tax one upon the occupation of the individual residing within the State while acting as the agent of a non-resident principal. The tax remains one upon interstate commerce under whatever name it may be designated."

Mr. Archie Billings, of Edinboro, has been appointed Deputy Food Inspector for Erie, Crawford and Mercer Counties. He visited this office on September 20th and repeated the declaration of Food Commissioner Foust that the department intends to give the retailer a square deal, which is all that any merchant expects.

A. M. Howes,
State Secretary

AGENTS WANTED

To Solicite Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as side line.

These Chain Grocery Stores Will Yield 200 to 500 Per Cent.

This Is the Modest Promise Made by the Promoters of the United Co-operative Grocery Stores Company of the Chain Grocery Stores They Expect to Establish.

In the New York correspondence of a recent issue of the "Grocery World" appeared the announcement of the incorporation of a new national chain-store concern called the United Co-operative Grocery Stores Co., whose intention seemed to be to establish a chain of retail grocery stores over the entire country.

Immediately following the incorporation the concern advertised for salesmen. Those who replied to the advertisement received the following letter:—

Dear Sir:—We are in receipt of your favor in reply to our advertisement for salesmen in every section of the country to sell the five-dollar shares of the capital stock of the United Co-Operative Grocery Stores Company.

This is designed to be the largest mercantile company on the globe, and we expect its capital stock will be more valuable, dollar for dollar, than the stock of any company now in existence.

Backing this enterprise are some of the most wealthy financiers in the country, so whether we sell any of the company's stock or not, the establishing of the stores will go right on and be vigorously pushed until we have the most extensive chain of stores in the known world.

We want a good salesman in every section of the United States to place a limited amount of the stock of this company, and we will pay a good liberal commission on sales.

Our stores will be conducted strictly on the co-operative principle, and this holding or parent company will retain the controlling interest in all stores established, and desires to make this company as nearly co-operative as possible, by securing investors for its stock in all parts of the country.

We wish particularly to impress upon the minds of those who may undertake the sale of this stock, the great difference between handling the stock of this company and the stock of the ordinary commercial and mining companies.

The percentage received on investments in ordinary commercial companies in which the element of risk is considered small, is usually very moderate, ranging in the most of cases from 6 to 12 per cent. per annum.

In mining companies, it is usually represented that the expected dividends will be enormous; in fact, out of sight, and in nine cases out of ten they remain so.

The elements of risk on investments in this company's stock is entirely eliminated, and it has behind it the positive earning power of from 200 per cent. to 500 per cent. annually on the entire capital stock of the company, so you can sell this stock with the honest conviction and positive assurance that besides earning a large commission, you are conferring a favor upon the investors that will be appreciated more and more as time rolls on.

For selling this company's stock we will allow you a commission of 20 per cent.

This stock is in five-dollar shares, so you get one dollar commission on each share of stock sold.

We pay commission on the shares sold—not on the free shares. The shares are sold at par, or face value, and when you have found a purchaser for any number of shares, from one up, fill out an application blank and send it to us, and we will immediately forward the stock properly executed to you personally, by express, C. O. D., for the amount of the sale, less your commission.

The investor pays to the express agent or to you the full amount of the sale, and you retain the amount of your commission out of it, or the agent retains it for you, sending us four dollars on each share sold, which will be the C. O. D amount.

Whatever number of prospectuses you think you will need, write us, and we will forward them by mail. They are not intended for general distribution, but only to those who are expected to invest or influence investments.

Yours for business,
United Co-operative Grocery
Stores Co.

With this came a second letter, which shows the proposed scope of the scheme:—

Dear Sir:—We herewith enclose our prospectus and other literature that will give you full information respecting the large mercantile company lately formed in New York to establish Co-operative Grocery stores throughout the United States, and will also answer the inquiries relative to the advertisements appearing a few days ago in various newspapers throughout the country inviting an inquiry into the statement that a few dollars would secure an ownership in this company and a substantrial income for life.

It makes every purchaser of goods financially interested in the success of the store in which they trade, and the more goods they buy, the greater will be their financial interest in its success.

By reason of this co-operative system, upon which every store will be conducted, this chain of stores will, without doubt, be the most profitable mercantile enterprise the world has ever seen.

This improved co-operative system that will unfailingly increase the patronage of any particular grocery, united with this line of stores, forms a combination whose earning power is beyond the conception of those engaged in the ordinary commercial or mercantile pursuits.

The management designs to continue the establishment of these stores until every town in the United States of over 3,000 population shall have been provided with one or more.

Therefore it is more than likely that nine-tenths of the investors in the shares of this company's stock will be favored with one of these stores in their own town or vicinity.

Come and join us, and by investing in a few shares of this stock you will receive a substantial income from the largest mercantile company on the globe.

A few shares will give you a large regular income that will continue to increase for all time to come.

Hoping to receive an application from you for a few shares of our stock, we remain,

Sincerely yours,
United Co-operative Grocery
Stores Co.

The value of the concern's calculations of immense profits can be learned from the following extract from the prospectus, in which it is stated that the average sales of a well located grocery store are $3,000 a week:—

The average sales of grocery stores that are well located and of fair size, doing business on the improved co-operative system, such as this company employs, are not expected to be less than $3,000 a week each.

On goods bought in large quantities and sold to a good class of people will yield an average gross profit of 20 per cent., and the operating expenses when doing the above mentioned amount of business, is about 12 per cent. of sales, leaving a net profit of 8 per cent. on all goods sold, making a weekly net profit from each store of $240, a yearly profit of $12,480, or more than 200 per cent. annual net income on the amount invested in the store property.

Good Food Conditions in Indiana.

Of Over Six Hundred Food Samples Examined, Nearly Five Hundred Were Pure. Butter Shows Worst Condition Owing to Heavy Oleo Business. Most Meats Pure.

The "Grocery World" is in receipt of a summary from the Indiana State Board of Health giving in a nutshell the results of examinations by State chemists into the purity of the food products sold within the State. From this report the "Grocery World" takes the following extracts:—

PREPARED MEATS.

But 10 of the 82 samples of meat examined have been adulterated. Sodium Sulfite is still used occasionally in the smaller towns. We believe, however, that the sale of meat-preservatives has been abandoned, and that butchers are no longer solicited to purchase expensive preparations warranted to keep meat without ice, and fresh and bright in color, indefinitely.

* * *

BUTTER.

Of 48 butter samples analyzed, 26 were adulterated and 22 pure, equivalent to an adulteration of 54 per cent. The showing is rendered unusually large by reason of the collection of a large number of so-called butters from the Indianapolis restaurants. There is little reason to believe that the butter manufactured by the dairy interests in Indiana is adulterated; but that there is an enormous amount of oleomargerine and renovated butter sold for butter cannot be disputed. Restaurant dealers have for years been selling colored oleomargerine for butter. At the present time this practice is be-

ing abandoned, and when oleo is served the customer is advised to that effect by large placards on the walls.

* * *

FOODS.

Six hundred and forty-nine samples of foods in all have been analyzed since the last report was made. Four hundred and seventy-three samples were pure and 176 adulterated, showing a percentage of adulteration of 27.10 per cent., an improvement over conditions of last year, although not so satisfactory a showing as the results reported in last report. It is to be understood that this ratio of adulteration does not indicate the true condition of all food products for sale in the State. The large bulk of foodstuffs is not subject to adulteration at all at the present time, and in taking samples for analysis, inspectors are always careful to purchase such articles as are most liable to be impure.

Native Labels on Our Exported Food Products.

Ameriean Consuls are eritieising the absenee of a Siamese and Chinese label on Ameriean goods. The food products sent to those eountries from Ameriea are equally innoeent of any attempt to explain themselves in the language of the eountry. This is a defect whieh manufaeturers would do well to remedy. Canned goods for those markets should bear the name of the maker and the contents in Russian, and as the Chinese eonsume a good share of them a label in their language should also be added. The necessity for a Russian label on meat produets is especially strong just now, first, because there is a vigorous foreign competition, and our French and German rivals have taken eare to put Russian labels on their goods, and, seeond, because there is a eertain prejudice against Ameriean meat products, and a label explaining that the package upon which it appears has been put up under Government supervision and that every ease exported bears a Government eertificate would tend to restore to us that part of the public's confidenee we have so unfortunately lost. As it is, the shopkeeper often finds that he ean make a larger profit on some foreign brand, and so offers it to the customer, who, being unable to read English, eontinues to believe the wild stories in regard to the impurities of our paeking methods which the dealer is too apt to enlarge upon, and aeeepts the brand offered him. Aside from this aspeet of the ease it is a well-known fact that a eustomer, particularly a Chinese, seeing two tins of meat side by side, will prefer that upon whieh he finds a label in his own tongue. There is also a tendeney to imitate American packages in these lines which might be overeome, at least in part, by the use of a Russian label.

Delaware grapes range from 16 to 18 eents per basket. Niagaras are 15 and Coneords 14. The heavy receipts are just about beginning.

Two-Minute Sermons for the Retail Grocer

XII.—Writing Letters for Customers.

Do you take eare of your customers letter writing?

A good many retailers even neglect writing their own letters, and nothing would be further from their mind than writing letters for their customers, but still that is a good way to inerease the volume of business.

You, who are not too lazy to write, just try the scheme for a while. The next time an inquiry is made for something you do not carry in stock and eannot make a price on, just suggest that you will write and find out all about it for the inquirer by the next time he is in. Then do the writing and watch results. You will find that you have half made that sale when the offer to find out about it is made. When you get the information, and go over it carefully with the inquirer, and know that he thoroughly understands it, you will find that you are better aequainted with him than you ever was before. He will feel the same about you also, and that is the kind of a feeling which gives you the preference whenever he wants anything in your line, especially when he already feels under obligation to you for that letter writing to start with.

Of course, there are exceptions to all rules, but most people are grateful to those who take disagreeable jobs, like letter writing, off their hands; and most salesmen, who are worthy of the title, can make a sale when the customer is right in the store and had a full description and price on goods he has already about decided to buy.

F. A. P.

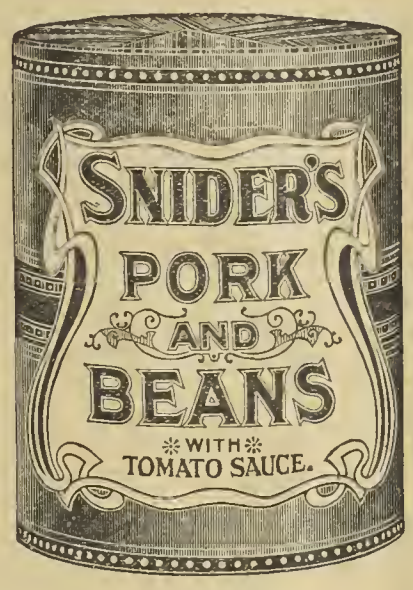
Special Offer to Retail Grocers

ON

SNIDER'S

PROCESS

Pork and Beans



Write our nearest office at once for information on this special offer

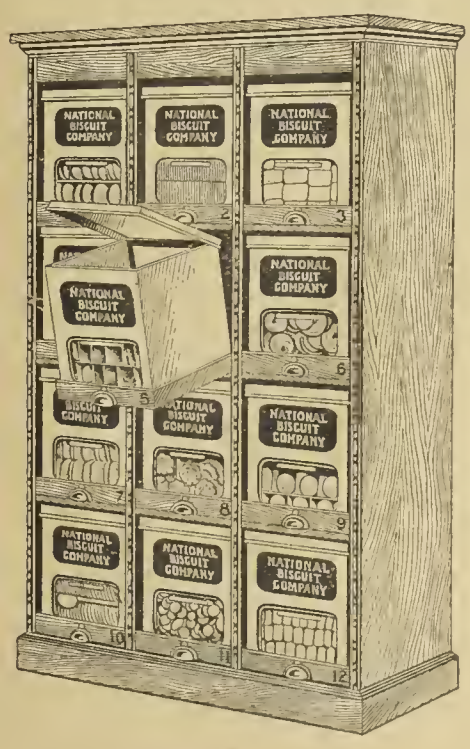
The T. A. Snider Preserve Co.

Makers of Snider Catsup CINCINNATI, OHIO

NEW YORK OFFICE
105 Hudson Street

BOSTON OFFICE
46 Clinton Street

How to Make Your Cake Trade Pay



The easiest, cheapest and simplest way to make your cake trade pay a decent profit is to put in a DURHAM DISPLAY CAKE CABINET.

This cabinet is the most useful store fixture ever introduced to the trade. It prevents your most serious losses—those caused by sampling and breakage.

The saving on these items alone will soon pay for the cabinet.

It is made of highly polished oak, in sizes to hold 12, 16, 20 and 24 cans of standard size. It is light in weight and so arranged that the cans rest upon elevated roller trays, easy to slide in and out, and as each can is numbered you save time and labor in taking and filling orders.

Send for full particulars and prices.

Durham Display Fixture Co.

RICHMOND, VA

MAPLEINE

THE BACKBONE

of business—is more business.

MAPLEINE

is the right prescription for your business. There are no two ways about it, Mapleine is in stronger demand than ever, and mail orders are coming in right from your section. The question is, do you want to take hold of a live wire and tell your customers you have it.

There is more in it than our "Say-so."

Send in the order to-day for a case

E. E. HARDING & CO., Agts., Philadelphia
CHAS. W. JACOBS & ALLISON, Agents, NEW YORK CITY
Manufactured only by
CRESCENT MFG. CO. - - SEATTLE, WASH.

HE DID NOT KNOW

although using them, the full value and merit of our

FORBES' INDEXED COUPON BOOKS

until he ran out of them. He says:

Please ship me 300 books ***. I never knew how much these books saved me until I ran out of them, and in the future I intend to urge the use of them wherever I can.

H. McNELLY, Washington, Pa.

All sizes. F. O. B. your nearest express office. Prompt shipments. Stop worry, book-keeping, forgotten charges, etc. Best for cash or credit. Many have used them for more than ten years. You need them and will want them. Ask us for samples.

J. P. FORBES, Forbes Building, Coshocton, Ohio

MILLBOURNE

AND

ONTOP

SPRING WHEAT

FLOUR

Wheat Washers and Additional Purifiers Now Being Installed

The improvement in quality will be gradual, at first; when the washers are fully installed and additional purifiers in operation, the improvement will be very pronounced. These flours will make friends more rapidly than heretofore.

MILLBOURNE MILLS
63d and Market Sts.

SHANE BROTHERS & WILSON CO.
Proprietors
672-686 Bourse Philadelphia

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

THE GROCERY MARKETS

Tea.

The tea market is in steady, healthy and unchanged condition. The sales of the week have been fair, and have included the general line. The week has brought no change in prices in any grade. There seems to be almost a total absence of speculation, all sales being for actual current wants. This puts the market on a basis where traders know what they are doing, and is more satisfactory to everybody.

Coffee.

The market for Rio and Santos coffee has remained practically unchanged during the week, showing slight fluctuations, but no particular strength. The undertone is still weak by reason of excessive supply, and the demand perfunctory. Mild grades are unchanged, steady and quiet. Java and Mocha steady and unchanged.

Sugar.

The sugar market shows no change for the week. Raws have been quoted slightly stronger in Europe, the market there being still sensitive to growing crop conditions. Refined sugar is unchanged also, and there will probably be no change unless raws show some radical movement. The demand for refined sugar has fallen off somewhat.

Syrup and Molasses.

Syrup and molasses remain unchanged for the week. Glucose rules at unchanged prices. Compound syrup has taken a small impetus since the advent of cooler weather, and the demand at this writing is very fair. Prices are unchanged. Sugar syrup shows no further change in price for the week, but is still in good demand. Molasses is quiet and unchanged. The new crop season in Louisiana will begin in a few weeks, and all prospects point to a large crop.

Fish.

The only notable feature of the fish market is the extreme scarcity and high price of mackerel. At this writing shore mackerel seem to be the most plentiful grade, but even they are very scarce. Nothing whatever is offered in new Irish fish. Some old are offered at $16 in a large way, this being the price which last week would obtain new fat fish. New fat Norways are now offered, but the supply is very light and the price $6 to $7 per barrel above last year's opening. The present quotation is $19 to $20 for Norway 4s, $23 to $24 for 3s, and $30 for 2s. No 1s are offered. Even at these high prices everything available is eagerly snapped up. Sardines are unchanged, both foreign and domestic. On both the market is firm. Salmon is quiet and steady to firm. Cod, hake and haddock have not yet begun their usual fall demand, but will soon if the cool weather continues.

Canned Goods.

So far as can be learned, the cold and wet weather of the past week has not affected the tomato crop in any material way. There has been no killing frost up to this writing, and the packing is still proceeding. The nominal price for new and old goods alike is still 85 cents, though the West has bought some as high as 87½ cents, and some sales on the other hand are reported as low as 82½ cents. The latter, however, lacks authenticity. It is certain that the tomato situation is still strong

and will continue to be unless frost holds off an abnormally long time. Corn, however, was damaged by the weather, though the market has not been affected up to this time. The general feeling on corn seems to be bullish, but the key to the situation is the available stock of old corn, which cannot be safely estimated at this time. Peas are strong for the lower grades and steady for the better. The demand is keen for the former and fair for the latter. Apples are unchanged and firm on spot. No future price has come out up to the present time. There is some slight reaction from the extremely bullish talk of the last few weeks. Some authorities who have looked into the situation pretty carefully in the last few days say that the crop in New York State is larger than most people think. Peaches are unchanged. There has been a fair crop and pack in New York State, and sales have been made during the week on a basis of 25 to 50 cents (gallons) below the opening price on Wisconsin brands. The Baltimore line is unchanged and in light demand. California canned goods are still short and broken; price unchanged.

Dried Fruits.

Spot prunes are very unsettled. Some are offering a little below the market, while some holders are asking more than the market. The market undertone, however, is strong. Old prunes are now obtainable at about 1 cent per pound below the price of new. The demand for prunes is light. Peaches are unchanged, but the trade are uneasy over the position of the fruit in Pennsylvania, and the demand is light. Prices are still maintained. Currants are scarce on spot, and the market is firm on that account. Abroad the market is stronger for crop reasons. No new California raisins are here yet, but some new imported Valencias have arrived and sold readily at 7¾ cents in a large way. Later the price advanced to 8 cents. For later shipment prices are quoted as low as 7 cents. Valencias are going to be an important factor in the raisin market this year. The California raisin situation is unchanged, present prices being about 1 cent above the opening. Apples are firm and in fair demand. Apricots are unchanged and quiet.

Beans and Peas.

Pea beans show another sharp advance and now rule at $2.15 to $2.20. Unfavorable weather in growing districts is responsible. Marrows have advanced to $2.40 for the same reason. The consumptive demand is good. California limas are higher both on the coast and in secondary markets. Split peas show no change, but the market is firm, and in yellows there is likely to be an advance, probably to $7 per barrel. Green and Scotch peas are scarce and high.

Butter.

The butter market is very firm at the recent advance. There is an active demand for all grades for consumption. The make of butter is below normal for the season, and with a good demand the market will continue healthy. At present prices fancy butter can be withdrawn from storage, and while that lasts there will probably be no radical change.

Eggs.

Owing to the scarcity of fresh eggs the market has advanced 1 cent per dozen during the past week. There is a very good consumptive demand, both for fancy fresh eggs and fancy storage. The market is in a very healthy condition, and no special change seems in sight for the next few days.

Cheese.

The cheese market continues firm. The make of cheese is considerably smaller than usual, and prices are ruling from 10 to 15 cents higher than normal on all grades. The consumptive and speculative demand are very good, and the market is firm at present prices. No change is looked for during the coming week.

Provisions.

The market on everything in the smoked meat line has remained stationary during the past week. Pickled meats have about settled down to the present basis. Stocks are reasonably satisfactory and the demand is seasonable. No change in price is looked for during the next few days. Pure lard is firm at an advance of ¼ cent, while compound lard shows an advance of ⅛ cent. The advance in pure lard is due entirely to increased demand, while the advance in compound is due to the short supply of raw material as well as a better demand. Barrel pork, dried beef and canned meats are firm at unchanged prices and in seasonable demand.

Produce.

White potatoes, 35 cents per basket, demand fair to good; sweets, 45 to 50 cents per basket; culls, 20

to 25 cents per basket, good demand; eggplants, 20 to 25 cents per basket, demand fair to good; cabbage, 15 to 25 cents per basket; savoy, $1.25 per barrel; red, $1.25 to $1.50 per barrel, demand fair; squash, 20 cents per basket, demand fair; cucumbers, 60 cents per basket, demand fair; turnips, 20 to 25 cents per basket, demand fair; string beans, yellow, 25 to 30 cents per basket; green, 20 to 25 cents, demand fair; corn, 30 to 40 cents per basket, 75 cents to $1 per 100, demand good; carrots, $2.50 per barrel, demand good; peppers, green, 20 cents; red, 35 cents; cayennes, 40 to 50 cents per basket, demand fair to good; lima beans, flat, 35 cents per basket; improved, 50 to 55 cents; shelled, 10 cents per quart, good demand; yellow onions, 70 cents per bushel, 40 cents per basket; white, 60 cents per basket, $1 per bushel, fair to good demand; pickling onions, yellow, 65 cents per basket; white, 90 cents per basket, demand fair; radishes, $1 per 100, demand fair; tomatoes, 15 to 20 cents per basket, demand good; beets, $1.50 to $2 per 100, demand fair; horseradish, 10 to 15 cents per bunch, demand good; salad, $1.25 to $1.50 per barrel, demand good; celery, York State, 25 to 35 cents per bunch, demand fair.

Green Fruit.

Apples, 40 to 50 cents per basket; pineapples, $4.50 to $7 per box, demand good; bananas, firsts, $1.25 to $2 per bunch; 8-hands, 75 cents to $1.25; 7-hands, 65 to 85 cents; 6-hands, 40 to 60 cents, quality and demand poor; California oranges, $5 to $6 per box, demand good on account of scarcity; lemons, $2.50 to $5 per box, demand fair; limes, 80 cents per 100, demand good.

Nuts.

Almonds, 21 to 22 cents per pound; Brazil, 11½ cents; filberts, 10½ cents; pecans, 16 cents; marbot walnuts, 12 cents; mixed nuts, 11½ cents, demand poor; green peanuts, jumbo, 8 cents; fancy, 7 cents; choice, 5¾ cents; roasted, jumbo, $1.65 per bushel; fancy, $1.50; choice, $1.25, demand fair.

MARKET NOTES.

The peach situation improved somewhat early in the week through larger receipts, but stiffened later when the receipts fell off. At present peaches are coming from Pennsylvania, New York and Ohio, and the range in crates is $2.50 to $3, by the basket $1.25 to $1.75. The wet weather has affected the quality of the fruit, and the demand is only fair.

—

The crop of pears in this district is fair, but prices are relatively high. Near-by Bartletts average $2.25 per barrel and New Yorks $5 per barrel. Seckel pears average about the same price.

—

The tomato market is ruling very low, in spite of the heavy rains of the past week, which it was expected would do much damage. Some cracked tomatoes are coming forward, but the general supply is still large, and canners are buying what few they want at 8 to 10 cents. The canners don't want many tomatoes, however, as there are plenty of contract tomatoes in their own districts. A fair jobbing quotation for tomatoes is 20 to 25 cents per basket.

—

Apples are ruling at a fair price. The crop in Pennsylvania and New Jersey is relatively much better than in New York State. Blush apples range from $3.50 to $4 per barrel, and ordinary grades from $1 to $2 per barrel. The demand is fair.

—

Watermelons are in good demand and range from 5 to 25 cents each. Melons have had a good season.

Condensed Milk Starts Its Advance.

Practically All Standard Popular-Priced Brands Move Up 25-35 Cents. High Season Ahead on Account of Scarce Fresh Milk.

The expected high winter season for condensed milk has been inaugurated during the week by advances in practically all the standard popular-priced brands. All of the Hires brands advanced and the lower-priced Borden brands, together with Peninsula and several others. The advance ranged from 25 to 35 cents per case, and carries the market far above its usual range.

Something has already been said regarding the firm condensed milk prospects. The supply of fresh milk is very inadequate and the price high. Creameries, condenseries, ice cream men and fresh dealers are competing for it, and this has radically advanced the price. The advance of the past week put popular-priced milk about 50 cent per case above where it should be and even that is probably not the top, as some manufacturers began to talk further advance even before the one made last week was cold.

The outlook is for scarce and high condensed milk during the entire winter.

English Orange Marmalade Not Jelly

In a decision by Judge Byron S. Waite, the New York Board of General Appraisers on Tuesday overruled a protest by Bogle & Scott, of New York, against the assessment of duty on orange marmalade at 1 per cent. per pound and 35 per cent. ad valorem, under the provision of paragraph 263 of the tariff act for "comfits, sweetmeats and fruits preserved in sugar." The claim of the importers was that the merchandise was dutiable as a jelly under the same paragraph, thereby aiming to save 1 cent a pound, as jellies are dutiable at 35 per cent ad valorem. The marmalade in question was made from the bitter orange, and included the juice ground skin and pulp of the orange with sugar added to give it the consistency of the well-known commodity of marmalade. In the opinion of Judge Waite, the true jelly intended to be covered by the tariff provision consists merely of the juice of the fruit cooked with sugar to bring it to the proper taste and consistency, and to this description the marmalade in question does not correspond. A similar claim in regard to berry jams is also overruled on the same grounds.

Slices Everything from 6-pound Knuckles to half-ounce Ends.

JOHNSON'S EVERSHARP SLICING MACHINE

Fully protected by four recent practical patents, and positively restricted to a few wide-awake grocers.

Dried beef sliced on Johnson's **"EVERSHARP"** in full size sandwich slices, broad as your bread, thin, smooth and glossy, moist, soft, and delicious—is certainly the finest the world ever saw, and this self-same finest cannot be bought on every corner, only a few thrifty patent-protected grocers allowed to handle it.

If a New Clerk Could Influence half as much trade as Johnson's **"EVERSHARP"** will bring you, you would consider his wages a good investment.

We place the dried-beef business on a higher plane than it ever before occupied. No longer an obscure, neglected, unprofitable vexation, it has become the best liked, most talked of, fastest selling, easiest managed, and most profitable article kept in the store.

We Guarantee These Machines in every particular, and they can be returned without loss whenever it pleases you to discontinue their use.

Send for a free sample of sandwich-sliced beef and see the magnet that draws the trade.

A. W. JOHNSON, New Brunswick, N. J.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

The advertising manager of a Philadelphia chain-store concern sends in a number of advertisements he has used, with a request that they be taken up and discussed. I reproduce some of them in somewhat reduced size.

* * *

The advertisement headed "Pin Your Faith," etc., measured four inches double column in the original. I have read it over several times—somehow it doesn't sound convincing. It is tame. The money-back offer doesn't go far enough. I don't think it good policy to say you will give back the money if your assertions are not correct." The assertions may be perfectly correct, and yet the tea not suit the customer. Go as far as you can in the money-back idea; otherwise better not go into it at all. I should say "If the tea doesn't suit you, return it and get your money back. We won't even ask you why you didn't like it." That inspires confidence. People realizing there is not the slightest risk, will try a new thing without hesitation.

* * *

I say again that this advertisement does not have a convincing sound. It ought to be more enthusiastic. Let me try:—

We Import This Tea Ourselves.

A delicate, superfine grade of either black, mixed or rich Ceylon. The grades are especially selected for our *Blue Ribbon* brand, and behind their quality we place our entire reputation. You have probably never tasted such tea. There is a variety for every taste, all relatively of the same superfineness. These teas are sold only in air-tight cartons.

* * *

Here is a coffee advertisement which came with the lot:—

We Roast Our Own Coffee.

We want to know what coffee we're selling, so we buy it green from the best importers and roast it in our own mills. Then we know it is right. But we're not satisfied even with good roasting, for the freshly-roasted coffee goes into air-tight patent bins and stays there with all of its aroma until you get it.

* * *

A good rule to follow in the writting of an advertisement is to say substantially what you would say were the customer standing before you and you were trying to convince her by word of mouth that she should buy the given article.

This is not so bad, for what it purports to be, i. e., a general talk about the care with which the coffees of this firm are bought and roasted. Still, it might be sharpened up, I think. "We Roast Our Own Coffees" would have been better than the empty "We Excel in Coffee." I should hit right out and talk coffee instead of spending three lines in a pointless claim to excellence. For instance, how about this wording?

Well Known Food Expert in Trouble.

Proceedings in bankruptcy were begun on Wednesday against Mrs. Sarah T. Rorer, cookery expert, who two years ago established a restaurant at 42 Broadway, New York. It is alleged that she cannot pay the bills for supplies for the restaurant; that she does not live in New York; that she does not give the enterprise her personal attention, and that it has failed as a result. She owes $2,200 for rent. Creditors who have been supplying Mrs. Rorer with supplies have been under the impression that she is in receipt of an income of $10,000 a year besides anything she might make on the Broadway venture and from royalties on her numerous cook books. She has declared assets of only $5,000 besides the fixtures in the restaurant and the lease of the premises.

Think of it! Five thousand grocers in Pennsylvania alone are selling the Goff remedies; every grocer in the country should be. The firm is making a proposition to those who are not handling their standard remedies that will enable them to make 70 per cent. profit. If you will write to S. B. Goff & Sons Co., Camden, N. J., they will tell you how it is done.

Collect Your Delinquent Accounts Without Lawyers' Fees

The Lantus Collecting method is an exclusive collecting system whereby you can collect your own accounts without delinquents' knowledge. You settle on your own terms and the delinquent is under the impression that a collecting attorney is after him. No suing. No costs or lawyers' fees. A few cents postage collects your account. Will send sample set of this excellent collection method upon receipt of 25 cents. Write at once. Booklet free.

Hummel Mercantile Co.
Erie, Penna.

We Excel in Coffee

in producing the goods that please, and that consequently makes and holds trade. We buy direct from the leading importers, we roast them in our own mills, we keep them in air-tight patent bins in all our stores, retaining all the freshness and flavor that is so much desired. For fine flavor and strength our Coffee value is unsurpassed.

LOOK FOR THE
GLOBE

On Hams, Bacon, Lard and Sausage; if you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

JACOB C SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.

Pin Your Faith ON Blue Ribbon

because we've succeeded in securing a combination of delicate flavor and strength that makes **BLUE RIBBON THE BANNER TEA.** A thorough knowledge of the tea business, and our dealing direct (being tea importers) gives us that confidence in the merits of Blue Ribbon, with which we desire to inspire the public.

It don't cost you much to give it a trial. If our assertions are not correct concerning Blue Ribbon we return the money in full.

To more quickly introduce Blue Ribbon Tea we offer

20 Extra Diamond Stamps
WITH EACH
¼ lb Blue Ribbon Tea at 15c

40 Extra Stamps with each ½ lb at 30c
80 Extra Stamps with each pound at 60c

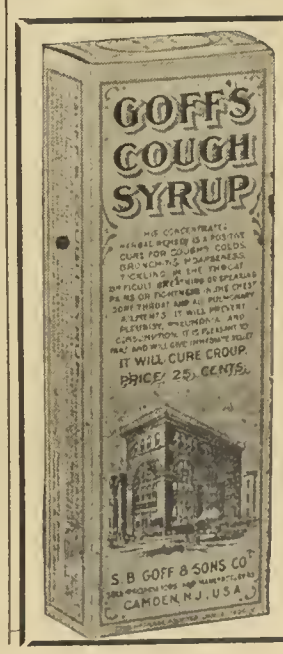
Blue Ribbon is the Tea that tickles the palate.
Black, Mixed, India Ceylon.

Tourist Almoco Golden Drip

These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.

Levering Coffee Co.
Baltimore, Md.

Established 1842



SPECIAL Proposition
Goff's Cough Syrup

Write for full information about our plan for grocers.

S. B. Goff & Sons Co.
CAMDEN
NEW JERSEY
ESTABLISHED 1872

Talk This Over With Your Jobber

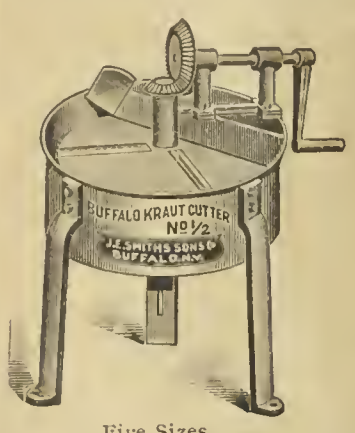
Buying future canned goods is always a gamble, with the chances usually against you, unless you get a contract binding your seller to deliver you 100 per cent —all you buy. If you take the ordinary canned goods contract, you can get anything; you never know what till you get it.

You, of course, deal with the jobber and the jobber deals with us. If your jobber will buy *Blue Bell* and *Clover Farm* canned goods (the fanciest of their sort packed in Maryland) he will get 100 per cent. contracts, and he can then give such a contract to you. Wouldn't it pay you to stipulate *Blue Bell* and *Clover Farm* brands for this reason, further remembering that no better goods can be packed anywhere?

Think this over hard.

STRASBAUGH, SILVER & COMPANY
ABERDEEN, MD.

Boom Your Own Business



Five Sizes.

Do you know that you can make your own sauer kraut and please your customers because it is home-made?

Do you know that all that is necessary is cabbage, salt and one of our Kraut Cutters?

Do you know that the profits you make on it will be big enough to pay for the machine in a little while, and that when that is done all you make is net?

Good kraut recipe free.

Order through jobber or direct.

John E. Smith's Sons Co.
51 Broadway - BUFFALO, N. Y.

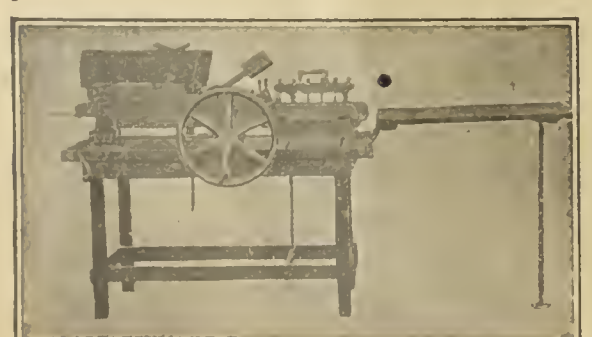
SOME REASONS *Why You Should Buy From Us*

1. We will sell you any coffee lower than you can get it elsewhere.
2. The same thing applies to tea and spices.
3. We will match the quality—or beat it.
4. We will give you Universal Coupons with every bill.

You buy from us and these coupons mean money to you.

WEBER & LOESCH *2149-51 North Fifth Street Philadelphia, Pa.*

The Only Complete Butter Cutting and Printing Machine in the World



MADE IN THREE SIZES

The only machine that Prints, Gauges Weights absolutely fine and takes care of all parts.

No hand-press or other device needed.

Send for Catalogues

AMERICAN BUTTER CUTTING MACHINE CO.
21 JAY STREET, NEW YORK CITY, N. Y.

The Installment House Gall.

I had occasion to get around among a lot of the Philadelphia grocers last week and I can't tell you how many times I heard 'em knock the installment houses.

I understand there are about eighteen or twenty of these concerns in Philadelphia who sell stuff on weekly installments. Every one of 'em sells at padded prices; nevertheless they gather in a tremendous lot of victims. People you'd think would never go near the installment places buy swads of goods there.

The installment houses all hurt the regular retail merchant. I believe they hurt the grocer possibly more than the others, because he's easier. I don't mean that they hurt him by making his customers buy less stuff to eat, though in some cases they do even that.

The main trouble they bring the grocer is in making his collections bad. People *know* they've got to pay the installment collector, because if they don't he'll strip their houses. The grocer can wait, and he usually does wait. He tells me himself that he waits, and he says that the reason he waits is because of the installment houses.

I had quite an interesting little conversation with a Philadelphia grocer I know about this last week. He was kicking about having so much money out—couldn't get it in because a lot of his trade bought of the installment houses and had to have the money ready for the collector every week. Some of his customers had the cheek to tell him so, he said.

"I'll tell you," I said to him, "You could learn a lot from the installment houses if you only knew it."

"That's a funny thing to say," he said, "you just said that most of 'em charged about 50 per cent. more for their goods than they were worth. Want me to learn to do that sort of business?"

"No," I said, severely. "You probably know that already. What I mean is that you could learn to use more gall. Don't be afraid to stand up for your rights."

"Huh!" he said.

"All right," I said, "now look a the difference between you and th installment house. What do yo do when a woman comes in her and wants to open an account You've never seen her before, yo don't know anything about her, bu if she looks respectable she gets th goods. And you may get you money, but it's more by good luc than anything else if you do."

"See here," I went on, "tell me you even once, in all the time you've been in business, asked a woma who came here wanting goods o credit anything about herself? other words, did you even onc make any attempt at all to see if sh was honest?"

"I looked at her," he sai defiantly, "I have to use my ow judgment, don't I? I don't los much."

"But in such a case have you ev asked even one question about h financial reliability?" I persisted.

"I don't know as I have," he re plied.

"Of course you haven't!" I said "You went to sleep and dreamt o the big orders you might get fro her, and you were afraid she migh get mad and walk out if you go inquisitive."

"Now, let's see what the in stallment house does when you go there for goods on credit In the first place they won't se you the goods at all—they simply lease 'em to you until the bill's paid You have to tell a lot of stuff abou yourself, where you work and wha you get, and besides this you hav to give references, so they can loo you up. And they do look you up too. If they find you're all righ you get the goods, but they watch you like a hawk until they're paid for. You're never out of their sight and if you fall down on the pay ments they come to your house and take the goods away."

"You've certainly got it down fine," he said, "you must be a good installment customer."

"Men have died for saying les than that to me," I said sternly "Do you see the difference?" I con tinued (I never notice rudeness) "Where the installment house safe guards itself at every point, you don't safeguard yourself at any point. No wonder you have to wai for your money until the installmen collector's paid. They fix it so he will be paid. That's what you can learn from the installment houses— to use your gall."

"It's not that you haven't got it," said. "I think that in some things ou've got enough gall to sink a hip. You simply use it on me and ther salesmen instead of on your stomer."

"You're right in one thing," said he grocer, "these installment ouses certainly have got the gall ll right. They bother me a lot to et reports on my customers, and ney never yet have inclosed a camp."

"Sure they do," I said, "they'll o anything to protect themselves. They argue that you won't dare to efuse to send in your report, beause when your customer found ut you hadn't done it she'd get nad. And as a matter of fact, you always do do it, don't you?"

"I guess I do," he said.

"And there you are," I said.

Gall is a great thing. How I do wish I had some.

THE STROLLER.

Written for the "Grocery World."

Says Stroller Was Right If His Motive Was Good.

California Reader of the Stroller's Article on the Five Hypocritical Merchants Says Stroller Was Wrong in Judging the Church by Its Renegade Members. Sends Stroller Two Books on Theology to Read on Sundays.

I beg for space to reply to the "Stroller's" article, "The Five Brethren," in the issue of September 2d. I believe the "Stroller" is a good man, a good husband, a good citizen, but a poor theologian. He has earned his way in this world and would like to earn his way to heaven. But "we earn hell, heaven alone can be had for the asking." Although mankind is totally depraved, it has enough natural virtue and sense of honor to keep the commercial world in equipoise. But to think of any of these virtues as coin with which to purchase divine favor is to "put a piece of new cloth into an old garment." "No gods before me; no way but my way" is the keynote of the good book from A to Z.

By their fruits (acts) we are to know or judge men, and the "Stroller" was right (if he did it in the spirit of love) in criticising the five brethren, typical of a large class on the broad way who not only serve Satan, but "steal a livery from heaven to do it with." But he does not seem to grasp the doctrine that we measure acts by their apparent good or evil and that God measures them by their prompting motive, namely, whether done for His glory and with reference to His will or with regard to the opinion of men. The class of men of which the "Stroller" is a type look with contempt and disrespect upon the five brethren. But the Christian man looks upon them with pity and is thankful for grace that keeps him also from being a hypocrite, and makes him see himself as "the sinner," because he breaks the law of the Almighty. Feigned religion says, see what I am, what I do: true religion says, see what God is, what God does. Feigned religion begins in the store, at the prayer meeting or in Africa and gets no further. True religion begins in the heart and home and goes to the store and to Africa.

I have tried to obey that command of the book to be wise before we were harmless and have never given my pocket book to any of the five brethren (unless they were bonded). Neither have I fallen in love with any of those long-praying women who could shout "take my hat, take my shawl, I'm going to heaven bench and all," and then lay abed next morning and let the family eat a cold breakfast.

It is useless to argue, for the natural man, until he is a recipient of grace, can't understand spiritual things. And, like the Scotch fathers, I believe it is part of the punishment of the lost to torment themselves with unanswerable questions, such as why do the wicked live and prosper? And how can a man be an out-and-out hypocrite?

I have derived pleasure and profit from reading the "Stroller's" articles for the past ten years, and I am sending him a couple of books on theology, with the request that he read only extracts from them on Sunday afternoons and Wednesday nights while his Aunt Mary is at Sunday School and prayer meeting. What has this to do with selling groceries? This much: If obedience to God and love to my fellow man prompts my actions, and the Eighth Commandment means to me that I shall help my neighbor get rich as well as get rich myself, I will soon gain the confidence and respect of the public, which means their patronage.

J. E. WITHERSPOON.

Sacramento, Cal., Sept. 19, 1907.

P. S.—I infer, but do not assert, that that man in Indiana who advertised he would run his store on

A New Move

And an important one to grocers. There is scarcely a grocer or consumer within twenty-five miles of Philadelphia who does not know of Freihofer's Bread, Pie and Cakes. They have attained their unprecedented popularity solely on merit. We are now manufacturing Macaroni and Noodles. These goods we make like our other goods, of the finest materials money can buy.

The goods are not colored artificially, they get their rich yellow from the **entire egg.** They not only conform to the Pure Food Laws, but are so much better than the law requires, that you can bank on making **and keeping** trade with them.

The Freihofer

Vienna Baking Co.

PHILADELPHIA, PA.

Everybody Knows Them

Knight's Flavoring Extracts have been pleasing epicures throughout the United States for fifty-nine years. The name Knight on an extract package is a stamp of excellence. Thousands of families can be induced to use nothing else. Most grocers sell them; if you don't, do so now and you will find that the goods not only sell themselves, but that your extract trade will increase. You cannot make a better profit on any first-class brand.

KNIGHT
Cooking Extract Co.

No. 211 ARCH STREET

PHILADELPHIA, PA.

Christian principles had more of his religion in his store than in his heart.

J. E. W.

I have read the above, and have gotten the two books. Thanks, Mr. Witherspoon. You say I'm a "poor theologian." I wonder what in thunder that means. If I ever find out what it means, and it's bad, Witherspoon, I'm going to stick a pin in you. Just think of me getting books sent me on theology! Ain't I the hard case, though? But I'm going to try and read those books, all right. I may become respectable yet.—THE STROLLER.

A Cake Cabinet.

One of the nicest features that has recently been placed on the market is the Durham Display Cake Cabinet. It was made to serve the purpose of keeping the cans of cakes and crackers off the floor, to prevent the loss by breakage and sampling, to keep the moisture and dust out, and also to serve as an advertisement for the cakes. It works out very satisfactorily, and is so arranged as to make it desirable for every grocer and general storekeeper to instal one. It is made by The Durham Display Fixture Co., Richmond, Va.

The economy of extravagance of a purchase does not depend so much on what you pay as on what you get. When you purchase Snider's Catsup you get good value for your money. It's well worth the price it commands.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

PHONE ORDERS.

We are going to double our list of phone calls this fall. You men and women are going to do it. Find out those who buy by phone; find out whether it is their pleasure that we should call them. The day, or days, and the hour. Hand the names to the floorwalker. If the customer so wishes it, you yourself may be connected on your branch phone.

We installed the private exchange for the purpose of increasing the business.

THINGS FOR PRESERVING.

This will be tomato week. We have fixed the price at 28 cents per basket for firsts. Put emphasis on "firsts." Seconds are dear at any price, and we don't touch them. Dig into the whole mixed spice and the green ginger root. Push out the rubber rings, and the Mason and Smalley jars.

Sell peaches. They are high, of course, but nothing will be gained in the way of price by waiting. We will have the finest Elbertos, and the handsomest Mountain Rose. Don't be afraid to cut one open; hand a half to your customer. Be enthusiastic.

OLIVES.

Let's see what we can do with olives this week.

Don't talk the loose ones too strongly till the cold weather comes. Pimento Stuffed has the c Never show the 10-cent size fi Sound your customer by showi the 28 and 35. If she's a 10-cent all right, you have the goods.

You have the Celery Stuffed a the Caper Stuffed at 35 cen Don't forget this. Show up t bottle with the label toward yo Don't grab it in the middle. Ho the bottom in the palm of one ha and let the neck rest on that of t other.

If you sell the loose olives, ju say a word about brine. A te spoonful of salt to a pint of wat People will insist in putting vineg on these things.

They're to be served ice col Not iced.

We Can Furnish You With Sales men Who Can Sell Your Goo

We can furnish you with good, energeti hustling men, thoroughly trained in *mode salesmanship methods.*

Our List of Available Salesmen is Free

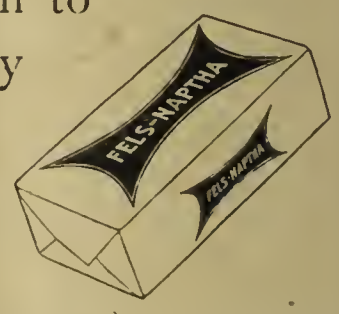
to all employers of salesmen, and eve man on our list can furnish exceptional good references. When you write for li kindly state territory you intend to cov and we will promptly put you in touch wi the best.

THE BRADSTREET SYSTEM, Rochester, N.

After the short career of imitations of Fels-Naptha soap, the sales of the original increase and its popularity grows greater than ever before.

Why? Because imitations but direct housekeepers' attention to the superiority of the original. They resemble the original only in name.

Let your customers be always promptly supplied with **Fels-Naptha** soap.



Doing the Whole Thing

Here is one reason why **Stickney's Mustard** is preferred by dealers and consumers who like the best.

We do the entire work of mustard making in our own plant, and have done it for almost a century.

Mustard, which from the seed to the tin is under the maker's supervision, is almost sure to be better, and particularly to be more regular in its superiority than mustard produced as most mustard is—by concerns who buy it ground and only pack it themselves.

There is no better mustard made or possible to be made, than **"S. & P's."**

Founded 1815 **STICKNEY & POOR SPICE CO., BOSTON, MASS.**

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

House Cleaning.

House cleaning season is approaching and a display of articles used in that operation would be in place at present. Place in your window one dozen buckets, one box of soap, one box of soap powder, three dozen of ammonia, two dozen scrub brushes, one dozen insect destroyer, two dozen brooms, and other goods used in house cleaning neatly arranged in window.

Now, these are goods the women will need, and to attract you must interest the little maids who run the errands.

To do this you will see that window contains $25 or $30 worth of goods. Now, you can easily afford to spend two or three dollars for this ad., as your little friends will circulate the news. If after getting goods arranged you will place in said window a large doll and in front of said doll you will have a sign stating:—

> Every customer buying articles out of this display will be given a sale slip and same will be recorded, and when goods are all sold the one having the largest amount of purchases will receive the doll.

"Now, listen" (that is the way my little three-year-old always rivets my attention, so I hear it so much it was down before I thought). Do not fill window with some old soap that is not salable or any such goods. Remember this is a display to get the little errand runners interested in your store, and when they come in notice them and give them the glad hand and they will not forget it.

A neat sign hanging above, worded something like this, would not be out of place:—

> After a hard day's work you will find a soothing and stimulating effect in a cup of our—tea.

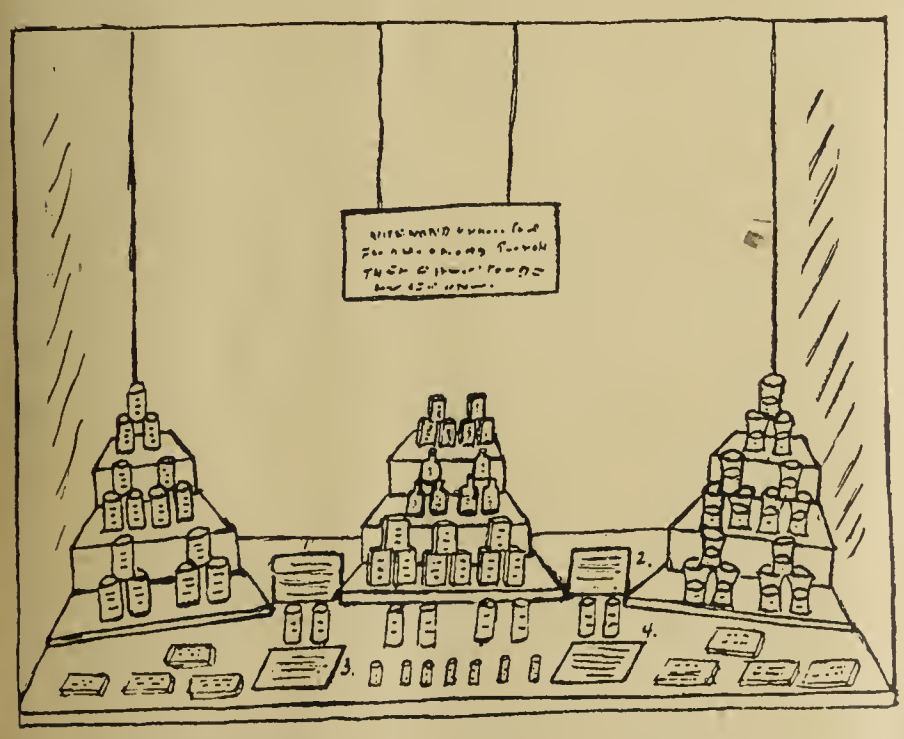
T. H. M. Townsend.
Sharon Hill, Pa., Sept. 24, 1907.

A Window Guaranteeing Pure Food.

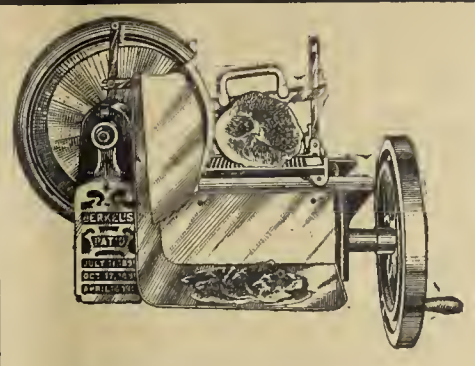
On the left corner shelf in window are baked beans, large size on lower shelf, small sizes on top shelves. Centre shelf. Top shelf contains ¼-pound tin cans of cocoa, middle shelf ½-pound glass jars cocoa, and bottom shelf ½-pound tin cans cocoa.

Right-hand corner. Top shelf, bacon in glass. Centre shelf, peanut butter in glass. Lower shelf, dried beef in glass. To the front of window is chocolate and baking powder.

Then place four guarantees that the products in the window comply with the pure food law just passed. These guarantees are now given out by all packers and manufacturers of these goods. They can easily be had if you do not already have one.



As used in this window below illustrated guarantee No. 1 is a Van



Why you should own an American Slicing Machine

BECAUSE without raising your prices you can make a better profit on each sale through the satisfactory slicing of parts of the meat now sacrificed, and through the saving of waste.

BECAUSE you can, if you like, put up your own sliced meats in packages at slight expense and save yourself the extra profit you now pay the packers for these goods.

BECAUSE you can give your customers twenty per cent. more slices in a given weight of meat than is possible in hand-cutting, thus holding old trade and getting new.

BECAUSE one who is not expert can do better work than a skillful hand-slicer and can do four times as much.

SEND IN THE COUPON, NOW

American Slicing Machine Company
54 Fifth Ave., Chicago

Gentlemen:
Please send me catalogue and further information.

.....

.....

They're On Your Books

Every grocer in business, other than the cash dealers, has some bad debts on his books that he has unsuccessfully tried to collect himself.

He would probably employ a collection agency if he hadn't been led to believe they were all dishonest.

If you think we are dishonest, write the Allegheny, Pa., Retail Grocers' Association, which has adopted our system in toto. We follow a bad debtor as relentlessly as Nemesis. He can't get away unless he dies. Through means we alone use, we have collected thousands upon thousands of claims that were considered utterly hopeless.

Write for our plan.

UNION MERCANTILE AGENCY
314 COURT EXCHANGE BUILDING, BRIDGEPORT, CONN.

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

PATENTS
obtained on inventions and designs. Trade-marks, prints and labels registered.
R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C

Anker's
Bouillon Capsules

SEE THEM MELT!
Put a package of these on your counter, with a little card telling what they're are good for, and they'll melt away like snow. ANKER'S BOUILLON CAPSULES make bouillon, soup or beef tea, and everybody likes one of the three, especially when they're so delicious as they are. Ten capsules in a box—drop one in hot water. Good goods and a good profit.

PERFECT BEEF TEA IN ONE MINUTE. ANKER'S BOUILLON CAPSULES

ROYAL SPECIALTY CO., Sole Manufacturers 92 READE STREET NEW YORK

YOU SHOULD HAVE THESE FISH

I am now prepared to supply you with the finest of imported fish, such as Holland Herring, Scotch Herring, Norway Mackerel, Norwegian Anchovies, Sprats, etc., at the lowest prices consistent with high-class goods.

I am also in position to sell you New Grass "Ementhaler" Swiss Cheese, the very best that comes to America.

Don't forget that I am headquarters for all kinds of Delicatessen and fancy groceries.

My prices will appeal to you.

CARL WILDE, 357 North Second Street, Philadelphia

Don't Spend Much

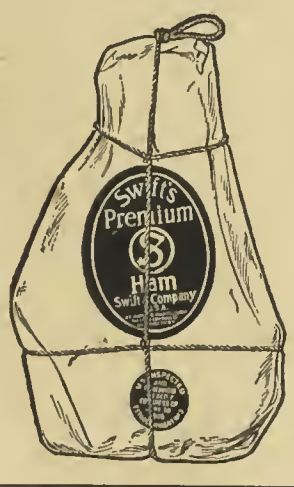
You don't have to buy a thousand dollars' worth of

Bismarck Heringe

to see whether your trade wants it or not.

Order a few cans, if you like, but for your own good give them a fair chance. Show them, and take our word, they'll sell. Partly because deliciously different from anything in the fish specialty line your trade have ever had. Packed from the finest, small, tender fish, cured in pure vinegar and spices. Epicures go wild over them!

F. H. PHILLIPS & CO.
Nos. 444-446 Greenwich St., New York
Philadelphia Representative,
F. H. FROMM & CO., 10 South Water St.



"As Good As I Bought Last Time"

You ought to sell Swift's PREMIUM Hams for your own protection. Can you satisfy your trade unless your hams are uniform? And can they be uniform unless bought from a packer who can keep his raw material uniform?

Few packers have our facilities for keeping hams up to a given standard year after year. Swift's PREMIUM Hams scarcely vary a hair's breadth from one year's end to another. That does us a whole lot of good, as it will do you.

The woman who can always depend on getting good ham—"as good as I bought last time"—is going to buy lots of ham.

Swift & Company, U. S. A.

Camp guarantee guaranteeing the baked beans. No. 2 is Beechnut Packing Co., guaranteeing bacon, dried beef, peanut butter, etc. No. 3 Hershey's chocolate and cocoa guarantee. No. 4 Royal Baking Powder guarantee.

These guarantees are about 6 by 8 inches. Nos. 1 and 2 are tacked to a piece of board, while Nos. 3 and 4 are placed in the bottom of window. Then have a large sign in your window reading thus:—

> We guarantee all our goods to comply with the Pure Food Law.

Or

> We demand guarantees for all goods purchased, thus protecting our customers against impure food.

Since there is so much talk, and articles in reference to pure food published in our papers daily, which comes to the notice of our customers, you will find much good come out of a window as illustrated. There are also many other guarantees that can be used, as, for instance, coffee and spice guarantees, arranging a window of coffees and spices. * * *

Williamstown, Pa., Sept. 23, 1907.

Millers Say They Can't Help High Rolled Oats.

Quote Present Excessive Price of Raw Oats to Show That Rolled Oats Quotation Leaves Only Small Profits. New Oats About to Come Forward.

The millers of rolled oats defend the present exceedingly high price of $7.10 per barrel in bulk by the fact that the present high value of raw oats just about lets the miller out whole.

At the present writing raw oats are quoted at 56 cents per bushel. This is about 20 cents above a fair average price. Where oats are of average weight it requires 10½ bushels to make a barrel of the rolled product. That aggregates $5.88. The barrel costs 35 cents and the milling and other incidental expenses eat up the most of the balance. Another factor which this year enters into the case, according to the packer, is that the new oats are running light. That means 13 bushels to the barrel and a corresponding increase in the cost.

No new rolled oats have come forward as yet, except a few in packages. New bulk oats will begin to arrive almost immediately and will ease the situation, so far as supply is concerned, though the holders deny that there will be any material decline in prices.

AMONG THE TRADE.

Robert Smith and Francis Smith were found guilty in the United States District Court on Tuesday of operating an illicit establishment for the manufacture of oleomargarine on Willard street. Judge McPherson sentenced both men to pay a fine of $1,000 each for manufacturing the stuff and imposed an extra fine of $200 on the former for retailing it.

A petition was filed in the United States District Court during the week against the Wabash Milling Co., of Tamaqua, Pa., asking that the concern be adjudged an involuntary bankrupt. The petitioners and their claims are: George Eckert, $2,960.36; Hoppe Bros., $1,087.10; Mauser Oil Co., $825.

How to Get a Roll Top Desk Free.

The Knickerbocker Chocolate Co., of New York, have made an arrangement with the Manufacturers' Trade Mark Association, the big premium clearing-house of New York, which enables them to substantially reward retailers who show an interest in increasing the sale of Barker's Hasty Lunch Chocolate, Bedford and Blue Ribbon Cocoas.

These goods are so fine that it is hard to sell anything else to consumers once they have had them; so besides the reward the Knickerbocker Chocolate Co. give grocers for pushing them, they are certain to please their trade.

Suppose, for example, a grocer needs a new roll-top desk, a safe, a cheese cutter, a computing or platform scale; instead of drawing on his bank account to pay for them he pushes the sale of the Knickerbocker Co.'s goods with his customers, saves the Universal Coupons packed in every case for him and adds them to those coming to him from other manufacturers, and in a short time he will have collected enough to entitle him to any of the articles named.

The Manufacturers' Trade Mark Association issue a handsome illustrated catalogue which they send free to grocers, showing an almost unlimited array of useful articles of merchandise which they will send grocers in exchange for the Universal Coupons, together with a list of all the manufacturers throughout the country who give these same coupons to the grocers.

The Knickerbocker Co. is the only manufacturer of chocolate and cocoa from whom a grocer can get these Universal coupons; so grocers who want valuable free merchandise as well as their regular profits will concentrate their efforts on the sale of the Knickerbocker Chocolate Co.'s goods.

"Make a Front"
Good advice though a little slangy
Our printed posters are cheaper than painting them yourself, only 2c. apiece, extra price included, and make the front of your store up-to-date and very greatly increase your trade. Samples for postal.
GROCERS' PRINTING CO.
66 N. Fourth St. Philadelphia

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

To Buy Sugar by the Carload.

Latrobe, Pa., Sept. 25, 1907.
Editor "Grocery World."

Dear Sir:—We want to buy sugar by the carload, although we are not a wholesaler. Can you place us in communication with some refinery who will sell us?

Yours truly,
W. G. YOUNG.

If you will buy by the carload, probably any refinery will sell you. Write the Franklin Sugar Refining Co., or the McCahan Sugar Refinery Co., both of Philadelphia.

* * *

Wants Back Numbers.

Sussex, N. J., Sept. 21, 1907.
Editor "Grocery World."

Dear Sir:—Some few years since, in response to contest, the writer was awarded first prize for "Best set rules for retail grocery store." The copy of article has in some way become lost, and as I am making a scrap book would willingly pay for a copy of same. Can you forward from your files?

Yours truly,
J. M. WILLSON.

In the absence of any idea of date, the searching of the "Grocery World's" files would be a monumental task, and we would hardly have the time to attempt it. Give us something like the date and we will get at it cheerfully.

* * *

Says Coffee Loss Was Overstated.

Philadelphia, Pa., Sept. 24, 1907.
Editor "Grocery World."

Dear Sir:—In your "Special Correspondence" from Washington, under date of September 20th, a very able article is spoiled by the misinformation contained in the summing up of the valorization scheme of the Brazilian Government. Your correspondent says that at the rate the first 2,596,566 bags cost the Government, the entire 7,800,000 bags which have been bought would have cost them close to $90,000,000. He then assumes that the Government have about 7,800,000 bags (which is probably correct) at the present time and that their value at 6.37 per pound (the average market price for No. 7 in New York during the week ending July 24th) is $65,585,520, showing an apparent loss of about $24,000,000 for the Government by reason of its purchases.

While in no sense friendly to the valorization scheme, the writer does not believe in using false figures to bolster up an argument against it, and these are absolutely false in the fact that the 7,800,000 bags are not No. 7 coffee. The Government's policy has been to buy the better grades and thereby create a scarcity of such coffees, and this they have successfully done. As a matter of fact, the average grade of their holdings would increase their value over the figures given at least $16,000,000. There is no question that so far their holdings would show a loss if they were compelled to market them; but not such a loss as your correspondent would lead your readers to suppose.

Yours truly,
CHARLES W. ERVIN.

* * *

The Spice Market.

Baltimore, Md., Sept. 27, 1907.
Editor "Grocery World."

Dear Sir:—The market is quite active, spices generally being in good demand. Seeds for pickling are now much sought for.

Pepper.—Prices are practically unchanged; demand very good. Spot stocks are light.

Cayennes are in very good demand. Bright Chillies are scarce; prices steady, but unchanged.

Cloves.—Spot and near-by parcels are being taken up quickly. Cable prices have advanced.

Pimento (Allspice) is very firm and in good demand. Far off shipments are offered at full prices. There is no question about crop being seriously short.

Nutmegs are unchanged and unusually low.

Mace.—Prime stock is very scarce. Prices are firm and the tendency appears upward.

Gingers are very active and steady. Spot stocks are now very low, and there will be no new arrivals until early in 1908.

Green Ginger Root.—Exceedingly scarce and practically unobtainable. The market, therefore, has greatly advanced.

Seeds.—Celery and Caraway are steady, with practically unchanged prices. Coriander seed is unchanged, 2½ cents being market value to-day for round lots.

Yours truly,
McCORMICK & Co.

* * *

Two Reports of the Baltimore Canned Goods Market.

No. 1.

Baltimore, Md., Sept. 26, 1907.
Editor "Grocery World."

Dear Sir:—Continued favorable weather has caused larger receipts of raw tomatoes, and there were three days when the market was glutted with them and the prices for raw stock dropped to the lowest

A Profitable Side Line

About as profitable a side line as any grocer could add is the notions of ALL lines.

And—with both goods and plans for pushing them resultfully—the notions of ALL lines are made the FEATURE of our October catalogue.

The book begins with a BIG special sale of notion leaders, and on nearly every page are such notion values as you would expect to find at HEADQUARTERS for notions.

In addition all our HOLIDAY GOODS and fall lines of general merchandise with **net prices in plain figures** are shown in our October catalogue.

If you haven't a copy tell us NOW to send that catalogue No. D630—to YOU.

Butler Brothers

WHOLESALERS OF GENERAL MERCHANDISE

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: Baltimore, Dallas

You must Advertise or Lose! Then why not Advertise wisely?

The best advertisers in the country—and they are all thinkers—tell you how to advertise successfully in

BRAINS

FOR

The Retailer and Advertiser

The very best examples of clever, money-making advertising in the world are presented weekly.

If you advertise without reading BRAINS you miss the benefit of other men's experience, men who have given years to the study of advertising.

Five dollars a year is all it costs, and its worth it. Sample copy 15 cents.

JAMES KNAPP REEVE
PUBLISHER
DEPOSIT, N. Y.

LUSTRE BRAND is a strictly pure flint glass selected lamp chimney, composed of the finest material money can buy, and will not break from heat.

For sale by all leading jobbers

R. E. TONGUE & BROS.
Allegheny Ave. and Amber St.
PHILADELPHIA

point of the season, but recovered partly afterward. So far there has been only a slight weakening, and now the market shows symptoms of a firmer feeling because of renewed buying by Western jobbers and Western canners. The news about the Western crop is not encouraging, and some Western canners have already given notice of short delivery against their contracts, while throughout this section the whole situation hangs upon the weather conditions during the remainder of this month. It looks like there is an active market ahead for tomatoes, and purchases made now will probably prove to be in buyer's favor.

In spite of the advanced prices, the demand for nearly every staple article in the line of canned vegetables and fruits, as well as cove oysters, continues active. Gallon apples advanced from $3 to $3.20 and the buying continued at that price. No. 3 standard apples, peaches, blackberries, string beans, sweet potatoes, seconds peas, corn and berries of all kinds advanced, and still show an upward tendency because of light stocks. When the canning season ends and packers have filled all their contracts the stocks of goods left for sale will be probably the lightest on hand at any time during the last ten years or more. The packing of new pears has commenced in a small way.

Tomatoes.—The canning season in this section is not over yet, and one never can tell what tomatoes are going to do, but the market at this writing shows increased activity.

Yours truly,
THOS. J. MEEHAN & Co.

No. 2.

Baltimore, Md., Sept. 26, 1907.
Editor "Grocery World."

Dear Sir:—The market is active on tomatoes. We are having some good buying. Packers are getting quite a good deal of raw stock, but are being very much hampered by the scarcity of labor. Owing to this trouble, a great deal of stuff is going to waste. The situation is in very peculiar shape. In spite of the good packing which has been going on for several weeks, there is comparatively only a limited number of packers who seem to want business. Of course, the explanation of this is that a great many futures have been sold, and while some packers are gradually working off their orders there are others who are still behind. None of them are willing to take any business until they have all their orders filled. This has made a strong market so far this season and has resulted in the supply being a little below the demand at times.

We are having a pretty fair demand for peaches—that is, for small lots. It is impossible to buy any large lots of peaches here.

Apples.—The demand is sufficiently good to keep the market pretty bare all the time. Consequently there still seems to be somewhat of a tendency toward higher prices. This is especially true of No. 10s. It is almost impossible to get a price on this size at present.

String Beans.—The market closes stronger. There are not many beans being offered. Quite a number of packers are out of the market, owing to the fact that they are a little behind on their orders.

We are having a fair demand for corn, especially standard Maine style. The market on these goods is in very strong shape.

Yours truly,
THOS. G. CRANWELL & Co.

Our Flour is Losing Ground in Brazil.

In spite of the 20 per cent. tariff preferential in favor of American flour in Brazil the flour trade of the United States in Brazil for the first part of the current year failed to show the expected increase. The figures for the first three months of the year, during which the preferential in favor of American flour was in full effect, shows an increase in the imports of American flour over the imports of last year, but the increase is not as great proportionately as that in the imports from all countries. Taking the entire period the imports of flour from the United States have decreased about 38 per cent., while the general flour imports have increased about 93 per cent.

Making Ceylon Tea Popular.

About two years ago Mr. Walter Allan Courtney, the Ceylon Tea Commissioner, determined to break away from the subsidy plan of advertising which had been in vogue by his predecessor. He determined to interest the dealers as well as the consumers, and with this idea in mind he sought for a practical man, well versed in the conduct of business in this country, to act as his assistant. Mr. Courtneys choice fell upon Mr. T. P. Welsh, the popular vice-president of the Beaver National Bank of New York City, who is well-known and liked by the trade.

They started after the wholesale dealers, getting them to put up an attractive package tea of their own, supplied by Messrs. Courtney & Welsh, who had engaged Mr. L. Beling, the well-known expert tea tester, to produce a tea of superior quality at a reasonable price.

The wide scope of the campaign is best shown by what was done for John Scott & Co., wholesale grocers of Philadelphia. This firm was induced to put out a Ceylon tea of their own under the name "State House Ceylon Tea." The name being a particularly happy selection because of the loyalty of Pennsylvanians and Philadelphians generally to "Independence Hall."

The blend of tea obtained for Messrs. Scott & Co. is so superior that it is impossible to duplicate it either in quality or price in the Philadelphia market.

That the greatest publicity should be obtained for "State House" Ceylon Tea, Messrs. Courtney & Welsh arranged a unique demonstration in John Wanamaker's store. They obtained about 1,200 square feet of space on the main floor in a choice part and established a Ceylon Tea Totam, or garden. The garden was surrounded by a wall representing that seen at the famous Temple of the Tooth at Kandy, Ceylon. In the garden was a bungalow, with thatched roof, after the Singhalese architecture. The entire decorations were Ceylon India. The tea tables and stools were specially designed to be in harmony with the color scheme. The demonstrators were costumed as nearly as possible like Tamil maidens, and the tea was served by East Indians in Tamil costumes. The tea was made in the new tilting "Ceylon" teapots. This teapot has to be turned on its back with the spout in the air while the tea is brewing, and as soon as the pot is turned right side up the tea leaves are automatically drawn up out of the infusion, thus making a good cup of tea a certainty. They furnished a powerful object lesson in the simple principle of making good tea—the withdrawal of the spent leaves from the liquor.

At the time of the demonstration some attractive advertisements were run in the daily newspapers calling attention to the exhibit.

The value of the campaign is best shown by the fact that through it more than 600 dealers who had never handled a pure Ceylon tea were induced to stock "State House" Ceylon Tea, the greater portion of which had been sold to people requesting where the tea could be obtained. While no tea was sold at the Totam, the result was obtained by having visitors sign postal card orders on their regular grocers.

Recognized more each year as the best, safest, cheapest and simplest short way of keeping accounts. Forbes' Indexed Coupon Books. See adv.

Pennsylvania News Items.

A paper sent by Dr. H. W. Wiley, chief of the Bureau of Chemistry of the United States Agricultural Department, on "How flours and other milling products may be adulterated within the meaning of the food law," was read at the State Convention of Millers in Lancaster on Thursday last. He urged millers not to label flour with a brand that is not in the sack or barrel. He advised millers not to use chemicals to bleach flour. The claim has been made that nitrogen is harmless, but the use of nitric acid is dangerous. There is a mistaken opinion that the value of flour is measured solely by color, when the fact is that color is an accident and not a quality. Extreme whiteness is frequently obtained at the sacrifice of some of the useful ingredients of the wheat kernel. From a health standpoint, it would be a good idea to do away entirely with the bleaching process. The convention decided to urge the repeal of the mercantile tax law.

John R. McFetridge & Sons
Printers
927 Arch Street
Philadelphia

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—A good second-hand Toledo computing scale, one that weighs 30 lbs. W. B. Zullinger, Mt. Holly Springs, Pa. 15

WANTED—To buy a second-hand American slicing machine, cash register or any other good grocer fixtures. Address Grocer, care "Grocery World," Phila., Pa. 14

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—Perfection dried beef chipper, in first-class condition. Call at 2601 East Norris street, Philadelphia. 17

FOR SALE—Grocery store property, doing cash business in new and enterprising section of Reading, Pa.; can give good reasons for selling. For price and particulars address or call on K. Laible, S. E. Corner Tulpenhocken and West Oley streets, Reading, Pa. 14

FOR SALE—Store and dwelling, stock and fixtures, in good business location. Will sell stock and rent property or sell both at low figure because of health and other business; carrying $2,000 stock and doing good business. For particulars address V. K. Jones, Morris, Pa. 16

FOR SALE—In central part of Wilkes-Barre, Pa., store 17 x 40, does $400 weekly, half cash, best trade, used two wagons; barn included with store rent; owner trades nearly all; will sell at inventory at to-day's prices and 15 per cent. off on fixtures with privilege of using "The Quality Grocer" by which the place is known. Owner has other business. Address D. 25, care "Grocery World," Philadelphia, Pa. 15

FOR SALE—Well established coffee and tea business doing a good paying trade; will stand full investigation; owner of the only chaff separator in existence; reason for selling, poor health. Address A. L. G., care "Grocery World," Philadelphia, Pa. 15

FOR SALE—Store doing good business; cash, $200 monthly and good credit business; will sell at inventory; store, 21 x 22 feet; rent $12 a month. G. S. Francis, 2230 E. Fayette street, Baltimore, Md. 15

FOR SALE—Grocery and provision business, good paying stand; will stand fullest investigation; will furnish particulars on request. J. Baer & Co., 1918 Orleans street, Baltimore, Md. 15

FOR SALE—Store doing $200 cash business weekly; will sell for $500, including stock and fixtures. Will stand investigation. Floor space, 16 x 75 feet; ten-room house, all the latest improvements; rent, $25 per month. 825 E. Baltimore street, Baltimore, Md. 14

FOR SALE—Thirty-five hundred dollars for two buildings and stock; buildings have 17 rooms; floor space, 20 x 68 feet; subject to ground rent of $60 per year. Cause of selling, ill health. Louis Siegel, 1318 E. Fayette street, Baltimore, Md. 14

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 236.—In best residential district of Norristown, Pa., one of the busiest towns in Eastern Pennsylvania. Store established for twenty years. Does $22,000 to $25,000 yearly on stock of $2,000. Uses one team, but horse not for sale. Nets 10 per cent. Owner going into other business and will sell at inventory. Take about $2,500. Can be greatly increased.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price inventory.

No. 258.—On North Tenth street, Philadelphia. Store 18 x 45. Does $350 per week, two-thirds cash. Stock about $1,000. Net profits 15 per cent. Uses one team. Good dwelling connected. Owner is in other business and cannot give time. Store established for thirty years and is making money. Good chance to handle meats. Price inventory.

No. 263.—In near Philadelphia suburb. Groceries and provisions. Store 40 x 40 feet. Yearly business, $25,000, half cash. Stock carried, $1,500. Net profits 15 per cent. Good dwelling connected. Uses two teams. Business established and prosperous. Good reason for selling. Price, inventory.

No. 266.—In Montgomery County, Pa., just outside Philadelphia. Only store in suburb. Store 30 x 60, with two back rooms, stable and large yard. Does $22,000 yearly, half cash. Stock $4,500. Uses three teams. Post-office in store, paid last year $332. Actual net profits, outside post-office, 8 per cent. Lack of capital cause of selling. Or will take good partner. Price inventory. Fixtures can be rented with store.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 288.—In West Philadelphia. Store 15 x 27 feet. Does $400 to $425 weekly, all cash. Clears $40 cash every week. Uses one team. Good house connected for sale or rent. Owner has a saloon license and must sell store. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 296.—In best northern residential Philadelphia suburb. General provision store. Opened April 1, 1907, and did $175 the first week. Last week in June, 1907, did $376. Stock about $1,000. Business thoroughly profitable, paying clear above everything $70 per week. Owner has other business and cannot attend. Splendid chance for increasing. Price inventory.

No. 300.—In busiest part of Columbia avenue, Philadelphia. Store 22 x 40 feet. Does $30,000, half cash, balance weekly and monthly. Stock $1,200. Uses one team, hiring the horse when needed. Cleared last year 10 per cent. on groceries and 30 per cent. on truck. Owner is retiring from business and will sell at inventory. Ice-box built in and will be rented with store.

No. 303.—In Frankford, Philadelphia. Size 20 x 20 feet (double store). Does $400 weekly, two-thirds cash. Stock $1,000. Good dwelling connected. Uses one team. Clean net profits 20 per cent. This store has been established forty years, and is a splendid proposition. Family reasons, which will be explained.

No. 304.—In one of the highest grade Philadelphia suburbs, only grocery store in place. Handles groceries, meats and provisions. Does $38,000 yearly, stock, $2,000 to $2,500. Uses three teams. Sells the very finest trade and gets good profits. This business nets $3,000 a year above everything. Good house connected. Owner retiring. Price, inventory, favorable terms.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,500-$2,800. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 306.—On busiest part of Germantown Avenue. Store 19 x 60. Does $600 weekly, three-quarters cash; stock $1,500 to $2,000. Uses three teams. Business actually clears $100 weekly. Fixed charges moderate and store thoroughly sound and prosperous. Dwelling connected. Owner is a widow and has neither taste nor experience for the grocery business. Will sell at inventory. An extremely unusual chance.

No. 307.—In select part of West Philadelphia. Store 15 x 30. Does $250 weekly, nearly all cash. Fixtures $750. Stock inventory. Clean net profits 15 per cent. Real estate if wanted. Owner is a woman and wants to retire. A man can easily double this business.

No. 308.—In Germantown. Does $200 weekly. Stock $500. Nets clean 10 per cent. profit above everything. Owner going into other business and will sell at inventory. With meats added this business will increase 50 per cent.

No. 309 —In nearby aristocratic Philadelphia suburb. Store 20 x 60. Does $40,000 per year to best trade. Stock $2,500. Uses three teams. Actual net profits 8 per cent. Good dwelling. Owner has been ill for years and now must retire. Price, inventory. This store has been established sixteen years.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

o o o o o o o o o o o o o o o o o o o o o o o o o o o
o o
o DO YOU WANT TO SELL YOUR BUSINESS? o
o We find buyers for grocery and o
o general store businesses—nothing o
o else. We are specialists in that and o
o we know what we are about. o
o In the term "grocery stores" we o
o include butter and egg stores, tea o
o and coffee stores, green groceries and o
o anything else in the same line. o
o If you want to sell your business, o
o we have a customer. If you want to o
o buy one, we know where something is o
o that we're sure will suit you. o
o Write, call or telephone. o
o WARNER & CO., o
o 927 Arch Street, Philadelphia, Pa. o
o Phones, Bell Filbert 2500, o
o Keystone, Race 746. o
o o
o o o o o o o o o o o o o o o o o o o o o o o o o o o

THE BIGGEST GROCERY STORE BARGAIN OF THE YEAR.

We offer one of the best grocery stores in suburbs, seven miles from Philadelphia, only one other store. Does $40,000 yearly. Stock $1,500. Uses three teams. Net profits, clean 10 per cent. Dwelling connected. Owners both seriously ill and must sell immediately. Fixtures and teams are fairly worth $1,800, but will sell for $1,000. Stock inventory. A clean, handsome, active store. Fullest investigation.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WHO WANTS TO GIVE A GENERAL STORE FOR A GOOD FARM?

A client of ours in Atlantic County, N. J., has a 13½ acre farm, high, cleared and level, directly on the new electric line from Philadelphia to Atlantic City and only seven miles from the latter; good house, barn and other buildings, including large chicken house and yard; two good wells; 100 fruit trees. Splendid place for profitable poultry business, owing to closeness to Atlantic City. Owner wants to exchange for general store in New Jersey or Pennsylvania. He will sell for $4,000 cash or $4,500 trade, subject to mortgage of $2,500.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THE ONLY STORE IN THE PLACE.

This seems like a rare chance. We offer the only grocery, meat and provision store in high-class Philadelphia suburb. Does $38,000 yearly to very best trade; quarter cash, quarter weekly, balance monthly. Stock, $2,000 to $2,500. Business has been established for several years and the owner sells only because he has a stock farm which he likes better. Comfortable house connected. Clean and clear net profits 8 per cent. Price, inventory, half cash, balance any fair terms well secured.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SITUATION WANTED.

WANTED—Three young grocers used to handling good trade, capable of taking charge of departments where there is chance for advancement; over 10 years' experience; positions in any live town considered; best of reference from present employers; $10 and $12 firms need not answer. Address K. N. R., care "Grocery World," Philadelphia, Pa. 14

HELP WANTED.

SALESMAN WANTED—Scotch herring firm, opening branch in New York, requires first-class salesman for Aberdeen canned fish, Scotch and Holland cured herring, Irish and Norway mackerel and some knowledge of German herring trade; only those who have been in the trade need apply. Address Herring, care "Grocery World," Philadelphia. tf

WANTED—Salesman to handle the best jar ever put on the market. Salesmen for manufacturers' agents preferred. Address Kerr Glass Mfg. Co., Portland, Oregon. tf

WANTED—Grocery clerk; counter hand and first-class solicitor; one who is used to first-class trade, for suburban store near Philadelphia; good wages to the right man. Address S 29, care "Grocery World," Philadelphia. 14

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

Quaker City Preserve Co.
Philadelphia, Pa.

DANDELION
VEGETABLE BUTTER COLOR
A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.
MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

A BAD HITTER

His Bunches and Bruises can be removed quickly without stopping work with

ABSORBINE

This remedy cures Lameness, kills Pain, removes any Soft Bunch without blistering or removing the hair, and pleasant to use. $2.00 per bottle, delivered, or at dealers. Absorbine, Jr., for mankind, $1.00 bottle. Allays inflammation rapidly. Cures strains.

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

Do You

haudle a Cough Remedy that is guaranteed to sell aud cure—one that satisfies your customers, gives you large profits, and sells without any effort on your part?

If not, let us give you our proposition—a plan that is both uovel aud effective. It means money to you aud brings new customers aud holds the old ones. We do not ask you to pay one cent until you have sold the goods. Write to-day and learn about

German Fir

Dilliard Remedy Company
EAST BANGOR, PA.

"An Emblem of Purity"

Carter & Williams' PEANUT BUTTER

Packed in tumblers and screw-top jars

Retails at 10 and 15 cents

TRY A CASE FROM YOUR JOBBER

CARTER & WILLIAMS, Mfrs.
PHILADELPHIA, PA.

this is "Club Cocktail" Pineapple time

Club Cocktail Pineapple is one of the most vigorous sellers Martin Wagner Co. has ever put on the market. Surely you want a case.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Would You Like to Make More Money on Foreign and Domestic FRUIT?

If you would write us, we will tell you what to buy, when to buy and where to buy. We know this business like you do yours, and we expect to make you a customer by showing you how to increase your profits.

If you want to keep posted on the Foreign and Domestic Fruit and Produce Market, write

R. DAETWYLER & CO.

New Market and Callowhill Streets

PHILADELPHIA

FOREIGN AND DOMESTIC FRUITS.

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, September 30th. Terms, net 10 days.
First orders must be accompanied by references.

JAMAICA BANANAS.

Jumbo bunches, 10 hands, extra fancy	
Selected, 10 hands,	
Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

CALIFORNIA LATE VALENCIA ORANGES.

Fancy, 80 size, per box	3.50
Fancy, 96 size, per box	3.75
Fancy, 112 size, per box	4.00
Fancy, 126 size, per box	4.50
Fancy, 150 size, per box	5.25
Fancy, 176-200-216	5.50
Fancy, 250-288	5.50
Extra Choice, 80 size, per box	3.25
Extra Choice, 96 size, per box	3.50
Extra Choice, 112 size, per box	3.75
Extra Choice, 126 size, per box	4.50
Extra Choice, 150 size, per box	5.00
Extra Choice, 176-200-216, per box	5.00
Extra Choice, 250-288, per box	5.00

FANCY CALIFORNIA AND MESSINA LEMONS.

Fancy California, 240 size, per box	
Fancy California, 270 size, per box	
Fancy California, 300-360 size, per box	
Fancy Messina, 300 size, per box	4.50
Fancy Messina, 360 size, per box	3.50 to 3.75
Choice Messina, 300 size, per box	3.50
Choice Messina, 360 size, per box	3.25

CALIFORNIA DECIDUOUS FRUIT.

Fancy Tokay Grapes, per 4-bas. crate	$1.50 to 1.75
Choice Tokay Grapes, per 4-bas. crate	1.50
Fancy Malaga (white), per 4-bas. crate	1.50 to 1.75
Fancy Blue Plums, per 4-bas. crate	1.40 to 1.50
Fancy Red Plums, per 4-bas. crate	2.00

FANCY JERSEY SWEET POTATOES.

Fancy Prime, per barrel	$3.00
Choice Prime, per barrel	2.75
Fancy Medium, per barrel	2.00
Choice Medium per barrel	1.85

ONIONS.

REGULAR BUSHEL CRATES.

Strictly Fancy White, per hamper	$1.75
Strictly Fancy Yellow, per hamper	1.50
Bermuda, Prime, per crate	
Fancy Valencia Onions, per crate	1.15

VEGETABLES.

We carry a full line of vegetables in our truck department, but as the market fluctuates daily on this line of goods, orders will be filled at lowest ruling market prices on day of shipment.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.21
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocba	.20
Laguayra (Washed Caracas)	.18
"A" Maracalbo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rlo	.13
No. 1 Rlo	.12
No. 2 Rio	.10
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battlesbip, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mlxed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1 45
Wagner's, 1 lb., tall, 4 doz	.48
Wagner's, 3 lb., plain, 2 doz	.95
Wagner's, 3 lb., sauce, 2 doz	1.00
Excursion, 3 lb., sauce, 2 doz	.85
Saratoga, 2 lb., 2 doz	.50
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.90
Standard Shoepeg, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	.75
Belmont Cream, 2 lb., 2 doz	85
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Rowe & Co., extra sifted, 2 doz.	
Belle Brand, 2 doz	.90
Little Fellow, 2 lb., 2 doz	1.50
Rob Roy, 2 lb., 2 doz	1.00
Pin Money, petits pois, 2 doz	1.60
Pin Money, standard early June, 2 doz	1.20
Freneb, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.80
Kidney Beaus—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1 00
Little Darling, 2 doz	1.30
Pumpkins—	
3 lb., 2 doz	.85
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.10
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	1.0)
Standard, 3s, 2 doz	.95
Gallon, ½ doz.	3.00
Fair Quality, 3s.	.90
2s, 2 doz	.75

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	1 25
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	
Jockey, 1 lb., tall, 4 doz	1.40
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Crab Meat—	
½ lb., 4 doz	1.00
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.50
Beaver, ½ lb., flat, 8 doz	2 30
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	1.15
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.10
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil. 100	3.50
¼ lb., oil, with key, 100	3.75
Glen Cove, ¼ oil, 100	4 00
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
¾ Crown Mustard, 50 cans	4.00
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.50
Imported Sardlnes—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.10
Blackberries, 2 lb., 2 doz	1.15
Blueberries, 2 lb., 2 doz	1.25
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.35
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.40
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 50
Grated Pie Pineapples, James, 3 lb., 2 doz.	.95
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1.40
Standard Peaches, Rialto, 3 lb., 2 doz	2.50
California Apricots, 2 doz	
California Cherries, 2 doz	
California Peaches, 2½ lb., 2 doz	
Wbeeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb,, 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.13
Evaporated, 1 lb. packages, 4 doz	.14
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.15
Best, 25 lbs	
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.0)
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb.	
Dates—	
Package, 30 1 lb	.06
Stuffed, 1 lb ....per doz.	
New Prunes—	
40- 50, 25 lbs	
50- 60, 25 lbs	
60- 70, 25 lbs	07½
70- 80, 25 lbs	.07
80- 90, 25 lbs	.06½
90-100, 25 lbs	.06¼
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs.	
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs ....per box	2.10
Seedless Muscatels, 50 lbs	
Seeded, 36 1 lb. packages	.11¼
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06½
No. 2 Head, bbls. or 100 lb. sacks	.05¾
No. 3 broken, bbls. or 100 lb. sacks	.04¼
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, 224 lbs	.95
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.95

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.25
Lady Washington Beans, about 200 lbs. to bag	2.35
Green Peas, dried, about 165 lbs. to sack	
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¾
Imported Lima Beans, about 90 lbs. to sack	.06¾
Split Peas, 210 lbs ....per bbl.	7.50
Less quantity	.04
Lentils, about 100 lbs. to sack	.09

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.43
Kingsland, N. O.	.32
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.30
Gold Medal	.32
King Syrup	.32
No. 12 Syrup	.18
No. 6 Amber Syrup	.29
California Amber Drips, 2 lb. cans, 2 doz.	1.80
California Amber Drips, 2½ lb. cans	2.10
California Amber Drips, 3 lb. cans, 2 doz.	2.40
California Amber Drips, ½ gal. cans, 1 doz.	1.95

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.85
Fine Granulated, 100 lb. sacks	4.85
Confectioners' A	4.80
No. 1, A	4.75
Light Yellow	4 35
Fine Granulated, 2 lb. bags	5.15
Fine Grauulated, 5 lb. bags	5.05

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4 15
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.45
Red Cross, 4 doz	4.10
Star, 4 doz	4.20
Dime Braud, 4 doz	3.80
Lion, 4 doz	4 20
Premium, 4 doz.	4.20
Hires' Silver, 4 doz	4.50

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4 00
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.35
Our Pet, baby size, 6 doz	2.9)
Peerless, small size, 4 doz	2 10
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl White Floating	100	4.00
Ark	100	2.20
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.65
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.65
*P. & G. Oleine	60	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.50
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2 08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptba	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New Yor

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.40@.45
Choice, barrels	.38
Good, barrels	.26@.30
Fancy, quart jars, per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@.35
Ordinary	.22
Blended, fancy	.34
Blended, choice	.30
Blended, good	.28
2-lb tins, 8 dozen, per case,	2.80
Quarts, 2 dozen, per case,	2.80
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.28@.30.
Tins, 2-lb., 2 dozen, per case,	1.95
Tins, 2½-lb., 2 dozen, per case,	2.25
Tins, 3-lb., 2 dozen, per case,	2.50
Tins, 5-lb., 1 dozen, per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 100@110	
Georges count 110@115	23.00
Shore 2s, count 225@250	25.00
Medium Irish 2s, count 450	17.00
Norway, count 400@450	
Norway, count 300@350	18.50
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.13
Halibut, fancy chunks, Iceland, 20 lbs	
Bloaters, Cromarty, 100s	

TEAS.

Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.15@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.20@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.15
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Souchong—	
Common to fair	.14@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.84
Old Government—Best	.27
Old Government—Choice	.25
Old Government—Prime	.23
Old Government—Good	.21
Imitation	.20
African	.20
Mocha—	
Genuine Arabian	.23
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.30
Cinnamon, Mats	.10½
Cinnamon, Twaio	.17
Cinnamon, Ceylon	.21@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.80
Cloves, Zanzibar	.19@.20
Cloves, Amboyna	.22
Cloves, Penang	.30@.35
Ginger, African	.08
Ginger, Jamaica, bleached	18½@.20
Ginger Jamaica, unbleached	.17@.19
Ginger, Calcutta	.08
Nutmegs, 75–80s	.25@ 35
Nutmegs, 105–110s	.18@.20
Nutmegs, 130–140s	.15@.18
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Extra white 2½s, unpeeled Calif.	
Standard white 2½s, Calif.	
Tips, green, 1s	
Tips, white, California, 1s	
Beans, Baked—	
Standard, plain 1s	.42½
Standard, plain or sauce, 2s	.50@ .60
Standard, plain or sauce, 3s	.70@ .85
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.50@1.60
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.60
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	.60@ .80
Beans, Stringless—	
Fancy 2s	2.25@2.50
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard ent	
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1.10@1 15
Fancy New York 2s	.90@1.00
Standard New York 2s	.75
Maryland 2s, Maine Style	.75@ .80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.30@1.35

—3—

Telephone 2s	
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.15@1.20
Soaked 2s	.75@ .80
Succotash—	
Extra fancy Maine 2s	1.25
Fancy Maine 2s	1.00@1.10
Extra standard 2s	.75@ .90
Pumpkin—	
Fancy, 3s	.85@1.15
Fancy, gallons	2.75
Squash—	
Fancy 3s	1.15
Tomatoes—	
5½-in. cans, fancy New Jersey	1.50
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	4.50
Gallons, extra standard Maryland	4 25
Quarts, glass jars	
Beets—	
Fancy Strawberry 3s	1.50@1.75
Cut 3s	1.00@1.10
Sweet Potatoes 3s	.90@1.00
Sauer Kraut 3s	.80@1.10
Spinach—	
Standard Maryland 3s	1.45@1.50
Fancy New Jersey 3s	1.50@1.75
Gallons	4.75

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	3.00
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.75
Extra 2½s	3.00
Extra standard 2½s	
Fancy 3s	
Standard 2½s	
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.75
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s.	3.50
Extra standard 2½s	

EASTERN.

Pears—	
Choice New York 2s	1.50
Choice New York State 2½s	2.60
Standard 2s	1.25
Pineapples—	
Sliced or grated 2s	2.00@2.20
Sliced or grated 1s	1.00@1.10
Pie, grated, gallons	3.60
Singapore 1½s	1.15@1.25
Plums, egg, 3s.	
Plums, gage, 3s	
Apples—	
Gallons	3.25
Strawberries—	
2s, fancy	2.50
2s, extra	
Raspberries—	
Red, fancy, 2s	1.80
Standard 2s	

FISH.

Lobster—	
Flat 1s	4 50
Flat ½s	2 50
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	
Medium Red	
Red 1s	1.25@1.35
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.10
Oval 1s (steaks)	2 90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.15
Smyrna Sult., fancy, 6 cr., 30 lbs	
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

Loose Raisins—		Per lb
Valencia, 4 cr., 28 lbs		
California, 4 cr., 50 lbs		
California, 3 cr., 50 lbs		
California, 2 cr., 50 lbs		
Figs—		
Baskets, 1 lb. and 2 lb.	.15	@.18
Layers, 2¾-in., 10 lbs		.09
2½-in., 12 lbs		
2¼-in., 12 lbs		
2-in., 12 lbs		
Currants—		
Fancy, 1-lb. cartons		.10
Cleaned, 1-lb. cartons, choice		.09
Bulk, choice, 50 lbs		.08
Natural, choice		.07
Citron—		
According to quality	.17	@.20
Lemon Peel—		
According to quality	.11	@.12
Orange Peel—		
According to quality	.11½	@.12
Fard Dates—		
60 lbs., bulk	.06	@.07
1-lb. pkgs., 30-lb. case		.09
Persian Dates—		
60 lbs		
Prunes, California, 25-lb. boxes.		
Epineuse, 20x30		.14
30x40, choice		.10
40x50, choice		.09
50x60, choice		.07
60x70, choice		.07
70x80, choice		
Choice. 50-lb. box—		
60x70, 80x 90		
70x80. 90x100		.05
Prunes in cartons—		
Fancy 40x 50		.11
50x 60		.10
60x 70		.09½
70x 80		
Prunes, Oregon, 25-lb boxes.		
30x40		
40x50		
Apples—		
Fancy, 50 lbs.		.11
Fancy, 1-lb cartons		
Prime, 50 lbs.		.10½
Choice, 1-lb. cartons		.12
Peaches—		
Fancy, peeled, 25 lbs.		.27
Unpeeled, fancy, 25 lbs.		.14
Extra Choice Muir		
Apricots—		
Royal, extra fancy, 25 lbs		.26
Moorpark, fancy, 25 lbs		
Royal, fancy, 25 lbs		.24
Royal, choice, 25 lbs		

NUTS.

Almonds—		
Jordan, shelled, large, 28 lbs		@.50
Valencia, 28 lbs	.36	@.40
Flot, shelled		
In shells—		
California P. S., 80 lbs		.25
French Princess		
Tarragona, 120 lbs		.16
Hard Shell, 100 lbs		
Brazils—		
New, large, 180 lbs		.12½
Filberts—		
Turkish		
Sicily, 130 lbs		.12
Jumbo Naples, 110 lbs		
Long Naples, 110 lbs		.14
Pecans—		
Polished, 80 lbs	.16	@.19
Louisiana Paper Shell		
Walnuts—		
Chilli, 1907 crop		.13
Grenoble, 220 lbs		
Marbots, 110 lbs		
Cornes, 110 lbs		
Mixed Nuts—		
Strictly fancy, boxes, 25 lbs		.17
Extra choice, boxes, 25 lbs		.13½
Choice, bags, 125 lbs		.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@18.00
French quarters, boneless	
French quarters, with bones	14.50@18.00
High quarters, boneless	24.50
Halves, boneless	15.00@38.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ½s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@18.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.	.08@ .09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

ny subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.	Column.
tter	7
ndensed Milk	20
eese	27
our	28
ackerel	34
ckles	42
rd, Pure and Compound	44
eserve, Jams and Jellies	46
ckets	62

DECLINES.	Column.

ADDITIONS.	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
arm Cash Drawer,	33
um	47
mmunition	4
tle Grease	5
gs, Paper	41
g and Twine Holders	33
king Powder	5
rley	29
skets	62
th Brick	59
ans	29
acking, Shoe	6
ning	6
rax	47
ooms	61
ushes	63
ckwheat Flour	28
ng Borers	33
tchers' Sundries	44
tter Dishes	62
tter	7
tter Color	47
mphor	47
ndles	15
ndles	7
nned Goods	8
California Fruits	10
Vegetables	8
Fish.	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flonr, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	50
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Pudding	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	52
Sal Soda	52
Salt	52
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	60
Tacks	5[illegible]
Tapioca	3[illegible]
Tar	4
Teas	
Tobacco, Chewing	6
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

Confectioners' Lozenge	5.25
" Powdered	5.25
" Crown A	5.45
" Crystal A	5.10
" Coarse Granulated	5.35
agle Tablets	6.38½
rystal Dominoes	7.35
ut Loaf	5.80
atent Cubes	5.35
owdered	5.20
xtra Fine Granulated	5.20
oarse Granulated	5.20
ranulated	5.10
ne Granulated	5.10
" in 50-lb. bags packed 2 in 100-lb. bag	5.15
" in 25-lb. bags packed 4 in 100-lb. bag	5.15
" in 10-lb. bags packed 10 in 100-lb. bag	5 25
" in 5-lb. bags packed in bbls	5.30
" in 5-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. bags packed in bbls	5 40
" in 2-lb. bags packed in 100-lb. bags	5.40
" in 2-lb. cartons in cases	5.30
" in 2-lb. paper packages in cases	5.30
onfectioners' A	5 00
—Keystone A	4.85
—American A	4.80
—Centennial A	4.75
—California A	4.70
—Franklin B	4.65
—Keystone B	4.60
—American B	4.55
—Centennial B	4.50
—California B	4.45
—Franklin Extra C	4.40
—Keystone Extra C	4.35
—American Extra C	4.30
—Centennial Extra C	4.25
—California Extra C	4.25
—Franklin C	4.25
—Keystone C	4 25

TEA.

	Per lb.
APANS—Basket-fired	18 @ 35
APANS—Pan-fired—Common to Fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
ORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
OOCHOW—Common, cargo	13 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
UNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	13 @ 20
Choice to extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	17 @ 38
CEYLON—Common to Fine	17 @ 40
ENGLISH BREAKFAST—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

		In ½ & lb.	In ¼ lb.
Ceylon and India, No.	1	.45	.47
" " "	2	.40	.42
" " "	3	.35	.37
Black and Green, "	1	.45	
" " "	2	.40	
English Breakfast, "	1	.45	
" " "	2	.40	
Formosa Oolong, "	1	.45	
" " "	2	.40	

Counter box, 30 ten cent tins, only packed in No. 1 quality, $2.00

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, " "	.60
Ex. Gold, " "	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), "	.50
Formosa and Oolong, "	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades per doz.	.90

Caricol Blend, Martindale & Co.:— Per lb.

5-lb. Silver Sacks	.22
1-lb. "	.22½
½-lb. "	.23
¼-lb. "	.23½
⅛-lb "	.25

Spring Garden Tea—

100 lb. barrels per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

McCormick & Co's, Banquet Brand— Per doz.

No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

—3—

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz., per doz.	.85
" " " quarts, 1 " "	1.40
" " " " 3 " "	1.40
" " " ½ gals. 1 " per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
" quarts, 1 " "	.90
" " 3 " "	.90
" ½ gals. 1 " per bbl.	1.80
Violet, pints, 2 doz. per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross "	8.40
Peerless, ¼ gross "	4.40

BAKING POWDER. Per Doz

¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75
Davis' O. K., ¼-lb., 4 doz. per doz.	.45
" ½-lb., 3 " "	.90
" 1-lb., 2 " "	1.65
" 5-lb., ½ " "	7.20
Cleveland's, 10-c. size, 4 doz. per doz.	.84
" ¼-lb., 4 " "	1.23
" ½-lb., 2 " "	2.28
" 1-lb., 1 "	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	45
" ½- " 2 doz. cases	.90
" 1- " 1 "	1.65
" 5- " 6 cans in case per lb.	.[illegible]2
Sea Gull, 6 oz., glass, 4 doz.	45
Parrot and Monkey, 4 doz.	.45

Rumford's Yeast Powder:—

4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass, 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl. per gross,	12.25

Rumford Baking Powder:—

5c.-tins, 4 doz. per doz.	.45
10c.-can, 4 doz. in box "	.90
½-lb. cans, 2 doz. in case "	1.25
1-lb. cans, 1 doz. in case "	2.50
Royal, 10c. size, 4 doz.	.86
" ¼ lb., 4 doz.	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65

—4—

Ralston Baking Powder, 1 lb. cans, per doz.	2.25
" " " ½ lb. " " "	1.25
Boston Brand, 5 lb. size, ½ doz. case...per doz.	12.00
" 1 " 1 " ... "	2.50
" ½ " 2 " ... "	.55
" ¼ " 3 " ... "	.75
Purity Brand 5 " ½ " ... "	6.00
" 1 " 1 " ... "	1.50
" " 3 " ... "	.80
" ¼ " 3 " ... "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and danbers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz. per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M. per ½ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.[illegible]0
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz.	1.15
Bixby's Royal Polish, 1 doz.	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz.	.82½
Browns, Army and Navy, 1 doz.	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70

Whittemore Bros. & Co.—

Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos Peaberry, extra fancy	10
" Fancy	.09¼@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.11¾
" Choice	@.11
Washed Caracas, Fancy	.12½@.13
Java, Extra Fancy Old Government	@.19
" Extra Fancy	@.18½
" Fancy	@.18
Mocha, ½ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.13
" Prime	@.11½
" Choice	@.09½
Santos, Extra Fancy	.13½
" Fancy	@.13
" Choice	@.12½
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.24½
" Fancy	@.23½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.18½
Eureka	.15½
Leader	.18
Jap	.13
Special, No. 6	.12½
Special Drive	.12

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 35/100
Lion	13⅛	13¼
B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins,		.26
Saindo, lbs		.20
" 50-lb. tins		.19
" barrels		.18
Viv, lbs		.16
" 50-lb. tins		.15
" barrels		.14

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20
Packed in 30 and 60 pound cases.	
German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, M. & J. Blend, 40 or 60 1 lb. tins	.27½
Tourist, M. & J. Blend, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.15
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box ... per box	3.90
12 tins in box ... per carton	.95
2 lb. tins ... per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans ... per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends ... per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin ... per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross ... per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04⅜
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Gun Caps, E. B ... per M	.60
Gun Caps, musket ... per M	.65
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB. bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7 40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.31
" First, "	.30
" Second, "	.29
" Third, "	.28
" Imitation, 30–60 lbs	.27
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.32
Ladles, 30–60 lbs., bakers' use	.24
Print Butter:—	
Star or S. D. brands, 1 lb., 20–50-lb. bxs.	.35
B. B., E. D. brands, 20–50-lb. boxes	34
J. J., C. V., Gilt Edge, Gold Medal, 20–50-lb. boxes	.33
Sheaf ("400") Elgin, 20–50-lb. boxes	.32
Sheaf	.28–.31
B. S. Gilt Edge, cartons	.35
Gurnse, pounds or half pounds	.33
Belle Spring	.31

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.11½
" 16's, "	.12½
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	09¼
Peerless " " "	09¾
Bright Light, " " ... per box	2 50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	
Martha Washington, long 12s ... per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints ... per gross	4.35
Mason's, quarts ... per gross	4.60
Mason's, half-gallons ... per gross	6.50

—8—

Jelly Tumblers—	
Barrels, 22 doz ... per doz.	
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	
Mason's Caps and Rubbers, ½ gro., "	
Jar Rubbers—	
Lip, wide ... per gross	
Acme, wide, 1 doz. cartons ... per lb.	
" medium, 1 doz. cartons ... "	
Reliable, white rubber, wide	
" " medium	
Black, medium ... per lb.	
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Autumn brand, Sweet Marjoram ... per doz.	
" Sage ... "	
" Thyme ... "	
" Savory ... "	
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory ... per case	
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savory—	
½-lb. cartons, 1 doz ... per doz.	
¼-lb. " " ... "	
⅛-lb. " " ... "	
¼-lb. screw cap bottles, 2 doz ... per doz.	
¼-lb. square cans, 2 doz ... "	

CANNED GOODS.

	Per doz.
Tomatoes—	
Frying, Good Luck Brand	
DuBois' Frying	
Jersey King, No. 3, Standard Jersey	
Blue Hen Chickens, No. 3	
Rio Grande, fancy, Jersey	
Silver Lake, fancy, Jersey	
Alta, No. 2	
Alta, No. 10, 1 doz	
Bull Dog, No. 2	
Lima Beans—	
Tinsley's, extra small	
Turkey, fancy, Jersey	
Silver Lake	
Boyer's, Fancy	
Oxford, Maine packed	
Lanfair, 2s	
String Beans—	
Red Jacket, small	
Mikado, Penna., fancy	
Cloister, fancy N. Y.	

It's a Blend That Nearly Everybody Likes

It's name is **Spring Garden.** Your customers will find it the finest tea they ever bought for 60 cents per pound. We sell it to you for:

In 100-lb. Barrels	18	cents per lb. net
In 5-lb. Silver Bags (Packed in cases containing 100 Pounds)	19	cents per lb. net
In 1-lb. Silver Bags	19½	cents per lb. net
In ½-lb. Silver Bags	20	cents per lb. net
In ¼-lb. Silver Bags	21	cents per lb. net

Thomas Martindale & Co., Philadelphia, Pa.

What's in a Name?

We'll tell you. We have picked out the name **Apelpi** for our Evaporated Apples, so that every time it is thought of particular people will think of the finest fruit of this kind ever put on the market.

We have adopted the sentence, "The bottom as good as the top," because that is unusual with evaporated apples, and we pride ourselves on the fact that it applies to ours. Put them in, and your troubles in this direction are over.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON, Distributers — 28 So. Front Street, Philadelphia, Pa.

"Is This What I Made?"

If the cook who invented Baked Beans with tomato sauce were to come back and open up some of the cans labeled Baked Beans he would go gladly back to oblivion.

For "Baked Beans" doesn't always mean baked beans any more. In most cases it means beans boiled or steamed, dampened with a little cheap catsup and packed. The result is an attempted fraud on the palate of him who knows the real thing.

L. & S. Baked Beans are really baked in the good new way. We guarantee that absolutely. Baking makes the bean over. Instead of swelling and mushing it up like steaming or boiling, it leaves it just as firm but mealy and melting.

And our tomato sauce is tomato sauce made by an expert.

LUTZ & SCHRAMM COMPANY
ALLEGHENY, PA.

—9—

Boyer's, 2s	.82½
Acorn, 3	.95
Acorn, No. 2	.72½
White Wax Beans—	
Acorn	.70
Champion	.65
Compass, No. 10, 1 doz	3.00
Baked Beans—	
B. & M., No. 3	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.87½
Campbell's, No. 2, sauce	.87½
Oxford, No. 3	.90
Narragansett, No. 2, tomato sauce	.97½
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.80
Moore & Brady, No. 3, sauce	.85
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	45
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	.92½
Martin Wagner Co., No. 3, tomato sauce	1.00
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.50
Schimmel's, No. 2, sauce	.87½
Schimmel's, No. 2, plain	.82½
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. per doz.	.82½
Victory brand, No. 1, 4 doz. per doz.	.45
Corn—	
Kornlet	1.50
Winoor, kernelled	1.40
Paris, fancy Maine	1.15
American Beauty, extra fancy, Shoe Peg	.85
Cream of Susquehanna	.95
Baker's, G. W., whole grain	
Shoe Peg, Susquehanna	.80
Shoe Peg, Osborn's	.72½
Mark, crushed	.67½

—10—

Peas—	
French, Extra Fins, 100 cans, per case	16.25
French, Tres. Fins, 100 cans, per case	15.00
French, Fins, 100 cans	14.25
French, Moyens, 100 cans	13.50
Belle Rose, Fancy N. Y. State Sifted, Little Champions	1.50
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1 25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	1.00
Little Nell's, Baltimore	.65
Beets—	
Red Jacket, No. 3, small	1.45
Silver Lake, fancy, No. 3	1 05
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
McMurray's Mountain	.80
Spinach—	
Champion, No. 3	1.25
Shawnee, No. 3	1.27½
Farren's, No. 10	4.25
Sweet Potatoes—	
Plantation, No. 3	.92½
Delaware, 3-lb., 2 doz	.95
Pumpkin—	
Catawba brand, extra fancy, N. Y. State, No. 3	.85
M. & W., Dog Head, No. 3	.80
Andrews & Co., No. 2	.47½
Asparagus—	
Del Monte, mammoth, No. 2½	4.25
Extra mammoth, No. 2½	4.25
Superior, large, No. 2½	4.00
Staple, medium, No. 2½	3.85
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3.50
Grand Island, medium	3.35
El Rio, medium, No. 2½, 2 doz	3.25

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra standard	2 50
Standard	2.00
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Cherries—	
Extra quality, 2½s	3.40
Extra standard, 2½	
Standard, 2½	3.00

—11—

Peaches—	
Extra standard, lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 1 lb., 4 doz	1.65
Prize Medal, lemon clings, No. 10, 1 doz	8.50
Express, yellows, 2½s	
Plums—	
Extra standard egg	
Extra standard green gage	
Standard egg	
Standard gage	

DOMESTIC CANNED FRUIT.

Apples—	
Derby, No. 10, 1 doz	2.85
Pride of Shenandoah, No. 3, 2 doz	1 00
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	1.20
Blueberries—	
Loggies, No. 2	1 50
Loggies, No. 10	7 00
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Calumet, yellow, light syrup	
Terrapin, No. 3	
Pears—	
Matchless, extra fancy, No. 2	1.65
Raspberries—	
Mikado, red, fancy, N. Y. State, preserved, No. 2	
Rhubarb—	
Silver Lake, No. 3	
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	1.85
Silver Lake, No. 10, 1 doz	7.50
Defence, No. 2	2.20
Pine-apple—	
Phonograph, grated, No. 2	1.95
Phonograph, sliced, No. 2	1.90
Acorn, grated, No. 2	1.90
Acorn, E. & C., No. 2	1.85
General, E. & C., sliced, No. 2	1.75
Indian River, E. & C., No. 2	1.60
Terrapin, E. & C., sliced, No. 2	1.55
Wagner's, E. & C., No. 2	1 50
Orange Grove, E. & C., No. 2	1.40
Wallace, grated, No. 2	1.30
Singapore Chunks, No. 1½, 4 doz	1.17½
Wallace, E. & C., sliced, No. 2	1 25
Singapore, cubes, No. 1½, 4 doz	1.12½
Wagner's, No. 1, cocktail, 2 doz	1.00
P. & B., grated, No. 3	.95
James, No. 3, pie, grated	.90
Singapore, cubes, No. 1, 4 doz	.80

—12—

The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.

Tan Chop Hin, ¾-lb. chunks per doz.	.80
" 1 " " "	.87½
" 1½ " " "	1.17½
" 1½ " sliced "	1.35
" 1½ " grated "	1.35
" 1½ " whole "	1.85
Packed in their own juice:—	
1½-lb. chunks, extra heavy syrup...per doz.	1.4[illegible]
1½ " sliced "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz.
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	
Star, No. 1, 4 doz	
Lobster—	
B. & M., No. ½, flat, 4 doz	2.25
B. & M., No. 1, tall, 2 doz	4.05
Star brand, No. ¼, flat, 4 doz	1.30
Star brand, No. ½, flat, 4 doz	2 20
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.15
Shrimps—	
Barataria Canning Co., new, No. 1, 2 doz	
Lopez & Dukate (Barataria), new, pickled, No. 1, 2 doz	1.25
Mackerel—	
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.50
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.15
Boyer's, No. 2, 2 doz	2.07½
M. & B., No. 1, 2 doz	1.07½
Stewart's, No. 2, 2 doz	2.10
Stewart's, No. 1, 2 doz	1.02½
Victory, No. 1 doz	1.02½
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Salmon—	
Cook's, Holly, Colorado River, No. 1, tall	1.80
Hapgood's, No. 1, tall, 4 doz	1.85
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.10
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Rising, light, fancy, red, No. 1. tall	
Humes, Karluk, No. 1, tall, 4 doz	1.32½

Ritter's Guaranty

In compliance with the rules and regulations for the enforcement of the Food and Drugs Act published by the Commission appointed for this purpose, we have filed a guaranty covering all our products with the Agricultural Department in Washington under the serial number 1017.

In the future all our products will be labeled in accordance with Regulation Nine as follows: *Guaranteed under the Food and Drugs Act, June 30, 1906, No. 1017.*

This guaranty is sufficient and covers every sale we make and no individual guaranties are necessary.

It has always been our aim to manufacture pure and wholesome food, to comply with existing laws and to protect all who buy our products, and we shall carry out this principle in the future.

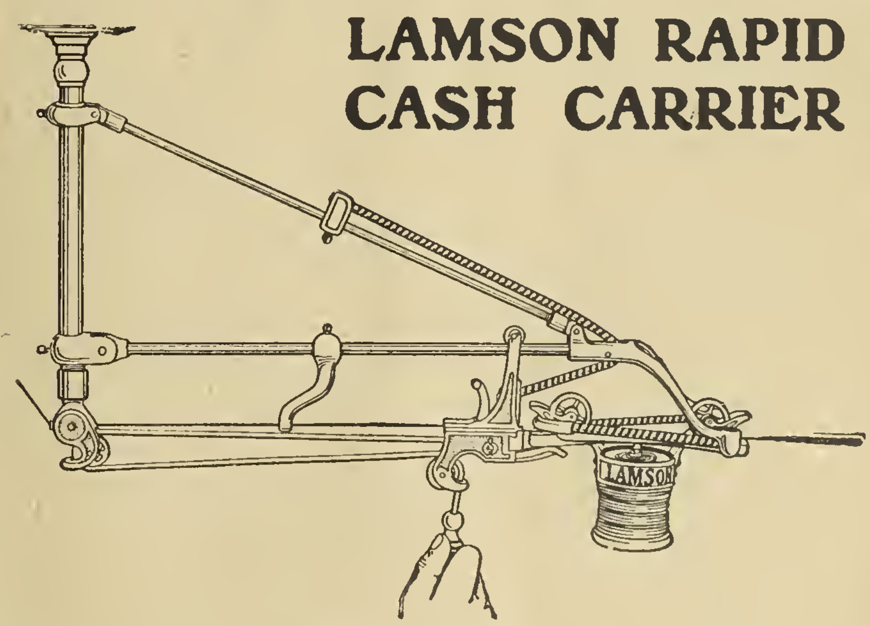
We hope to deserve your continued confidence and patronage.

Philip J. Ritter Conserve Co.

PHILADELPHIA, PA.

Fruit Butters — Preserved Fruits — Fruit Syrups
Cranberry Sauce — Catsup — Honey
Mince Meat — Chili Sauce — Mustard
Jellies — Salad Oil — Baked Beans
Jams — Crushed Fruits — Soups
Canned Fruits — Canned Vegetables

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.40
Leader, fancy, red, No. 1, tall	
Defender, medium, red, Alaska, No. 1, tall	1.20

Plain.

La Champagne, ½'s, key	25 00
" ¼'s, key	17.00
Lucullus, ¼'s	13.00
C. Morel, ¼'s	10.00

SARDINES—Boneless.

Le Marchand, ¼'s	
La Champagne, ¼'s, key	
Cadean, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.40
½s, Martels	13.50
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8.25
Mustard—	
¼s, Irma, 100 cans	3.42½
¼s, Eureka, key, 100 cans	3.27½
¼s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3 00
¾s, Underwood's, 50 cans	3.95
¾s, Irma, 50 cans	3.50
¾s, Harbor, 50 cans	3.35
¾s, Booth's, extra, in cartons, 50 cans	2.70
¾s, Continental, key, 48 cans	2.50
¾s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.67½
¼s, Continental, key, 100 cans	3 40
¼s, Le Baron, 100 cans	3.12½
Gold Label, ¼s, oil, 100 cans	6.25
" ¼s, mayonnaise dressing, 100 cans	6'40
" ¾s, " " 50 cans	4.30
Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12 00
Quarters, Tomato Sauce, key, 100 tins	13 00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.20
" " with key, No. 2, 1 doz	2.25
Fairbank's, with key, No. 1, 2 doz	1.15
" with key, No. 2, 1 doz	2.15
" with key, No. 6, 1 doz	7.65
" with key, No. 14, ½ doz	16.50
Libby's, with key, No. 1, 2 doz	1.20
" with key, No. 2, 1 doz	2.20

Chipped Dried Beef.

No. 1, 2 doz	1.85
No. ½, 2 doz	1.05
Glass, No. ½, 2 doz	1.35
Glass, No. 1, 2 doz	2.35
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.72½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.55

—14—

Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.12½
Fairbank's, No. 2, 1 doz	2.15
Armour's, No. 1, 2 doz	1.22½
Armour's, No. 2, 1 doz	2.25
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.05
Kingan's, No. 2, 1 doz	2.05

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2½, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.42½
Armour's Veribest, No. ½, 2 doz	.75
Libby's, No. ¼, 4 doz	.42½
Libby's, No. ½, 4 doz	.75

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.82½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—

	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—

	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2 25
Tongue	1.25	2 25
Chicken	1.95	3.00
Turkey	1 95	3.00

Soups.

Snider's Tomato Soup—			per doz.
3 lb. cans, 2 doz			2.35
2 lb. cans, 2 doz			1.35
1 lb. cans, 4 doz			.90
Gallons, cans, ½ doz			5.00
Schimmel's, assorted, 1 lb., 4 doz			.85
Campbell's:—			
No. 1 cans, 4 doz. to case, straight or assorted, all kinds except Tomato	per doz.		.87½
No. 1 cans, 4 doz. to case, assortment No. 1 containing 8 cans Tomato	"	"	.87½
No. 1 cans, 4 doz. to case, Tomato	"	"	.95
No. 8 cans, 24 to case, all kinds except Tomato	"	"	2.50
No. 8 cans, 24 to case, Tomato	"	"	2.65
Gallon cans, 6 to case, all kinds except Tomato	"	"	7.75
Gallon cans, 6 to case, Tomato	"	"	8.25

Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONERY

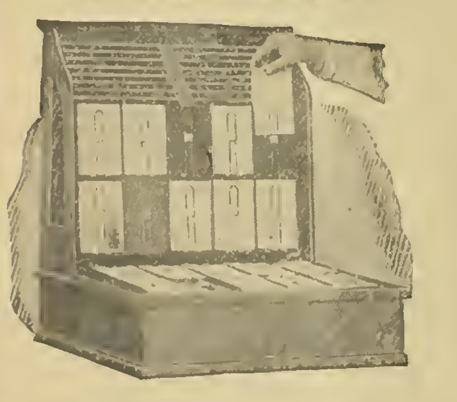
Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09
Elcroften Mixtures	"	.08
Nobby Mixtures	"	.09
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13
French Creams	"	.09
American Mixtures	"	.08
Variety Cut Drops	"	.08
Darling Mints	"	.08
Golden Drip Bar	15-lb. boxes	.09
Sour Balls	30-lb. pails	.08
Pancella Cream Chocolate	"	.10
I X L Assorted Chocolate	"	.11
King B Assorted Chocolate	"	.12
No. 1 Fine Assorted Chocolate	"	.15
Nonpariel Drops	"	.10
Chocolate Covered Caramels	"	.11
Dairy Chocolate Chips	25-lb. pails	.15
Chocolate Mints	30-lb. pails	.11
Honey B Comb	21-lb. pails	.16
Cream Cocoanut Balls	28-lb. pails	.09
Cream Peppermint	30-lb. pails	.09
" Wintergreen	"	.09
Wellington Caramels	25-lb. pails	.07
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09
Mint "	"	.09
Assorted "	"	.09
Conversation "	28-lb. pails	.09
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.11
Rock Candy, assorted	10-lb. boxes	.09
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Waldorf, medium, 12 oz., screw top, 2 doz.	.92½
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate ... per jug	.85

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—	Per Case
Small, 25 bottles in case	2.75
Medium, 25 bottles in case	4.25
Large, 12 bottles in case	3.25



Thirty Thousand McCaskey Registers In Use

WHEN SHORT OF OPINIONS be careful of whom You Borrow. If you Want to Know about THE BEST SYSTEM ever invented We will gladly give you the names of merchants in your own neighborhood that handle their accounts by THE McCASKEY REGISTER SYSTEM.

Get the Opinions of people WHO KNOW.
CREDIT SALES handled as FAST as CASH SALES.
NO FORGOTTEN CHARGES.
NO DISPUTES.
IT COLLECTS THE ACCOUNTS.
AND PLEASES YOUR CUSTOMERS.
ONLY ONE WRITING.

A 64-page Catalogue FREE.

THE McCASKEY REGISTER CO., 30 Rush St., Alliance, Ohio

Manufacturers of the Famous Multiplex, Duplicate and Triplicate Pads; also, End Carbon, Side Carbon and Folded Pads.

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New Jersey Office, 15 Clinton St., Newark.

C. T. Baxter, Dist. Mgr. for Maryland, Eastern Penna. and Delaware. Office at 406 Central Trust Bldg., Cor. Market and 4th Streets, Philadelphia, Pa.

J. D. Lasley, Dist. Mgr. for Virginia, North and South Carolina and District of Columbia. Office at Room 15, Central Nat'l Bank Bldg., 7th Street and Pennsylvania Avenue, Washington, D. C.

AGENCIES IN ALL PRINCIPAL CITIES

How to Make Other Cocoas as Good as Ours

Take the average cocoa on the market and carry it through another process or two, and you may have an article about as good as **Croft's Swiss Milk Cocoa.**

The trouble is that other manufacturers will not use that "other process or two," because of its cost. They prefer to send out their product half made, as it were—containing indigestible and ill-tasting ingredients which should have been eliminated—so that they can save a little on the cost of making.

Croft's Swiss Milk Cocoa has everything taken out that should be taken out, and for that reason, among others, it has the smoothest, finest flavor of any cocoa made.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. *Philadelphia PENNSYLVANIA*

—17—

Campbell's Beefsteak Tomato Ketchup:—
½ pints, 24 bottles to case 1.10
Pints, 24 bottles to case 2.00
Campbell's Tomato Ketchup:—
Pint bottles, 24 to case, per doz 1.40
½-pint bottles, 24 to case, per doz .... .90
Campbell's Chili Sauce:—
Pints, 2 doz. to case 1.40
½ pints, 2 doz. to case .... .90
Asst. Condiments, 2 doz. to case, per doz .... .90

CHOCOLATE AND COCOA.

Walter Baker & Co's:— Per lb.
Premium, 12 to 25 lbs .... .32
Caracas, sweet, 6 lbs .... .32
German, sweet, 6 to 12 lbs .... .23
Auto, sweet, 6 lbs .... .32
Cocoa, ¼-lb. cans, 12 lbs. in box .... .38
Cocoa, ½-lb. tins, 12 lbs .... .38
W. H. Baker s:—
Best Cocoa, ½-lb. size ....per lb. .36
" ⅛-lb. " .... " .38
Premium Chocolate, ½s, 12 lbs .... .30
" ¼s, 12 lbs .... .31
Best Sweet Chocolate, ¼s .... .21
Best Sweet Chocolate, 1-5s .... .21
Vanilla Sweet Chocolate, ⅙s .... .29
Hershey's—
Vanilla Sweet, ⅙s, 6 lb ....per box 1.55
Swiss Milk, ⅙s, 6 lb .... " 1.45
Cocoa, Epp's, ½-lb. tins, 7 lbs .... .42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin, .72
" " 6-lb. boxes, ½-lb. tins, per tin, .37½
" " 6-lb. boxes, ¼-lb. tins, per tin, .19
" Huyler's, ½s, 6 lb .... .43
" " ¼s, 6 lb .... .45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per doz.
¼-lb. round cans	.18½	2.21
½-lb. "	.29	3.48
1-lb. "	.57	6.84
1½-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—
Milk Chocolate, 6 to lb .... .45
Queen, 4 to lb .... .42
Sweet Vanilla, 4 to lb .... .28
" 8 to lb .... .28
Plain Cooking Chocolate, ½-lb. cakes .... .32
Blooker's Cocoa Powder—
¼-lb. tins, 2 doz. in box ....per doz. 1.88
½-lb. tins, 2 doz. in box .... " 3.50
1-lb. tins, 1 doz. in box .... " 6.50
5-lb. tins, 1 doz. in case ....per lb. .52
10-lb. bags, 1 doz. in case .... " .50

—18—

Wilbur's Cocoa—
Breakfast, ¼-lb. tins, 6-lb. boxes ....per lb. .38
" ½-lb. tins, 6-lb. boxes ....per lb. .37

Wilbur's Chocolate—
Premium, ½s, 12-lb ....per lb. .32
Sweet Clover, ⅙s, 6-lb ....per lb. .25

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ½s .... .36
Cocoa, labeled, ⅛s .... .38
Premium Chocolate, ½s .... .28
Premium Chocolate, ¼s .... .30

Ideal Chocolate and Cocoa Co.:—
Ideal Cocoa, ½-lb. size ....per lb. .40
" " ⅛-lb. " .... " .41
" Baking Chocolate, ½-lb size .... " .27
" " " ¼-lb. " .... " .29
" Milk Chocolate, 6-lb. box ....per box 1.65
" Vanilla, Sweet, 6-lb. " .... " 1.65

Lowney's:—
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages .... .35
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages .... .35
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages .... .35
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages .... .35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages .... .30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages .... .30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages .... .30
Vanilla Sweet Chocolate, 50 5-cent packages in box ....per box 1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins .... .41
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins .... .41
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins .... .40

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins .... .40
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins .... .40
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins .... .40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins .... .40
Diamond Chocolate, sweet, ¼-lb. pkgs.
6-lb. boxes, 12 boxes in case ......per lb. .27
12 " " 6 " " ..... " .27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb. .33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins " 34
½-lb. tins, 6-lb. bxs., 12 bxs. case " .33
Milk Chocolate, 50 5-cent packages in box, per box 1.75
Peter's Milk Chocolate:—
No. 61—½ lb. size, croquettes ....per lb. .48
No. 62—¼ lb. " " " .48
No. 63—½ lb. " flat packets .... " .48
No. 64—¼ lb. " " " " .48
No. 93—⅛ lb. " " " " .48
No. 66—⅛ lb. " " " " .50
No. 67—1/16 lb. " " " " .50
No. 68—1/32 lb. " " " " .50
Croft's Cocoa and Chocolate—
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes .... .40
Croft's Cocoa, ⅛s, 2 doz. in box 1.85
" " ¼s, 6 lb. " .... .37
" " ½s, 6 lb. " .... .35
" " 1s, 12 lb. " .... .32
" " 5 lb., 6 cans in box .... .30
" Swiss Milk Chocolate, 48 5-c. cakes.. 1.50
" " " 120 2-c. cakes.. 1.50
" Caracas, ¼-lb. cakes, 6 lb. in box... .30
" Superior Sweet, 6 lb. " ... .22
" Premium, ¼s, 12 lb. " ...
" " ½s, 12 lb. " ...
Hawley & Hoop's Breakfast Cocoa—
A No. 1, ½-lb. tins, 12 in box .... .34½
" ¼-lb. " 24 " .... .35½
Cocoa Shells, cleaned, bags ....per lb. .01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—
½-lb. decorated cans, 12-lb. boxes .....per lb. .30
½-lb. " " 24-lb. " .... " .29
Special 10-c. packages, 30 to box....per box, 2.10
Blue Ribbon Breakfast Cocoa—
Decorated ½-lb. tins, 6-lb. boxes .... .36½
" ½-lb. " 12-lb. " .... .36
Bedford Cocoa—
Labeled ½-lb. cans, 6-lb. boxes .... .29½
" ½-lb. " 12-lb. " .... .29
" ⅛-lb. " 6-lb. " .... .31½
" ⅛-lb. " 12-lb. " .... .31
Vanilla Sweet Chocolate—
Blue Ribbon, ⅛s, 6-lb. boxes .... .26½
" ⅛s, 12-lb. " .... .26
Buster Brown, 5-c., 48 cakes ....per box, 1.35
" 3-c., 72 " .... " 1.40

—20—

Premium Chocolate—
½-lb. cakes, 12-lb. boxes .... .27½
½-lb. " 24-lb. " .... .27
Milk Chocolate—
40 3-cent cakes in box, 24 to half case .... .80
40 " " 48 to case .... .80
24 5-cent cakes in box, 24 to half case .... .78
24 " " 48 to case .... .78

CONDENSED MILK.

Eagle, 4 doz 6.25
Eagle, 2 doz 3.15
Challenge, 4 doz 4.00
Defiance, 4 doz 3.85
Dime, 4 doz 3.75
Winner, 4 doz 4.40
Baby, 1 doz., glass 1.90
Red Cross 4.15
Peninsular 4.30
Dr. Hand's, 2 doz 3.10
Leader 4.10
Banner, 4 doz 4.15
Star, 4 doz 4.50

EVAPORATED MILK.

Peerless, family size, 4 doz 3 50
Peerless, 5c. size, 4 doz 2 00
St. Charles, family size, 4 doz 3 75
St. Charles, hotel size, 2 doz ....
Silver Cow, 5c. size ....6 doz. 3.25
Pet, 10-c. size, 4 doz ....per case 3.25
Pet, 5-c size, 6 doz ....per case 2.75
Van Camps, 6 doz., small 2.80
Van Camps, 4 doz., medium 3.55
Van Camps, 4 doz., large 3 70

HIRES CONDENSED MILK AND CREAM

Per case.
Hires Condensed Milk .. 5.60
Queen 4.00
Blue Ribbon 3.80
Premium 3.80
Silver 4.15
(Each of above brands 4 doz. in case.)

Gold Cream
Packed in cases of Forty-eight 20 oz. cans.
Less than five cases 4.00
Five cases or more 3.95
Twenty-five cases or more 3.90
Fifty cases or more 3.85

It Is Spelled R=A=M=L=Y

If you want to sell a really delightful smoke, get the **real** Ramly, don't take something gotten up to **look** like the Ramly, because there the similarity ends.

No cigarette ever made has jumped into such immediate popularity. It has become famous on its quality alone.

If you put Ramly Cigarettes in stock you will be assured of the permanent patronage of every man to whom you sell a package.

Don't get confused on the name—it is spelled R–A–M–L–Y.

Mentor Cigarette Company

404 Atlantic Avenue

Phila. Rep., ARTHUR HAGAN & Co.
151 North Third Street

BOSTON, MASS.

Compare This Picture With Your Store

We can make your place look like this and we can afford to do it for less money than anybody else.

MILLER & ENGLAND

7012-14-16-18 Woodland Avenue

PHILADELPHIA, PA.

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ½s	.26
" ¼s	.28
" ½s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 240 lbs.	.10¼
" Slice, " 220 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Bijou Cookie	.07½	.08
Brown Edge Water		.09
Butter Toast	.07½	.08
Clover Mixed		.08
Cocoanut Ripple		.10
Cry Babies		.09
Fig Bars		.20
Fruit Cookies	.07½	.08
Fruit Gem	.08	.08
Ginger Snaps, XX	.06	.06½
Ginger Vedettes	.07	.07½

—22—

Graham Wafers		.10
Grandma Cookies	.07½	.08
Honey Jumbles, XX		.10
" " Iced		.10
Honey Kernel		.10
Iced Ginger Tablet		.08
Iced Penn Treaty		.07½
Iced Vedette Wafer	.07¼	.08
Macaroon Cookie		.10
Man-in-the-Moon		.08
Matchless	.08	.08
Milk Lunch	.07	.07½
Oriental Cookie	.07½	.08
Quaker City Mixed	.07½	.08
Quiver Mixed	.07	.07½
Orange Cookies	.07½	.08
Peerless		.08
Soda Biscuit, XX	.06	.06¼
" " No. 1	.07	.07½
Spiced Wafers	.07½	.08
Sunshine Cookie	.07½	.08
Suprema	.08	.08
Wavelets		.09

Package Goods—	Per doz.
Bonnie Water	.95
Butter Toast	.50
Cracker Meal	.84
Cresco Cookies	.95
Fairy Oyster	.50
Gingerettes	.95
Gold Medal Soda (10-cent size)	.95
" " (5-cent size)	.50
Graham Wafers	.95
Milk Lunch	.95
Ivinettes	.95
Butter Thins	.95

Freight paid on 100 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish. p. dz.	1.15

—23—

Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish. p. dz.	1.75
Wein Senf, in bbls. ...per gal.	
" 1 gallon stone jars ...per jar	.75
" 5 gallon kegs ...per keg	2.50
Prepared Mustard, in bbls. ...per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case...per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
...loaf,	.26½
Sap Sago, 3 to a lb. ...cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs. ...loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
" in tin ...per lb.	.26
" 1-lb. tins ...per case	3.25
Camembert, in wood boxes ...per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1 ...loaf .19 cut	.20
" " Square loaves, No. 2, about 25 lbs. each ...per lb.	.19
Limburger Cheese, No. 1 ...box, .14; ½ box, 15; less	.15
Muenster Cheese ...per lb.	.18
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.19½
Pineapple (Picnic size), 6 in box ...per box	
" (Gem size), 6 in box "	3.00
Royal Luncheon Cheese—	2.25
Dinner size, 2 doz. in case ...per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size. per doz.	1.00
" " " No. 2 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.30
" d'Isigny, " 6 in box... "	1.30
Wm. Tell brand, 12 in box "	1.10
Neufchatel (Cow brand), 25 in box ...per box	.95
Star Cream, or Phila., 12 " "	2.00
Miniature Cream, or Phila. 12 " "	1.00
Hand Cheese, 8 doz. "	1.25
" 4 " "	.65
" 4 " Thuringer "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.15
Schutzen Cheese, 12 in box "	.95
American Mountain Cheese (Alpen Kase), 50 1-lb. packages ...per lb.	.16

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight) ...per lb.	.48
Wiener Wurstel, 16 in tin ...per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervelat Sausage (Rolff's) ...per lb.	.42
Imported Frankfurters ...per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size ...per doz.	3.00
American Holsteiner..by bbl. 11½ less, per lb.	.14
" Landjager, short ...per lb.	.24
" " long "	
" Mortadella, Dry ...per lb.	.25
" Knackwurst, 25 in box, per box, $4.75 ...per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .21½; less	.23
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.22
" Cervelat, Crescent, 50 and 100-lb. boxes, .16½; less	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23½; less	.24
" Salami (E), 50 and 100-lb. boxes, .21; less	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .19; less	.20
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less	.18
" Tongue Sausage ...per lb.	.18
" Smoked Braunschweiger Liver Sausage ...per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz.	.90
" Petit Delicatess Frankfurters, with Sauer Kraut ...per doz.	.90
" Lebanon Beef Bologna ...per lb.	.16
" Paprika Speck "	.28
Mettwurst, half-round "	.26
Liver Sausage (Special), truffle, goose or sardellen ...per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2.50
Calves' Head, in round tins ...per doz.	1.65
Pickled Meats, in glass "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

In every leading magazine published you can find the advertisements of **Ralston Health Food** and **Purina Whole Wheat Flour,** preaching the gospel of pure and nutritious food.

And incidentally building up the already enormous business in these products—building it up by bringing orders to retail grocers the country over.

If you believe in selling products of unimpeachable purity and wholesomeness, and particularly if you believe in filling orders which we are inspiring for you every day, why not stock up **Ralston Health Food** and **Purina Whole Wheat Flour.**

RALSTON PURINA MILLS

PORTLAND, ORE. **ST. LOUIS, MO.** TILSONBURG, ONT.

Samples supplied for your trade upon written request to the Mills.

The Old Brands Lag Behind

The leading soap powder to-day is unquestionably **Snow Boy.** Don't take our word for this—ask anybody who keeps posted on conditions.

Time was when other brands beat **Snow Boy**, but that time is past. **Snow Boy Washing Powder** is now ahead because it never hurts anybody's hands, and always does its work. It's a perfect cleanser, and never disappoints. Other soap powders will clean well enough, but they also clean off the skin from the user's hands.

The premiums help, too.

Good Goods and Good Profits

LAUTZ BROS. & CO. = Buffalo, N. Y.

—25—

...el Salad, in glass..........per doz. 1.00
" in pint jars, glass.......... "
" in quart jars, glass.......... "
...mb tongues, in glass.......... " 1.60

...OLLAND AND SCOTLAND HERRINGS.

Kegs or Pails.
...lland Herring, mixed, "Y. M." ½ bbl. 5.50 60–75
" milkers, " ½ bbl. 6.50 75–85
" mixed, Standard, bbl.
½ bbl..........
...lland Herring, milkers, Standard, bbl.
½ bbl..........
...tland Herring. mixed, large fulls, bbl.
½ bbl. 8.00..........
" milkers, large fulls, bbl.
½ bbl. 8.00..........
...rinirte Herring, Imported, abont 40 in pail. 1.25
...ll Herring, Imported, about 25 in pail.......... 1.00
...iced Herring, Imported, about 40 in pail. 1.00
...rway Stockfisb, dry..........per lb. 15
...itjes Herring..........per pail

BISMARCK HERRING.

...t size, round tins, with key..........per tin .20
...art " " " .... " .35
...t. " " " .... " .55
...t. " " " .... " 1.10

...SMOKED DELICATESSEN FISH, IN SEASON.

...ll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .50
...at-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .40
...glish Sprats, 36 bunches per box..........
...uger's Roll- and Brat-Haring, oval tins, per doz.......... 2.50

RUSSIAN SARDINES.

...ported Fisb (Wallkoff Brand)..........per keg .75
" 5-lb. pails..........per pail .55
" 10-lb. pails.......... " 1.05
...t Spiced Sardines, per 10-lb. pail.... " .75
" " 5-gal. keg..........per keg 2.75
...ssian Sardines, in glass jars..........per doz. 2.25

NORWAY ANCHOVIES.

...iginal Package..........per ½ bbl. 5.50
...packed in 5-lb. pail..........per pail .60
" in 10-lb. pail.......... " 1.10
" in 5-gal. kegs..........per keg 2.75
" in ½-lb. flat tins..........per doz. .95
" in ½-lb. tall tins.......... " 1.50
" in 1-lb. tall tins.......... " 2.00
...ncy Kegs—1|1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg.......... .20

SALT SARDELLEN.

...iginal Package, 1902..........per anker 16.00
...packed—kegs, about 8 lbs..........per keg 2.75
" pint jars..........per doz. 6.00
" large tumblers.......... " 2.25
" small tumblers.......... " 1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz 19 50 ½ kilo Cans, per dz. 19 50
½ " " 10.50 ¼ " " 10.50
¼ " " 5 50 ⅛ " " 5.50
⅛ " " 2 75 1/16 " " 2 75

GERMAN DILL PICKLES.

Regular Size.
60 gal. cask—abont 2000..........per cask
50 " bbl.— " 1200..........per bbl.
15 " keg— " 500.......... per 100
10 " keg— " 300.......... " 1.00
5 " keg— " 150.......... "
10 lb. pail— " 50.......... "

DOMESTIC SOURKROUT

Long Cut.
60-gal. cask..........per cask
48 gal. bbl. ....per bbl. 7.50
10 " keg..........per keg, 2.40
5 " " .... " 1.25
10 lb. pail.......... per pail,

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)..........per lb. .18
Spitzkugeln.......... " .25

LEBKUCHEN AND BREAD.

Small Basler Lebkucben, 6 in pkg...per bundle .30
Basler Lebkucben, No. 1, 6 " ... " .50
" " No. 2, 6 " ... " .75
" " No. 3, 6 " ... " 1.00
Amandines, 9-lb. tins..........per tin 5.25
" small tins.......... " .55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-cbow, 5 gal. keg 2.50, 10 gal. keg.......... 4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag..........
Green Kern..........per lb. .09½
Potato Flour.......... " .07
German Dried Pears.......... " .14
Dried Musbrooms.......... " .60–.80
Juniper Berries.......... " .08
St. John's Bread.......... " .05
Bay Leaves.......... " .06–.08

COTTOLENE.

30 2-lb. tins..........per case 6.85
15 4-lb. " .... " 6.85
6 10-lb. " .... " 6.85
Freigbt prepaid on two-case lots.

—27—

EGGS.

Per Doz.
Nearby, candled and selected, 30-doz. crates... .27
Western..........25– 26

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs. .15
New York, Full Cream, new, 1st's, 40-lb. bxs. .14½
Picnic, Full Cream, new, fancy, 20-lb. bxs...... .15

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.......... .27
Anchovies, in oil, ½ bottles.......... 4.50
" " ¼ " 3.25
Anchovy Paste, fancy, per doz.......... 4.75
" plain, per doz.......... 3.75
Bouillon, Burnham, pints, 2 doz. in case..... .. 3.75
" " ½ pints, 2 doz. in case.... 2.00
Capers, Nonparlel, ½ gallon kegs.......... 1.50
" " Quart, glass.......per doz. 7.00
" " bottled, ½ size... .per doz. 2.35
" " " ½ " ..... " 1.90
" " " ¼ " ..... " 1.15
Canton Ginger, large pots, cases 6 jars, per case 4.50
" med. " " 12 " " 5.00
" small " " 24 " " 4.50
Cberries in Maraschino, in glass, 1-doz. case... 8.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz. .90
" " 3 lb., 2 dz. case " 2.20
Currie Powder, pints, per doz.......... 3.50
" 4 oz., " 2.25
" 2 oz., " 1.50
Russian Caviar, ⅛'s.......... 2.85
" ¼'s.......... 5.50
" ½'s.......... 10.50
" 1's.......... 20.00
French Peas, Extra Fins, per case.......... 17.00
" Fins, per case.......... 15.00
" Moyen's, per case.......... 13.00
Kippered Herring, 6 doz. in case........per doz. 1.60
Hill's Irisb Oatmeal, 14-lb. tins, 10 per case... 12.00
Huntley & Palmer's Petit Beurre Biscuit, lb... .19
" " Dinner Biscuits, per lb... .29
" " Breakfast Biscuits, per lb. .32
(Packed 7 lbs. and 5 lbs. in a can.)
Red Pepper, Ring, pints, per doz.......... 1.25
" " ½ pints, per doz.......... .60
Salt, in 4-doz. stone jars.......... 1.75
Morris' Extract of Beef, 4 oz., per doz.......... 6.50
" " " 2 oz., " 3.55
Armour's Beef Extract, 2 oz., " 4.45
" " " 4 oz., " 8.20
Anker's Extract of Beef, 120 vials.......... 4.00
" " " 4 oz..........per doz. 4.00
" " " 8 oz.......... " 7.25
" " " 16 oz.......... " 13.50
Tbeodore Marquet Musbrooms:—
First Choice..........
Cboice, 100 tins per case..........
Extra, " " ....
Hotel, " " 22.00

—28—

Truffles, 1/16..........per tin, .30
" ⅛.......... " .55
" ¼.......... " 1.15
" ½.......... " 2.25
Sbrimps, Pickled, small size.......... 1.00
Dunbar's Shrimps, 2 doz., per doz.......... 2.25
" Figs in Cordial, 1 doz., per doz....... 5.00
Bishop's Figs in Cordial, 1 doz., per doz....... 6.50
Crystallized Ginger, 1-lb. tins, per doz.......... 4.00
" " ½-lb. " " 2.25
Rose's Lime Juice, per doz.......... 3.60
Victor Rose Water, per doz.......... 2.25
" Peach Water, per doz.......... 2.25
Pitted Olives, per doz.......... 5.25

FLOUR.

Per Bbl
Gold Medal.......... 6.25
King Midas.......... 6.70
Millbourne.......... 6.15
On Top.......... 6.30
Ceresota.......... 6.10
Pillsbury's.......... 6 25
Taylor's Fancy.......... 5.50
Semper Idem.......... 4 75
Pride of the West.......... 5.20
Sunbeam.......... 5.10
Quaker City.......... 6.00

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages..........
Franklin Pancake, 30 2s.......... 3.55
Uncle Jerry's Pancake, 40 packages..........
Hecker's Buckwbeat, 16 3s..........
" " 64 1½s..........
" Flapjack Flour, 24 2s..........
Log Cabin Pan Cake Flour, 36 2s.......... 3.25
Ralston's Purina Pancake Flour, 36 2s.......... 3.00

HONEY.

Domestic, barrels..........per gal. .69
Selser's, lunch bottles, 2 doz..........per doz. .95
Selser's, medium bottles, 2 doz..........per doz. 1.35
Scbimmel's, 12-oz. bottles, 2 doz. in case...... 1.35
" 6-oz. " " " ...... .90

Does Light Attract YOU?

We believe you'll say yes—as a matter of fact it attracts us all. If you could induce almost everybody who passed your store to stop and look in your window, and you had something there which made them remember your store, would you increase your trade? We think you'll say yes again. You can put a display of goods in your window which you can afford to sell close and light it with electric devices in such a way that every passer-by will stop to look. You can so impress them that they will come in the next day to buy. You know what to do with them when they come in. Sell them enough to pay the cost of your lighting for a month.

We will show you how it can be done if you will go to the phone and call us up. Don't wait a day. Start to increase your trade NOW.

The Philadelphia Electric Co.
TENTH AND CHESTNUT STREETS

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

—29—

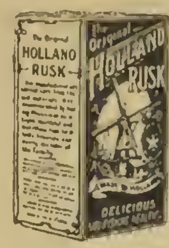
FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, 100 lbs.	2.00
" yellow, granulated, 100 lbs.	2 00
" " table, 100 lbs.	1.95
Western yellow, 100 lbs.	1.7,
Quaker, 36 packages	2.75
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case..	1.15
Beans—	
California Lima, new ... per lb.	.06⅜
Marrows, Fancy N. Y. State, grain bags bush.	2.25
Marrows, New, Extra Choice, N. Y. State, grain bags ... bush.	2 20
Medium, Fancy N. Y. State, grain bags, bu.	2.05
Pea, fancy, N. Y. State, grain bags, bushel	2.05
Pea, fancy, Michigan, grain bags ... bushel	2.02½
Red Kidneys ... "	2.50
Peas—	
Green ... per bushel	2 40
Scotch ... "	
Split, yellow ... "	2.00
" green ... "	
Lentils—	
110-lb. bags ... per lb.	.08¾
Less quantity ... "	.09¼
Shaker Corn—	
Fancy, barrels ... per lb.	
Less quantity ... "	
Hominy—	
Lea's Breakfast, 10 pkgs ... case	1.45
Lea's Pearl, 100 lbs ... per bag	2.10
Schumacher's Breakfast, 10 pkgs. to case....	
Barley—	
OO	.07
No. 3, 100-lb. bags	3.65
Noodles, Climax, 24 10c. pkgs., asst., case. ...	1.10
" " 48 5c. pkgs., case	1 2,
" " asstd., 24 5c., 12 10c. case...	1.15
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Oatmeal, B, per bbl.	
" " kegs 100 lbs., per keg	4.00
Oaten Goods, in cases—	Per case
Avena, 18 packages	1.55
Banner Oats, 20 packages	4.25
Friends' Oats, 36 packages	

—30—

Mother's, 36 packages	3 15
Pawnee, 36 packages	
Quaker, 18 small size	1.55
Quaker, 20 large size	4.30
H-O, 24 2's	
Rolled Oats—	
Avena, per bbl., 180 lbs	7.25
Avena, per keg, 90 lbs	
Standard, 180-lb. bbls	7.00
" 90-lb. bags	3 35
Sago—	
Fine, bags about 160 lbs	.05½
50-lb. lots	.06
Admiral, Pearl, 24's	.07½
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 24 1-lb. pkgs	.07¾
" Minute, ¼-gross, per box	2 85
" Flake, about 125 lbs ... per lb.	.06
" " less quantity ... "	.06½
" Pearl, 150 lbs ... "	.06½
" " less quantity ... "	.07
Ralston Hominy Grits, 36 2-lb. pkgs ... case	2.70
Purina Cream Graham ... per bbl.	5.00
Ralston Barley Food, 24 2's ... per case,	3.15
Purina Health Flour, 20 5's. Cartons "	3 60
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour	5.00
Packed in 12's, 24's and 48's.	
No. 1, assorted case containing 15 2-lb. packages Wheatlet and 10 5-lb. packages Franklin Flour	4.00
Egg-O-See 36 packages	2 85
Egg-O-See Corn Flakes, 36 packages	2 85
Cook's Malto Rice, 36 2-lb. packages	4.25
Force Food, 36 packages	4.10
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2 75
Pettijohn's Food, 18 packages	1.80
Quaker Puffed Rice, 36 packages	2 80
Quaker Wheat Berries, 36 packages	2.75
Vigor, 36 packages	2.65
Ralston Kornkins, 18 25-lb. sacks ... per bale	3.75
" Health Crisps, 36 10c. packages	2.80
Ralston's Breakfast Food, 36 2-lb. pkgs. pr. case	4.50
Ralston Health Food, 24 1s ... per case	
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages..	2.85
Zest, 36 packages, 10 cent size	2.25
Zest, 36 packages, 15 cent size	2 70
Zest, 20 packages, 25 cent size	3.40

—31—



HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs....	4.75
Cases, 3 doz. pkgs. ..	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling	per doz	1.07½
" Acidulated	"	1.07½
Cox's, large	"	1.57½
" small	"	.95
Plymouth Rock, Pink or White	"	1.20
Nelson's	per doz.	1.35
" small	"	.95
Bromangelon, assorted 3 doz	"	.87½
Fruit Puddine, 2 doz., asst. flavors ...	"	.80
Jell-O, assorted flavors, 2 doz	"	87½
Jell-O Ice Cream Powder, 2 doz	"	.97½
Chalmer's	"	.90
Peter Cooper		.90
Tryphosa	per doz.	.92½
Imperial Wine Jelly	per doz.	.95
" "	per gross	11.00
Gelatine, McKinley's	per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs.	per case	2.70
Kusto, 60 5-cent packs	per case	2.00
Puddine, assorted, 2 doz	per case	1.60
D-Zerta Jelly, assorted, 2 doz	per doz.	.90

—32—

MACARONI.

	Per
Larosa Alphabets, square, 25 lbs	.0
" Elbows, " "	.0
" Marcaroni, long, "	0
" " square "	.0
Larosa Spaghetti, long, 25 lbs	.0
" Vermicelli, square, "	.0
" Macaroni, bulk, "	.0
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.8
24 10-cent packages	1.8
"Plain" Noodles, 24 1-lb. cartons	1.8
" " 48 ½-lb. "	1.9
Egg Alphabets, 48 5-cent packages	1.8
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.8
24 5-cent A B C and 24 5-cent Egg Barley...	1.8
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.2
"Golden Seal" brand, 25 1/1 packages (long)	1.8
" " 48 1/2 " 5-c. size	1.8
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.0
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.8
"Imperiale" brand, 25 1/1 packages (long)..	1.8
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.9
Spice Drops, in baskets, 20 lbs	1.6
" in boxes, 12 lbs	1.0
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle ... per bundle	.3
Bulk, 12-lb. wooden boxes	.0

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2 ... per doz.	9.00
" " " 3 ... "	6.50
" " " 4 ... "	4.50

The Sun Never Sets

WHERE THE

BRILLIANT LAMP BURNS

and no other light **half so good or cheap.** It's economy to use them, a saving of

50 to 75 per cent.

over any other artificial light, which is demonstrated by the many thousands in use for the last nine years all over the world. Write for G. W. catalog; it tells all about them and our system.

100 CANDLE POWER

BRILLIANT GAS LAMP CO.

42 STATE STREET, CHICAGO, ILL.

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA

AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY

A Case With Only One Explanation

No matter how many new soaps you thought it necessary to put in, Mr. Retailer, you've noticed that they made no difference in the sale of **Babbitt's Best.**

There never were so many soaps as there are to-day, and never so much energy spent in selling them, yet **Babbitt's Best** has to-day the largest sale of its long career!

Can the cause of this be anything else than what we say it is—the fact that **Babbitt's Best** is the best, the most staple, and the most wanted laundry soap made?

Made by B. T. BABBITT, New York

—33—

Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1⅛ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins. 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1..	45 00	23 10	11.75	2.60	2.05
Ex. Norway, No. 2...	36.00	18.60	9 10	2.05	1.69
Ex. Norway, No. 3...	25.00	13.10	6.65	1.50	1.25
Ex. Norway, No. 4...					
Ex. Bloaters, xxx......	36.00	18.50	9.40	2.05	1.69
Ex. Shore, No. 1					
Shore, No. 1............					
Large, No. 1					
Large Irish, No. 2.....	21.00	11.10	5 75	1.30	1.09
Extra Irish, No. 2.....	20.00	10.60	5.50	1.25	1.05
Medium Irish, No. 2..	19.00	10.10	5 25	1.20	1.01
Small Irish, No. 2.....	18.00	9.60	5.00	1.15	.97
Irish, No. 3............					
Large, No. 3	16.00	8.60	4.50	1.05	.89
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	6.00	3.60			
Shore, Round, Med...					
Ocean Whitefish.......	6.00	3.60			
Salmon, Halifax					
Shad, No. 1, Mess.....	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess.....					
Haddock, Pickled	6.00	3.60			

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.07½
Our Choice, Haddock, 40 lbs	
Gilt Edge, Hake, 40 lbs	.06½

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

—35—

LOOSE CODFISH.

Extra Large Georges Cod	.08
Large Bank	.08
Medium Bank	.07
Pollock	
Hake	

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.15
Small Extra Scaled Herring...per box	.15
Boneless Herring, fancy 10 lb. boxes, per lb.	.13
Smoked Salmon, whole fish...per lb.	.27
New Cromarty Bloaters, 50s...per box	
" " 100s... "	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	
Fancy N. Y. State, 48 1 lb	
Fancy N. Y. State, 50-lb. boxes	.10½
Apricots—	
Extra Choice Royals, 25 lbs	.22½
Choice Royals, 50 lbs	.18½
Cherries—	
California, Royal Ann, unpitted, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.08⅝
Gold Medal, loose, 25 lbs	.08⅜
Private Growth, extra, cleaned, 36 lbs	.08¾
" cleaned, 30 lbs. bulk	.08½
Nectarines—	
White, 25 lbs...per lb.	
Peaches—	
Fancy yellows, 25 lbs	.14½
Extra choice Muir's, 50 lbs	
Fancy Muirs, 25 lbs.	
Pears—	
Fancy California, Bartlett, 25 lb	

—36—

PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs......				
30– 40, 25 "	.10½	.10		
40– 50, 25 "	.09½	.09		
40– 50, 50 "				
50– 60, 25 "	.08½	.08		
50– 60, 50 "				
60– 70, 25 "	.07¾	.07¼		
60– 70, 50 "				
70– 80, 25 "				
70– 80, 50 "	.06			
80– 90, 50 "	.05½	.05¼		
90–100, 25 "	.05¼			
90–100, 50 "	.05			
100–120, 50 "	.04	.03⅞		

Raisins—	
Muscatels, 4 crown, 50 lb	
" 3 " 50 lb	
" 2 " 50 lb	
Cal. Thompson Seedless, 50 lbs	
Cal. Cleaned Sultanas, 50 lbs	
Cal. Sultanas, 50 lbs	
Seedless Muscatels, 50 lbs	
Raisins, Seeded—	
Admiral, fancy, 40 1s	.12½
Ensign, fancy, 36 1s	.13¾
Not-a-Seed, Ideal, 36 1s	.11¾
Citron, 10 lbs	.17
" 25 lbs	.16¾
Lemon Peel, 10 lbs	.11¼
" 25 lbs	
Orange Peel, 10 lb	.11¾
" 25 lb	

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb...... per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

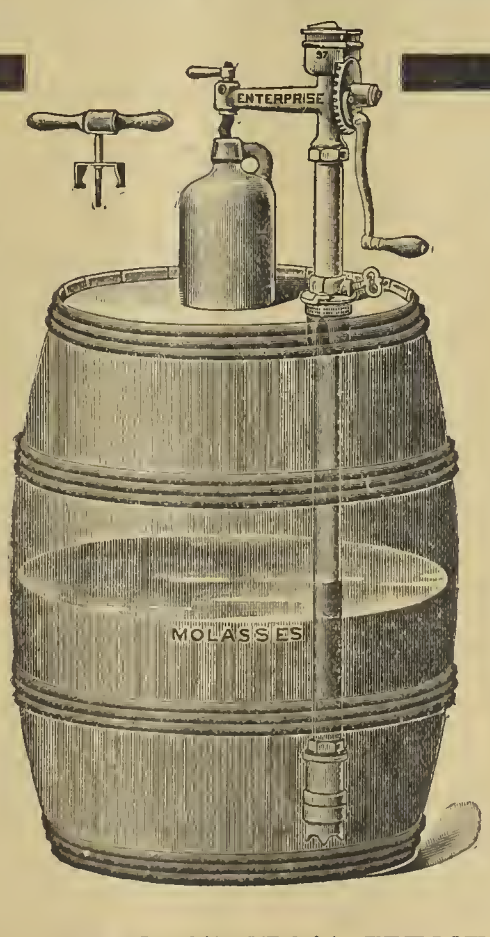
HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.
Tumblers, 5-c. size, 4 doz... "
Tumblers, 10-c., Lord's Prayer, 2 doz. "

It isn't so much a question of *"Getting Along"*—the other fellow may get along so much faster that you won't be in the race—
What you want to do is to *"Get Ahead"*
Your best asset is "ENTERPRISE"

"ENTERPRISE"

With New Total Registering Device



The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent absence of flies and dirt.

SELF-PRIMING and MEASURING PUMP

Accurately measures molasses, heavy oils, tar and other thick liquids. Has total registering device showing when stock is low in barrel.

No. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube 50 cents a foot.

Write for illustrated catalogue of all the Enterprise Specialties

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.

—37—

INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz.		.30
" black, 3 doz.		.25
Royal, black, 3 doz.		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. o.	No. 1.	No. 2.
Macbeth, Pearl Top	3.84	4.60	5.30
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. o, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		4½ doz.	3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain.......per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. o.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. o, Standard	per doz.	4.75
No. o. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz.	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.	per lb.	.05¼
" " 25 lb. boxes, ½ lb.	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz.	per case	3.60
Babbitt's Potash, 4 doz.	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz.	"	1.95
" 4 doz.	"	3.85
Popular, 4 doz.	"	1.45

MATCHES.

			Per gro.
Swift & Courtney's,	200's, 1-gross case		1.75-1.90
"	400's, 2	"	3.50-3.70
"	500's, 1	"	3.75-4.00
Blue Hen,	200's, 1	"	1.50-1.60
"	500's, 1	"	4.00-4.25

—38—

	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.92½
" 500's	3.95
Vulcan Safety, 65s, No. 1	.55
" 65s, No. 2	.50
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50-3.75
Searchlight, 500's	4.25-4.50
Press, 200's	1.80-1.90
" 500's	4.50-4.75
America, 200's	1.30-1.35
American Paraffine, 500's, ex. qual.	4.15
Telegraph, blue bead, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5.00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1.00
Blue Ribbon, 165s, 1 gross to case	1.05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls.	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kkns, 6 to crate	per doz.	9.80
" 5-lb. " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25

—39—

National, 30-lb. Kits, bbls., ½ bbls.	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.75
No. 10, wooden pails	per box 6 pails	6.40
No. 18, 37 and 68, wooden pails		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs.	"	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz.		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs.	"	.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 156 test	"	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Per Doz.
Theodore Marquet, Mammoth, 64 oz.	15.50
" Extra, 64 oz.	13.50
" Mammoth, quarts	7.25
" Extra, quarts	6.75
" Extra, pints	4.50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz.	2.40
Farcies	3.75
Queen, 6 oz.	1.30
Pim Olas, 18 oz.	6.00
Pim Olas, 10 oz.	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

—40—

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz.	4.90
" " pts., 2 doz.	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz.	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz.	6.50
" " pts., 2 doz.	7.50
" " ½-pts., 2 doz.	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz.	9.00
" Sublime, 8-oz. flasks, 2½ doz.	6.50
" " 12-oz. " 2½ doz.	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	20.00
10 1 gal. cans, case	21.00
20 ½ gal. cans, case	22.00
40 ¼ gal. cans, case	23.00
80 ⅛ gal. cans, case	25.00

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8.50
5 gallon tins, 2 tins to case	26.50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.10
32 oz. tin, 25 tins to case	22.00

Trade discounts on quantity.

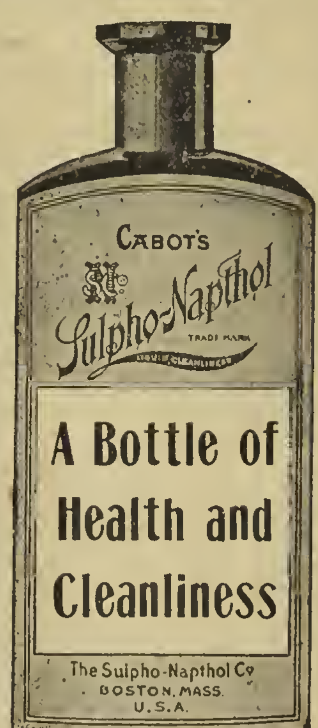
Jas. Hill & Sons Co.		
Quarts, Cal. style, 1 doz. in case	per case,	8.50
Pints, " 2 " "	"	9.00
½ Pints. " 2 " "	"	4.75
Oliver's Olive Oil—		
1 dozen quarts		6.00
2 dozen pints		6.75
2 dozen half-pints		4.25
6 1-gallon tins	per gal.	2.00

Special prices for quantities, on application.

AMERICAN OIL.

Lubon's No. 8, 2 doz.	per doz.	.52
Lubon's, No. 16, 2 doz.	per doz.	.95
Lubon's No. 32, 1 doz.	per doz.	1.85
Table Oil, No. 61, bottles, 2 doz., per doz		1.00

Woman's Greatest Gift from Science



Every customer to whom you sell **Sulpho-Napthol** will bless you. It is the most wonderfully effective cleanser and purifier ever used in the home.

Mixed with water, as per directions in booklet in each package, and used in sinks, toilets, closets and cellars, a perfect sanitary cleanliness is the result.

It drives away roaches and other vermin, and a general air of purity pervades the air of the homes in which it is used.

Universal Coupons packed in every case as an inducement for the retailer to make its unprecedented value known to their customers.

The Sulpho-Napthol Company
BOSTON, MASSACHUSETTS

—41—

PAPER.

WRAPPING.

anila, 15 x 20, full .... per ream .36
" 24 x 36, full, 20 lbs .... " .70
" 18 x 24, full, 10 lbs .... " .37½
" Special, 15 x 20, 6 lbs .... " .18½
anilla, Bakers', 15 x 20, 10 reams in bundle .... per ream .11
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide .... per lb. .03
oll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide .... " .03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide .... " 03⅛
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide .... " .03½
'hite Tea Paper, 12 x 16, reg ..... per package .14
'ax Butter Paper .... per package .11
archment Butter Paper 9 x 12 ... " .40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolt Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
[illegible]	.48	.29		.31	.35	.45
[illegible]	.53	.35		.37	.43	.55
1	.71	.45	.78	.49	.55	.73
2	.89	.53	.97	.61	.71	.93
3	1.09	.65	1.25	.75	.89	1.15
4	1.25	.77	1.39	.87	1.05	1.33
5	1.45	91		1.07	1.21	1.55
6	1.73	1 03	1 95	1.23	1.41	1.81
8	2.09	1.19	2.29	1.49	1.68	2.19
0	2.27	1 37	2.55	1 65	1.83	2.41
2	2.69	......	3.11	......	......	2.89
4	3.37	......	3.97	......	......	3.75
6	3 87	......	4.41	......	......	4.01
0	4.29	......	4.79	......	......	4.55
5	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.

2½-lb. Plain Flour Sacks .... per M 4.00
5-lb. " " .... " 5.75
0-lb. " " .... " 11 25

PICKLED MEATS AND FISH.

amb's Tongue, glass jars, pints .... per doz. 4.75
" " quarts ..... " 5.75
" 10-oz. jars .... " 2.50
" 10-lb. pails .... per pail 2.50
'ripe, 10-lb. pails .... per pail .90
" 5-gal. kegs .... per keg 2.00
'ig's Feet, 10-lb. pails .... per pail 1.00
" 5-gal. kegs .... per keg 2.25
'ickled Beef Salad, in glass .... per doz. 1.10
" Tripe, " .... " 1.10
" Ox Heart, " .... " 1.10
" Pig's Feet, " .... " 1.10

—42—

Russian Sardines .... per keg .75
" 5-lb. pails .... per pail .50
" 10-lb. " .... " 1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs .... .18½
Loose, barrels, 30 lbs .... .18

POPPING CORN.

Brad's "Tip-Top":— Per case
50 10 oz. packages 2.10
100 10 oz. packages 4.00
24 20 oz. packages 2.05
48 20 oz. packages 4.00
I-X-L, 40 1s 2.75

PEANUT BUTTER.

MacLaren's— Per doz.
Small, 2 doz .... .90
Medium, 2 doz 1.45
Large, 1 doz 2.75
Peanutene, No. 2 jars, 2 doz 1.85
Peanutene, No. 4 jars, 3 doz .... .92½

PICKLES.

Barrels, 45 gal., 1200s 10.75
10-gallon kegs, 700s 2.75
Sweet Pickles, 500s to 600s, 5 gal ...... per keg, 2 90
Sweet Pickles, 700s, 5 gal .... " 3.25
Sweet Pickles, 1,000s, 5 gal .... " 3.90
Sweet Pickles, 2,000s, 5 gal .... " 4.75
Chow-Chow, No. 1, 5 gal. kegs 1.95
Chow Chow, No. 2, 5 gallons 1.75
Chow and Mixed Pickles, 2 gal., per pail 1.00
Williams Bros.— Per Doz.
English Spiced Pickles, 8 oz., octagon (any assortment except onions .... .85
English Spiced Onions, 8 oz., octagon .... .90
English Spiced Pickles, 10 oz., octagon ...... .90
English Spiced Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart 3.00
Sweet Gherkins or Sweet Mixed, 32 oz., octagon 3.10
Highland Brand Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart... 2.35
Sweet Gherkins or Sweet Mixed, 32 oz., octagon 2.35

Crosse & Blackwell's:—

Chow-Chow ... Gherkins .... Mixed Pickles Cauliflowers ... Piccalilli .... Walnuts .... Onions	Qts. Casks.	Pts. Casks.	Octagonal Style. Pts. Casks.	½-Pts. Casks.
	4 doz.	5 doz.	4 doz.	6 doz.
	5.75	3.25	3.50	2.10
	Smaller Quantities.			
	5.90	3.35	3.60	2.25

Chow-Chow, quarts, stone 5.50
Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.20

—43—

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:— Per gal.
Pure Apple Vinegar, Extra old, bbls .... .16
" " " 40 grain, bbls .... .15
Pure Cider, 40 grain .... .12
Pure Cider, 45 grain .... .15
Corson's Gold Seal Cider Vinegar, Pure Apple .14
White Wine, 90 degrees .... .20
Crown Brand Pure Cider Vinegar, qts., p. doz. .90
White Vinegar, Distilled, 40 grain .... .08
" " 45 " .... .09
" " Extra Strength ...... .15
Crosse & Blackwell's .... per doz. 2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs .... .13½
" 14–16 lbs .... .12¼
" 10-12 lbs .... .13¼
Picnics, 6–8 lbs .... .09¼
N. Y. Shoulders, 10–12 lbs .... .10
Dried Beef, sets (city smoked) .... .13
" Tenders and Knucks .... .17
" Flats .... .11
" Air Dried, sets .... .18
" " Tenders and Knucks.. .21
Jersey Pork, Butt .... per bbl. 18.50
" Family .... " 20.50
Breakfast Bacon, rib in .... .14½
" boneless .... .15½
S. P. Bellies, 14-15 lbs .... .11½
Bologna, 25-lb. boxes .... .08
Boiled Boneless Ham .... .21
Beef Tongues, smoked, 5–6 lbs .... per doz. 10.00
Cooked Compressed Ham, 25-lb. boxes .... .10½
Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ⅛-cent extra
John Bower & Co.—
Honey-cure Brand Hams, skinback .... .16
" " large .... .15
" " medium .... .15
" " small .... .15
" Breakfast Bacon .... .15
" " boneless .... .17
Beef, air-dried, regular sets .... .20
" " insides and knuckles .... .22
Ham Bologna .... .10
Beef " .... .10
Boiled Hams .... .25
Beef Tongues .... per doz. 11.00–12.00

—44—

Swift & Co.—
Premium brand Hams, 10 lb .... .15½
Premium brand Hams, 12 lb .... .15
Premium brand Hams, 14 lb .... .14
Premium brand Hams, 16 lb .... .14
Premium brand Hams, 18 lb .... .14
Premium brand skinned Hams, 18–20 lb ...... .15
Premium brand boiled Hams, skinned, fatless .25
Premium brand Bacon .... .21
Premium brand Dried Beef, insides .... .20
Premium brand Beef Tongues, short cut ...... .17
Winchester brand skinned Hams, all aver .... .14
Winchester brand Picnics .... .09¾

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	10¼	9¼
Plain Tubs, 50 and 60 lb. cans	10¼	9⅜
10-lb. Tin Pails, 60 lbs	11¼	10
5 " "	11¾	10⅛
3 " "	11½	10¼

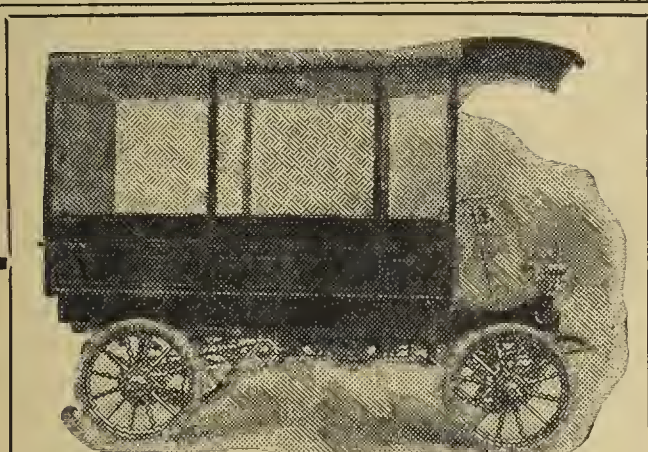
John Bower & Co.—
Pure Kettle Rendered, tierces .... .11½
" " tubs .... .11½
" " 3, 5 and 10-lb. cans. .12½
Swift & Co.—
Premium brand, tierces .... .11½
Silver Leaf brand, tierces .... .10½
Jewel, compound, tierces .... .09½
Cotosuet tierces .... .09¾

DRESSED MEATS.

City Dressed Beef— Per lb
Choice, native 09½–.10½
Common to fair, native .... 07 –.08
Western Dressed Beef—
Choice, native cattle 09½–.10¼
Common to fair " .... 07 –.09
City Dressed Veal—
Prime .... –.12
Good to choice .... –.11
Dressed Hogs—
Pigs .... –.09½
Hogs, heavy .... –.09½
" 180 lbs .... –.09⅝
" 160 lbs .... –.09½
" 140 lbs .... –.09½
Dressed Sheep and Lambs—
Lamb, Western, good .... .11
Lamb, Western, culls .... .09
Sheep, choice .... .09½
" medium .... .08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues 90–1.00
Cow Tongues 75–1.00



You May Think You Can't Afford an Automobile in Your Business, but, as a Matter of Fact, You Can't Afford NOT To Have One

A Rapid Motor Truck or Delivery Wagon will do more work than two teams at half the cost. If you can deliver twice as many goods at half your present expense with one of our machines, are you not making a mistake to stick to horses and wagons. Do you know that the trolleys don't cost as much to run as the horse cars? We are certain you know they do much better work.

Get our catalogue and we will show you the Twentieth Century method of delivering goods.

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F. A. HENRY, Sales Manager

Rapid Motor Vehicle Company PONTIAC MICHIGAN

JOHN BOWER & CO.

GENERAL PROVISION DEALERS

ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia

CURERS OF HONEY-CURE BRAND

Beef, Beef Tongues, Breakfast Bacon, etc. **HAMS** Pure Kettle-rendered LARD a Specialty

BOILED HAMS AND BEEF TONGUES

SUPERIOR AND FAIRMOUNT MINCE MEAT

U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

—45—

Calf Heads, scalded	.50–.75
Sweetbreads, veal ... per pair	.60–.90
" beef ... per doz.	1.00
Calf Livers ... per lb.	.20–.25
Beef Kidneys ... per doz.	1.00
Beef Livers	.05
Ox Tails ... per doz.	.50–.65
Hearts, beef ... per lb.	.03–.05
Rolls, beef	.10
Tenderloin, beef, western	.18
Fresh Pork, loins, city	.13
" " western	.13

DRESSED POULTRY.

Dry-pick all poultry. Leave bead and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H	.16 –.17
" Y. T	.16 –.17
Old hens and toms	.16 –.17
Common to Good	.11 –.12
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.24 –.27
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.24 –.27
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.24 –.27
Western, 4 to 4½ lbs. to pair, fancy	.18 –.20
" 3 to 3½ lbs. to pair, fancy	.15 –.17
" fair to good	.14 –.15
Fowls—	
Western, fancy	.14 –.15
Heavy Roasters, 4 to 5 lbs	.18 –.20
Fair to good	.15 –.17
Old cocks	.10 –.11
Western capons, fancy, frozen	
" " small, frozen	
Squabs—	Per doz.
Prime, large, ancy	4.00
Mixed	2.50–3.50
Dark	1.00–1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.14 –.15
Large Springers	.15 –.16
Fowls	.14 –.15
Roosters	.10 –.11
Ducks	.12 –.13

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small or No. 1, 2 doz. in case ... per doz.	85
" 1 " ... "	.85
Large or No. 2, 1 " ... "	1.40
1-lb. cans, 1 doz. in case ... per case	4.00
2-lb. " ½ " ... "	3.75
3-lb. " ½ " ... "	5.40
5-lb. " ½ " ... "	8.70

—46—

SAUER KRAUT.

Extra Quality Long cut, 50-gal. tierces	7 15
Extra Quality Long Cut, 15 gals., kegs	2.60
Compass, No. 3, cans, 2 doz	.82½

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb.. per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ½ " "	8.50
P. P. Sauce, 2 doz., No. 1 ... "	1.50
Atmore's Genuine English Plum Pudding—Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ½ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 2, stone crocks	
No. 33, jars	1.05
No. 5, toy pails	2.85
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06½
Southwark, 4½-lb. toy pails, ½ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 2, stone crocks.	1.30
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.05
Apple, No. 5, toy pails	2.85
Apple, 30-lb. pails ... per pail	1.20
Apple, 20-lb. crocks ... per lb.	.07¾
Apple, Schimmel's, 30-lb. pails ... per lb.	.06
Prune, 30-lb. pails ... per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

—47—

	Per Doz
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, "	4.60
Raspberries, "	4.60
Apricots, " peeled	4.85
Pineapple, "	4.60

DRUGS.

Alum ... per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2.60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk ... per lb.	.09
" Lump, bulk ... "	.09
Butter Color, W. & R. ... per doz.	2.00
Bluestone, bulk ... per lb.	.09
Copperas ... per lb	.01¾
Camphor, gum, 1-oz. blocks ... "	1.40
" Flakes, bbls ... "	.02¼
" " less quantity ... "	.02¾
" Tar Balls, bbls., 250 lbs. ... "	.02½
Castoria, Fletcher's ... per doz.	2.80
" Pitcher's ... "	.85
Carbonate of Ammonia ... "	.11
Chill Tonic ... per doz	3.60
Epsom Salts ... per lb.	.01½
" Bee Brand, ¼-lb. carton, per doz.	.30
" " ½-lb. " "	.40

—48—

Glauber Salts ... per lb.	.0
Glue ... "	.1
Goff's Cough Syrup, 25c. size ... per doz.	1.7
Goff's Herb Bitters, 25c. size ... "	1.7
Goff's Oil Liniment, 25c. size ... "	1.7
Goff's Sarsaparilla, 50c. size ... per doz.	3.5
Goff's Worm Syrup, 15c. size ... "	1.2
Goff's Horse and Cattle Pwd., 15c. size "	1.2
Goff's Dyspepsia Tablets, 10c. size ... "	.7
Gum Arabic ... per lb.	.5
Haarlem Oil ... per doz.	.3
Licorice, P. & S., 5c. stick, Imported.. "	.3
" M. & R., 5-lb. boxes ... per lb.	.2
" " Lozenges, 5-lb. boxes, "	.2
" Y. & S., " 5-lb. glass front, "	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's, "	.2
" Root ... "	.1
Putty, 25-lb. cans ... per 100 lbs.	1.6
" 50-lb. cans ... "	1.5
Petroleum Jelly, screw top, 5-c. size... "	.3
" " 10.c. " ... "	.7
Paris Green, 100-125-lb. kegs ... per lb.	2
" ¼-lb. packages ... "	.3
" ½-lb. " ... "	.3
" 1-lb. " ... "	.3
Jamaica Ginger, Hires', flasks ... per doz.	.9
Sewing Machine Oil, 3 oz ... "	3
Rosin ... per lb.	.0
Saltpetre, crystal, barrels, about 350 lbs. "	.0
" granulated, kegs, " 100 " "	.0
Sulphur, Flour, 175-lb. barrels... per 100 lbs.	2.4
" 100-lb. bags	2.2
" less quantity	.0
Squills, Syrup, 1 oz ... per doz.	.3
Syrup of Figs ... per doz.	2.0
Venetian Red ... per lb.	.0
Whiting ... "	.0

	1 oz.	2 o
Glycerine ... per doz.	.37	.6
Laudanum ... "	.45	.8
Paregoric ... "	.35	.6
Peppermint ... per doz.	.40	.5
Sweet Spirits Nitre ... "	.40	.7
Sweet Oil ... per doz.	.30	.4
Turpentine ... "	.36	.4
Husband's Magnesia ... per doz.		2.8
Bull's Cough Syrup ... "		1.9
Roach Powder, Omega, 4-oz. cans		.8
" " ... per gross		9.0

	Per Doz.	Per Gro
Roachsault, large	4.00	45.00
" medium	2.00	22.50
" small	.80	9.00

Iron Glue, McCormick & Co's:—	
No. 5	.4
No. 10	.7
Tube V	.4

	Per d
McCormick & Co., Bee Brand—	
Insect Powder	.8
Root Beer	.8
Talcum Powder	.8
Triangular Quinine	.8
Quinine Capsules	.7

TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES

and the

"STAR" COFFEE MILLS

Electric Coffee Mills

For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also SHERER COUNTERS. WRITE FOR CATALOGUE.

MORGAN & CORNELL - 211 DUANE ST. NEW YORK

—49—

Reliable Brand—	10c. size.	25c. size.
Castoria, Dr. Pitcher		2.00
Castor Oil, tasteless	.80	2.00
Death-to-Pain	.80	2.00
Diarrhoea Cure	.80	2.00
Vermifuge	.80	2.00
Congh Cure	.80	2.00

F. Young's Veterinary Remedies, wholesale prices—	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 1 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

id Phosphate, Horsford's	per doz.	4.15
th Brick, box 25 bricks	per box	.60
aling Wax	"	.03
iver Sand	per bbl.	1.25
ar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00
cCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chili Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

cCormick & Co., Bee Brand—		Per doz.
Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00
uer's Flavoring Extracts:—		
No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	1.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen, No. 25,	per doz.	2.00
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
" Lemon, " " No. 25,	"	1.75
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
Ingersoll's Flavoring Extracts:—		
High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.75
" Lemon	"	.75
" assorted	"	.75
" small size	"	.45
Vanilla	per gal.	11.00
Lemon, 1 oz	per doz.	.80
" 2 oz	"	1.50
" 4 oz	"	3.00
"	per gal.	7.00

Orange, Almond, Peppermint, Wintergreen and Jamaica Ginger same price as Lemon.

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hansen's Junket Tablets, 2 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

Draught Cider—	Per gal.
Corson's Champagne	.18
" Dry Hard	.18
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Goe Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅜
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07¼
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.05
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.
WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 30 10-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS TABLE SALT PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz	doz.	.87½
Durkee's, large, 1 doz	per doz.	4.00
" small, 2 doz	"	2.40
Schimmel's, small, 2 doz	per doz.	.87½
My Wife's, large, 1 doz		2.30
My Wife's, small, 2 doz		1.45
Snider's Salad Dressing:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Luncheon, 3 doz	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.67½
Kegs, 150 lbs	per 100	.85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz		.77½
North of England Sauce, No. 8, doz		.77½
Chef Sauce, 2 doz., doz		.75
Snider's Chili Sauce:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

Tell Your Customers They Needn't Be Bothered by Bugs

The famous Egyptian Deodorizer is put up in little boxes containing a dozen cylinders and a little stand to hold them. One of these cylinders placed in the stand and lit will diffuse a most delightful fragrance throughout a house, driving away mosquitoes, flies, moths and other insects, making the atmosphere hygienically pure and sanitary. Make a pyramid of a case of Egyptian Deodorizers, light one, and every customer you have will buy. Universal coupons packed in every case for the dealer.

PAUL MANUFACTURING CO. : BOSTON, MASS.

—53—

SEEDS.

Canary, bush. 60-lb	3.25
Caraway	.08
Celery	.10
Corlandor, bleacbed	.05
Flax	
Hemp, bush. 40 lbs.	1.60
Mustard, Brown	.07½
Mustard, Yellow	.06½
Rape, per lb	.05½
Poppy, per lb	.10
Sunflower, per lb	.05½

SODA.

Bi-Carb., kegs	per keg	1.80
" bulk, 25-lb. boxes	per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes	"	.04⅝
Arm & Hammer bd., ¼'s, 36 lbs	per lb.	.05⅝
" " " lbs., 36 "	"	.04⅞
" " " ¼, ½, 36 lbs	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04⅞

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz	1.50
Hires' Root Beer, Carbonated, 2 doz	.87½
Hires' Ginger Ale, Carbonated, 2 doz	.87½
Welchs Grape Juice, case quarts, 1 doz	4.50
" " " pints, 2 doz	4.75
" " " ½-pints, 3 doz	4.25
" " " 3-ounce, 8 doz	6.00
" " " ½-gallons, 1 doz	8.00
" " " gallons, 6 gal	7.50

5 per cent. discount on 5 case lots.

Clicquot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz	2.10
Sarsaparilla, extra quality, pints, 2 doz	2.10
Blood Orange, extra quality, pints, 2 doz	2.10
Birch Beer, extra quality, pints, 2 doz	2.10
Lemon Soda, extra quality, 2 doz	2.10
Root Beer, extra quality, pints, 2 doz	2 10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross		2.50
Bon Ami, 10-cent size	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.72
Putz Liquid, large, 3 doz	per gross,	16.50
Putz Liquid, large, 3 doz	per doz.	1.45
Putz Liquid, small	per gross,	7.00
Putz Liquid, small	per doz.	.60
Putz Paste, large	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No 2, pint cans	"	32.00
No. 3, quart cans	per doz.	4.50
No. 4, half-gallon cans	"	7.50
No. 5, gallon cans	"	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs ......per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.40
Acorn	120	2.70
Ark	100	1.72½
American	72	2.80
Bee	100	3.85
Best, Babbitt	100	3.70
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	100	4.25
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	4.00
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.50
Cygnet	100	4 00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.75
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.50
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	4.00
Magic Cleaner	100	3.00
Marseilles, laundry size	100	6.00
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

—55—

Oleine, Conway's	60	2.90
" Golden	60	2.55
" Eavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2.30
" Philadelphia, 1 lb	60	2.90
" " 14 oz	60	2.65
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2 80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4 50
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.70
Star	100	3.50
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.40
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 30 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.70
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes	per box	2.70
" 6 oz., 100 packages	"	2.65
" 8-oz. packs	"	2.70

—56—

Soapine, 7 oz., 100 packs	2.3
" 12 " "	3.9
" 17 " 36 packs......per box	2.4
Babbitt's 1776 Powder, 100 6-oz	2.2
Finola, 100 packages	3.6
Gold Dust, Fairbank's, 100 12-oz. packages	4.0
" " 24 4-lb. "	4.5
Naptha Borax, 100 packages, large	4.7
" 100 5-cent packages	3.7
Kirkoline, white, 24 4-lb. packs	3.3
Young's Pearl Borax, 60 1-lb. packages	3.6
Snow Boy Washing Powder, 24 4s	4.0
" " 50 2s	4.0
" " 100 1s	4.0
Nine O'clock Tea, 100 packages	3.1
I-V Washing Tablets, 2 doz......per doz.	4
Swift's Washing Powder, 100 1s	3.8
Swift's Washing Powder, 24 4s	3.8

SPECIALTIES.

Anker's Bouillon Capsules	3.0

PURE GROUND SPICES.

	Bbls.	Boxs.	Ca
Pepper—			
Black, High Grade	18½	.19½	.2
Black, Low Grade	.14	.15	.1
White, High Grade		.32	.3
White, Low Grade		.23	.2
Cayenne, High Grade		.21	.2
Cayenne, Low Grade		16	.1
Cinnamon—			
High Grade	.22	.23	2
Low Grade	.13	.14	.1
Cloves—			
High Grade	.31	.32	.3
Low Grade	.24	.25	.2
Allspice—			
High Grade	.12½	.13½	.1
Ginger—			
High Grade	.25½	.26½	.2
Low Grade	.12	.13	.1
Mace—			
High Grade		.78	.8
Nutmegs—			
High Grade		.35	.3
Mustard—			
Yellow, High Grade	.19	.20	.2
Yellow, Low Grade	.14	.15	.1
Brown, High Grade	.14	.15	.1
McCormick & Co., Bee Brand—			Per d
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice		⅛ lb.	.4
		¼ lb.	.7
Banquet Brand—			
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice		⅛ lb.	.4
		¼ lb.	.7

WALKER STORE FIXTURES

Attract Good Trade

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St.

PHILADELPHIA, PA.

"As Good as the 'J. M.'"

No delivery wagon built is as good as the "J. M.," though many are said to be. The makers of other wagons do the best they can, but they haven't our facilities.

The "J. M." wagon is the handsomest, longest-lived delivery wagon on the market. No other wagon manufacturer we ever knew rejected everything but second-growth hickory for wheels, as we do.

Write for our catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	"	.85
¼ lb. net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Gulden's Mustard and Horseradish, 2 doz.	.85
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.67½
Horseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
Pepper, Black	.10
Allspice	.06½
Cloves	.17
Mace	.48
Nutmegs, 80's	.24
" 110's	.17
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls.	.30
" Saigon	.79
Green Ginger Root	.05
Whole Mixed Spices, bulk, 6-lb. boxes	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		.04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb, "		.06⅝

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03⅝
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05¾
" Linen Gloss, 3-lb. cartons	.04¾
Kingsford's, Pure, 3-lb. cartons	.06½
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅝
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03⅝
" 1 lb. packages, 48 lbs	.04¾
" 3-lb. cartons, 48 lbs	04¾
" 6-lb. boxes	.05¾
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages ... per package	.08
Starch Polish, 20 cakes ... per box	.50

STOVE POLISH.

		Per gro
Enameline Paste, small, ¼ gross		4.00
Enameline Paste, large, ¼ gross		7.00
Enameline, Liquid, large, ¼ gross		6.65
Enameline, Liquid, small, ¼ gross		4.90
Electric Paste, ⅛ gross boxes		4.20
Magic Paste, ¼ gross boxes		4.75
Parlor Pride, large size	per doz.	.87½
" "	per gross	10.25
" small size	per doz.	.70
Climax Enamel ¼ gro.	per gross	9.40
Black Jack, ¼ gross, per gross		6.60
Rising Sun	per gro.	5.75
Sun Paste, 5-cent size	"	4.50
" 10-cent size	"	7.20

—59—

X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ½ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼ gross	2.25
Per box of ½ gross	4.50
Per gross	9.00

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¾
McAllister, 36 packs	"	.05⅝
Rosensteins, 1lb. pkgs., 2 doz.	per lb.	.05½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per doz.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 doz.	"	.70
Bath Brick, 25 bricks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ½ gross case, assorted, 6, 8, 10's	per case	90
Carpet Tacks, Silver Steel, 4 oz.	per doz.	.06½
6 oz.	"	.07
8 oz.	"	.07½
10 oz.	"	.08½
12 oz.	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.09
No. 11, steel	per doz.	.09½
No. 12, steel	per doz.	.12
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather, cut into taps, 6 inches high		1.50
5½ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.90
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.10½
Emory Cotton Clothesllnes, 50-ft. hanks, doz.		.80
Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb.	"	.09
Best Jute Plow Line, 8 yds. to lb.	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines, 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 610	.52
Fancy, No. 626	50
Strictly Choice, No. 615	.49
Strictly Choice, No. 628	.45
Strictly Prime, No. 627	.38
Good, No. 635	.29
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	25
Gold Mine, in bbls	.30
Fancy, No 101	.34
Fancy, No. 100	.32
Choice, No. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery	2.60
Five A, for confectionery	2.70

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	92½
1 " case	"	.95
Karo, 10 cent size, 2 doz.	per doz.	.85
Karo, 25 cent size, 1 doz.		2.20

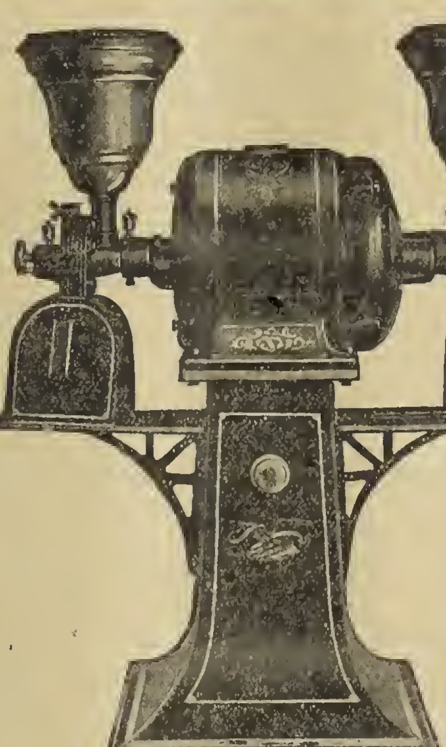
HENRY TROEMNER'S

Electric Coffee Mills

ARE THE FAVORITE MILLS

SAVING DOLLARS AND LABOR

THEY ARE FOOL PROOF



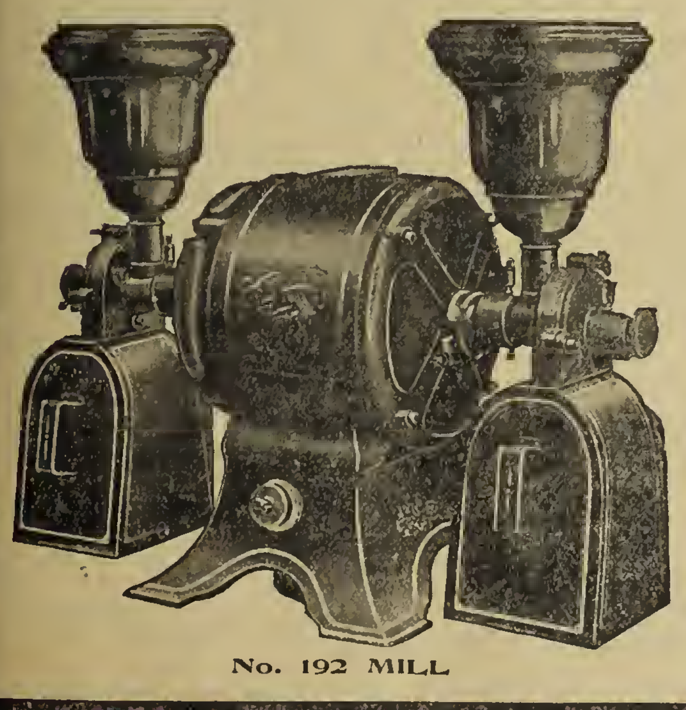
No. 192 P MILL

ESTABLISHED 1840

Illustrations show mills fitted with direct-current motors; made also for alternating-current services.

Don't be talked into buying something "as good." There's nothing like or as good.

TROEMNER'S IS UNEQUALED



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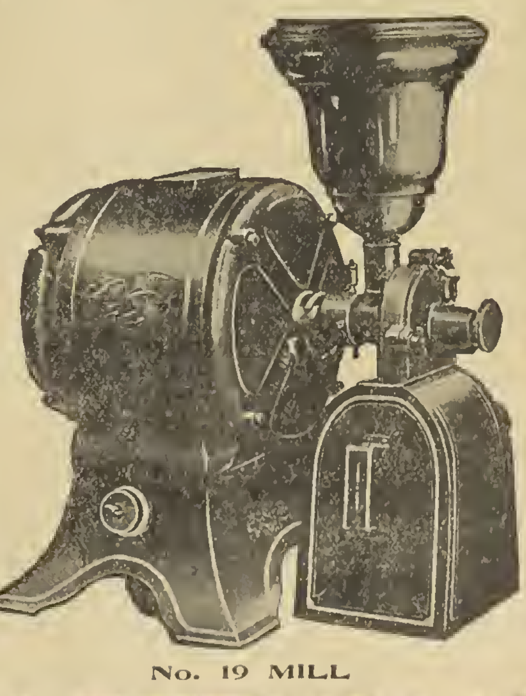
HENRY TROEMNER

PHILADELPHIA, PA., U. S. A.

No. 911 ARCH STREET



No. 19 MILL

—61—

Banner, in jars, compound	per doz.	1 00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00
Maplecane, 2 doz. 2½-lb. cans	per case	3.80

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.

	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, 3 string, split handles	2.50
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

WASHBOARDS.

No.		Per doz.
69,	Good Enough, double, spring protector	3.85
57,	Peerless, double	3.85
80,	Seal Globe, double, swing protecter	3.40
61,	Peerless, double, spring protector	4.45
110,	Peerless, single, spring protector	3.55
134,	Universal, single, wide head	3.30
100,	Northern Queen, single, protector	3.00
101,	Tidal Wave, single, protector	3.05
118,	Good Enough, single, protector	3.15
870,	Glass	3.85
	Murdock	3.00
	Celery City	3.30
125,	Eagle, single, wide head	2.75
128,	Anchor, single head	2.25
130,	Little Gem, pail board	1.50

BUCKETS.

	Per doz.
O. G., 2 electric boops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.70
Clear, 3 hoop	1.80
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

BUTTER DISHES.

No.	Per M
1, Solid oval	1.35
2, Solid oval	2.55
3, Solid oval	1.75
5, Solid oval	2.20
1, Wire ends	1.30
2, Wire ends	1.50
3, Wire ends	1.70
5, Wire ends	
Picnic Plates, 8 inch	
Picnic Plates, 9 inch	

Crates contain 250 each.

CLOTHES PINS.

	Per box.
5 gross	.48

EGG CRATES.

Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

SCRUB BRUSHES.

No.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
23, Marble, medium size	.90
00, White	.45
Handy House	.42

STOVE BRUSHES.

No.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

SHOE BRUSHES.

No.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

WHITEWASH BRUSHES.

No.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.15
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

DUST BRUSHES.

No.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.

	Per l
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.

	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.33
Honest	.39
Polar Bear	.30
Ripple	.39
Sensation	.39
Wild Rose	.39
Brown-Holland Pipe Tobacco, 2½-lb. cartons, 2½-oz. packages	1.10

YEAST CAKES.

Compressed, per doz.	.18
Magic, 1½ doz. packages, per box,	.58
Yeast Foam, 1½ doz., per box	.58

FLOTO'S ESSENCE

TO USE WITH

COFFEE

No. 1. All Tin Cans
No. 2. Combination Cans
No. 3. Cardboard Cans

FLOTO'S KOENIG'S **CHICORY**

IN ROLLS—5 and 2½ to set

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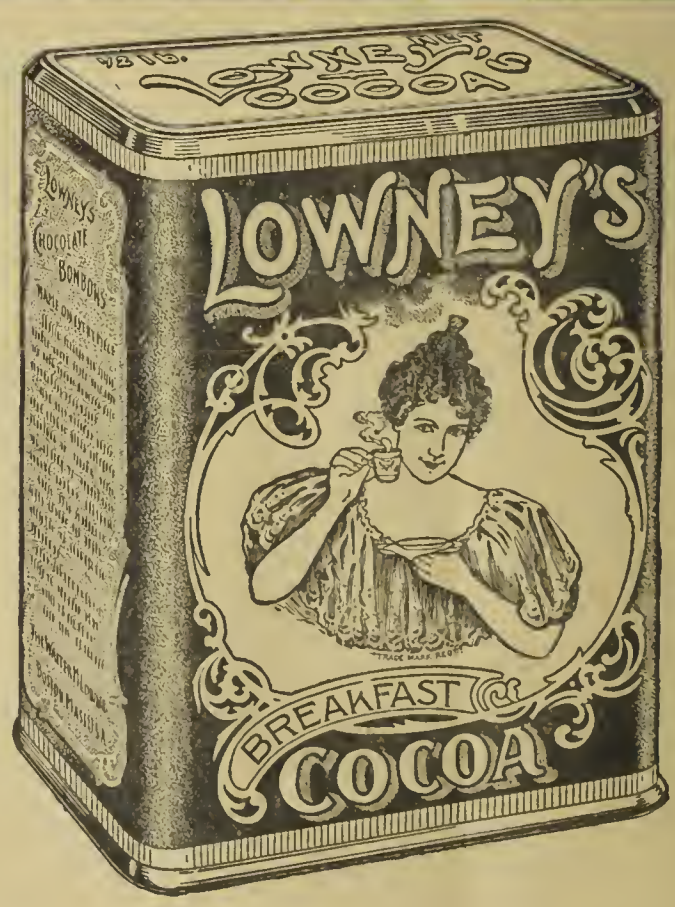
GEO. FLOTO'S SONS

186 UNION AVENUE

Factory, 1, 3, 5, 7 and 9 Devoe St. Brooklyn, New York



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

The **Walter M. Lowney Company**

447 Commercial Street, Boston, Mass.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

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VOL. XLIV. PHILADELPHIA AND NEW YORK, OCTOBER 7, 1907. No. 15.

Contents.

PAGE

Pennsylvania Food Commissioner Will Not Generally Prosecute Dried Fruits 8
Cheese at Almost Unprecedented Price.. 8
Collection Agency People Arrested..... 8
Wholesale Grocers Will Also Oppose Parcels Post Law 10
Federal Food Board Refuses Longer Time to Old Labels..... 10
Two-Minute Sermons for the Retail Grocer..... 11
Editorial 12
Mr. Foust and the Dried Fruit Situation.
Food Regulations.
Larkin Logic.
The Oleo Question Again.
Michigan Food Authorities Say Libby, McNeill & Libby's Chicken Loaf Is "Unwholesome" 13
The New York Letter 14
The Grocery Markets 16
Market Notes..... 18
Among the Trade 18
All Swiss Milk Chocolate Advances..... 18
The Science of Advertising..... 19
Magazine Notes..... 19
Association News 20
Window Dressing for Grocers..... 22
The Stroller's Column (Contributed)..... 24
What Dr. Wiley Eats.
How Dyes May Be Employed in Foods.. 25
Legal Department 27
Correspondence 28
Useful Facts About Groceries..... 29
Heart-to-Heart Talks with Grocery Clerks..... 30
These Plans Have Brought Business..... 30
Want Department..... 31
Baltimore Prices-Current. 33
New York Price-List..... 34
"Grocery World" Prices-Current..... 35

Index to Advertisements.

PAGE

"Advertising World"..... 26
American Slicing Machine Co., The..... 27
Anker's Boullion Capsules..... 19
Arbuckle Bros..... 39
Atmore & Son..... 44
Baker & Co. 21
Baker & Co., Limited, Walter..... 9
Baker, W. H.....Cover 4
Baltimore Manufacturers' Advertising Association..... 6
Barber & Perkins 10
Beardsley's Sons, J. W..... 5
Bell & Sons, Samuel..... 41
Bell Co., The William G. 24
Bishop, R. W. 26
Blooker's Cocoa..... 26
Borden Condensed Milk Co..... 46
Bower & Co., John..... 45
Bown Bros. 36
Bradshaw Co..... 42
Bradstreet System, The 21
Brown & Co., P. F..... 42
Buchan's Soaps Corporation..... 4
Buckley, Elton J..... 8
Burk, Louis..... 17
Carter & Williams..... 32
Consolidated Law Association, Inc., The, 50
Cowan & Sons, H..... 36
Crescent Mfg. Co. 16
Croft & Allen Co..... 38
Daetwyler & Co., R..... 32
Dilliard Remedy Co..... 32
Dixon Crucible Co., Jos. 4
Durham Display Fixture Co. 15
Enterprise Mfg. Co. of Pa., The..... 43
Esterbrook Steel Pen Co., The.....Cover 4

PAGE

Exton & Co., A..... 13
Fell Manufacturing Co., E. C. .....Cover 2
Fischer & Co., B. 11
Fitch Coffee Co., The John H..... 13
Fleischmann's Yeast..... 32
Flesch, J. A..... 47
Forbes, J P. 26
Franklin Sugar Refining Co..... 6
Freihofer Vienna Baking Company..... 25
Fulton & Walker Co..... 48
German-American Coffee Co..... 20
Goff & Sons Co., S. B. .....Cover 1, 19
Gold Medal Flour..... 41
Grocers' Printing Co..... 31
Habben & Co., H. 3
Hagan & Co., Arthur..... 36
Harding & Co., E. E. 16
Hires Condensed Milk Co.....Cover 4
Holland Rusk Co..... 26
Indexed Coupon Books. 26
I-V Washing Tablet Co., Inc..... 46
Johnson, A. W..... 18
Kellogg & Sons, H.....26, 42
Kingsbury, H. P. D..... 40
Kirk, Foster & Co..... 28
Lamson Consolidated Store Service Co., 37
Lautz Bros. & Co.....Cover 2
Levering Coffee Co., The 19
Loughery & Co., Jas. J. 24
Lutz & Schramm Co.....Cover 3
Maher's Veterinary Hospital, Dr...Cover 1
Martindale & Co., Thos..... 36
Mentor Cigarette Co. 36
Mince Meat 44
McCahan Sugar Refining Co., The W. J., Cover 3
McCanna & Fraser Co..... 4

PAGE

McCaskey Register Co., The..... 38
Natural Food Co., The..... 50
Paul Manufacturing Co. 5
Philadelphia Electric Co., The..... 41
Piqua Bracket Co.....Cover 2
Quaker City Preserve Co. 31
Rae's Lucca Oil..... 42
Ralston Purina Mills. 44
Reeve, James Knapp 25
Ritter Conserve Co., Philip J..... 37
Royal Milling Co..... 41
Royal Specialty Co..... 19
Sauer Co., C. F.....Cover 4
Scott & Co., Inc., John 9
Sea Foam Baking Powder Co..... 5
Shafer Co., Jacob C. 19
Shane Bros. Co..... 16
Shinn & Kirk 44
Smith's Sons Co., John E..... 26
Snider Preserve Co., The T. A..... 15
Stickney & Poor Spice Co. .....Cover 1
Standard Cash Register Co. 16
Strasbaugh, Silver & Co. 45
Sulpho-Napthol Co., The..... 5
Swift & Co. 40
Toledo Computing Scale Co.....Cover 1
Tongue & Bros., R. E..... 25
Troemner, Henry..... 49
Union Mercantile Agency 40
Wagner Co., Martin..... 32
Walker Patent Pivoted Bin Co..... 48
Washburn-Crosby Co..... 41
Weiss & Son, G. B.. 39
Wells & Richardson 23
Whittemore, Bros. & Co.....Cover 2
Wilde's Sons Co., Samuel.....Cover 3
Williams Bros. Co., The..... 47
Wrigley Mfg. Co..... 4
Young & Co., Chas. W..... 27
Young, P. D. F., W. F..... 31

Pennsylvania Food Commissioner Will Not Generally Prosecute Dried Fruits

After a Conference With Wholesale Trade He Agrees to Bring Two Test Cases and Wait for Decisions Therein. Conference Reveals Chance for Trouble. Commissioner Says Important Protective Part of Law Is Unconstitutional. Results of the Fight.

Several representatives of the wholesale grocery trade of Pennsylvania held a conference last Saturday afternoon with Dairy and Food Commissioner James Foust, apropos of Rule 11, just issued by the department, to the effect that dried fruits bleached with sulphur would be prosecuted. The conference was held at Harrisburg, and according to those present Mr. Foust's evident intention was or had been to arrest every dealer he could find selling sulphured dried fruits, which means every dealer who sells dried fruits at all. At the instance of Deputy Attorney-General Cunningham, who was called into the conference, the Commissioner was persuaded from adopting that course, and also from bringing five cases which he already had under way. He will now bring two cases which will serve to test the application and constitutionality of the act.

During the conference the Commissioner made a statement of intention which presages trouble for the trade. He stated that he had been advised that that portion of the new Pennsylvania State food law which forbade him from prosecuting goods which complied with the Federal food law and regulations was unconstitutional, and that he therefore proposed to bring prosecutions under the old drastic food law of 1895. This is a very startling attitude and will not deepen the trade's impression that Mr. Foust intends to give them a square deal.

According to jobbers who were present at the conference, the Food Commissioner was not inclined to concede the trade much in the matter of his dried fruit ruling. The first demand made by the trade was that the order should be rescinded entirely and all attempt to interfere with sulphured dried fruits be abandoned. This on the ground that Federal Food Inspection Decision No. 76 together with the Food Board's written statement that no prosecution would be brought even against heavily sulphured goods, permitted such goods to be sold, and under the State act the Commissioner could not prosecute them for that reason. Mr. Foust's answer to that was that that part of the State law forbidding prosecution if in conformity with the Federal law was unconstitutional, and he therefore proposed to prosecute in spite of the provision.

The committee of jobbers made very little headway until Deputy Attorney-General Cunningham was called in. From the beginning he sided with the jobbers, and the Commissioner was induced to recede from one position after another. His attitude was that he proposed to "execute the law," and that executing the law meant immediate action against everybody violating it. He was advised by Mr. Cunningham that the suggested plan of making one or two test cases was infinitely fairer than general prosecution, particularly in view of the enormity of the industry, and the large number of men engaged in it. The Commissioner then said he had five cases ready to bring and he proposed to bring those anyway. He was again admonished by Mr. Cunningham that five would serve the purpose no better than two. Finally the Commissioner decided to bring only the two cases and to institute no more until those two are decided If this means decided by the Supreme Court, the trade are free for six or nine months at least. If it means simply decided by the lower county court the concession may mean but a brief respite, as the courts of the interior counties put through their criminal business very speedily.

The two test cases will be brought in Blair and Clearfield Counties. The Commissioner selects Blair probably because he lives there. This case was commenced almost immediately after the conference, Charles Kephardt, of Altoona, being the defendant. The charge was the sale of dried peaches containing sulphurous acid. The Commissioner agreed to base his cases not on the simple presence of sulphur in the fruits, but upon the presence of an excess of 35-1,000 of 1 per cent.

Both of these actions will be fought hard by the associated wholesale grocers of the State. The chance is that the retail interests will take little if any part. Leading attorneys will be engaged, probably those who framed the sections of the act which the Commissioner declares are unconstitutional.

One suggestion made by the Deputy Attorney-General at the close of the conference will probably be followed by the jobbers at once. It was that a hurry-up notice be sent to the trade to get the current supply of sulphured fruits into consumptive channels as soon as possible, in order to avoid trouble under a possible adverse decision.

Both the Wholesale Grocers' Association of Pennsylvania, New Jersey and Delaware and the Grocers' and Importers' Exchange will be active in the fight to preserve the dried fruit industry. The various members of the latter organization who are interested in the dried fruit business held a meeting at the Exchange at 11.45 last Wednesday. Much discussion was had, but nothing definite done.

The Wholesale Grocers' Association has issued notice to its members, recommending them to guarantee all retailers buying dried fruits against State prosecution. This is really quite as effective by way of actual protection to the retailer as a simple guarantee of conformity with the law.

One point which will be insisted upon in the defense of the two test cases above referred to is that in order to decide how much sulphur is present in dried fruit, analysis should be made not upon a sample as sold, but upon a sample which has been soaked and cooked, as both of the latter processes eliminate much of the sulphur.

Cheese at Almost Unprecedented Price.

Market 3 to 4 Cents Above Normal. Higher Prices Expected Later. Scarcity of Milk, Induced by High Feed, the Cause.

Cheese has during the week followed the advancing market in other dairy products, and at the present writing rules at a price higher than for many years. At the present writing the market for New York State full cream cheese ranges from 15 to 15⅜ cents in a large way. A normal price at this season is 11 to 12 cents. Pennsylvania cheese, which usually rules about ¼ cent below the New York State market, is now practically worth the same.

As has been several times explained, the cause of these extremely high prices of cheese is the scarcity of milk and the competitive demand for it from other manufacturing sources. There are prophecies that the market will eventually go to 17 to 18 cents during the present season, but there seems to be no reason to expect these prices in the near future. The make of cheese is small.

To give one idea of the reason why milk is so scarce, the present prices of feed, as compared with the prices prevailing January 1, 1907, are illuminating. A certain standard grade of feed which ruled on the first of the year at $22.60 per ton to-day commands $34.60. Another has advanced in the same time from $20.10 to $32.10. This makes the keeping of cows very expensive and has unquestionably caused many farmers to sell cattle instead of keeping them.

The high prices of cheese have considerably reduced the consumption, which is a good thing, for if the demand was normal the price would be much higher.

Collection Agency People Arrested.

Members of an Typical Allgeheny Concern Charged With Conspiracy to Defraud. Chester Has Not Passed a Larkin Soap Ordinance. How Allegheny Secretary Collects Dues of Delinquent Members.

Special correspondence of "Grocery World."

Erie, Pa., October 4, 1907.

Secretary J. R. Reinhard writes that the merchants who met at Tower City in district convention recently will meet again at Lykens in January, 1908.

ELTON J. BUCKLEY
Editor "Grocery World"
Attorney and Counsellor at Law
730-731 Drexel Building, Philadelphia, Pa.
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COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

A. G. Crockett manager of the firm of Duncan & King, collecting agents, with offices in the Park Building, and James Trout, general attorney for the same concern, Allegheny, Pa., were arrested last week on charges of conspiracy to defraud on information made by J. A. Swinehart, of the Swinehart Clinker Tire Co., of Akron, Ohio. It is alleged that the informant made a contract with George Jacoby, who was formerly an agent for the Duncan & King firm, for the sum of $100 to collect debts for the Akron concern. Mr. Swinehart alleges that his firm has sent bills here for collection and has never received any service from the collecting agency. He alleges that he was defrauded out of $100. Information was also made against Jacoby, but the detectives say Jacoby is no longer with the firm and is not living in Allegheny.

The associations in Allegheny County will make monthly exchange of credit lists.

Through the able efforts of H. B. Davenport, secretary, the Business Men's Association of Plymouth has been revived.

The Huntingdon Business Men's Association has increased its membership, and has now over 60 members upon its roster. Secretary D. M. Stewart is a hustler.

Newspaper clippings have reached this office indicating that two different towns in Pennsylvania have passed local ordinances requiring any soap club to take out a license before they can engage in peddling. Chester, Pa., is one of these cities, but William H. Nelson, president of the Chester Association, informs us that their Councils have not considered any ordinance of this character. If any of the merchants of Pennsylvania know of any city or borough that has passed such an ordinance they will oblige the State Secretary with a copy of the ordinance and a statement of how it works in practice.

Ira F. Smith has resigned as secretary of the Williamsport Merchants' Association, and Don M. Larrabee has been elected to fill the position.

Secretary Jos. C. Kane, of Allegheny, writes: "What do you do with members of your association that do not pay their dues? I had two members that their dues ran up to the amount of $3. I tried several times to persuade them to pay, wrote letter after letter, telephoned to them time after time, and they always had some excuse or was out or something, and finally one of the members when I called at his store to collect his dues, amounting to $3, deliberately walked out of the door after asking him for his money and got in his wagon and drove away. I thought that he was a very undesirable member for our association. He would not come to the meetings and would not take any interest in letters and other information mailed to him, so I sued him for his dues, and the other member, each owing $3 apiece, and it cost them $1.98 to pay their dues to the secretary of this association. After receiving their money from the squire I notified them that if they were not satisfied with our manner of doing business that we would very gladly accept their resignation and take their names from the roll of membership in this association, but unless they do send their resignation in writing they would be subject to 50 cents a month dues, which I would proceed to collect the same way if they failed to pay in advance in compliance to the Constitution and By-Laws of this association. This movement of mine seemed to stir up excitement among the members and they realize now that this office is run on business principles for business men only, and I think that from the results that I have obtained by suing these two members for their dues that it was a pretty good stunt and I propose to carry it out."

A. M. Howes,
State Secretary.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa

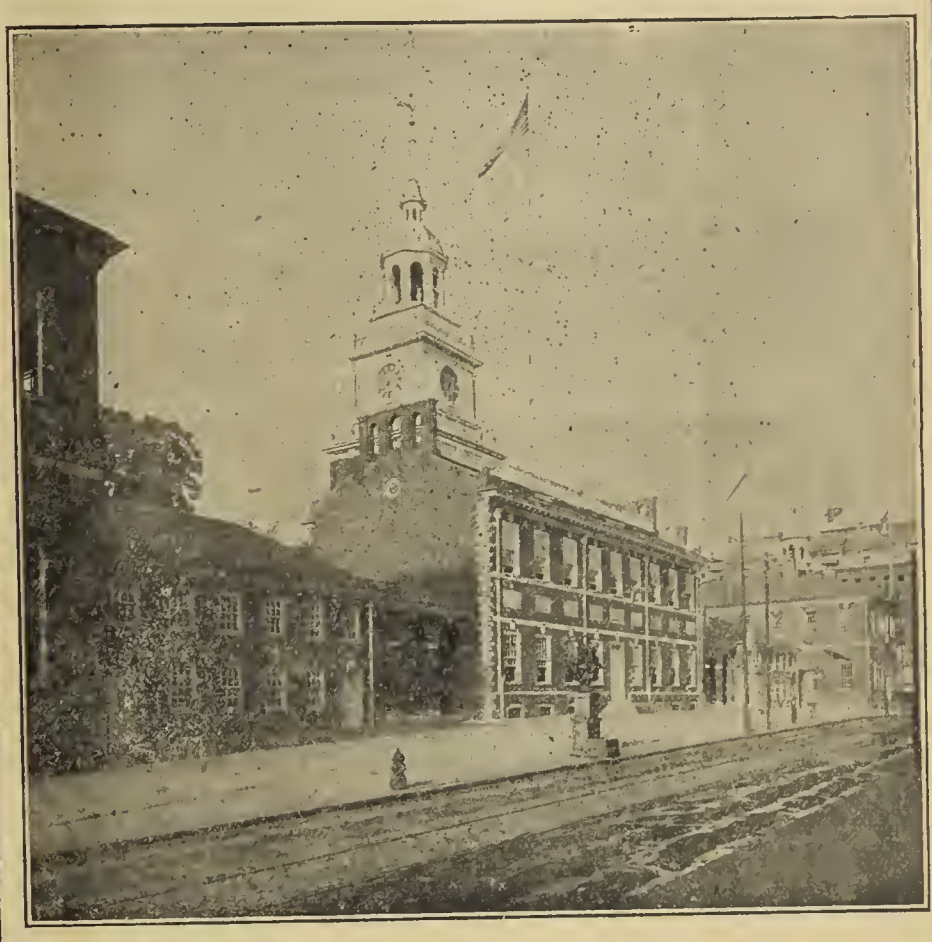
Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are Absolutely Pure—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

STATE HOUSE



CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

Wholesale Grocers Will Also Oppose Parcels Post Law

President of the National Wholesalers' Association Writes Secretary Green That His Organization Will Aid Retailers in Their Fight. Iowa Food Law Squelches Box Car Peddlers.

Special correspondence of "Grocery World."

Cleveland, Ohio, Oct. 3, 1907.

The following copy of a letter recently received is of more than passing interest:—

My Dear Mr. Green:—Your very kind letter of the 20th inst. duly received, also copy of your letter to the President of the United States.

This parcels post matter is something in which we are all deeply interested, and I am pleased that you are doing all in your power to prevent such a law as you mention being enacted by the next Congress. I believe that it can be fairly shown that a universal flat postage rate for delivery of merchandise would be detrimental to the interests of the consumer, whether he lives in the country or in the city. If he lives in the city, it is fair to presume that he has a home of his own. Nearly all of our working people own their own homes; therefore their interests are far and away from being along the line of the excessive growth of large cities somewhere at some distance. The growth of his home town is much more to his interest. If he lives in the country and cultivates the land, there is nothing so valuable to him as a home market for his farm products. The parcels post would divert much trade from the village store or the medium-sized town or city store to the large trade centres like Chicago, New York, Philadelphia, etc. In the largest cities, big catalogue houses have grown up under the present laws, and a parcels post law would be greatly to their advantage. I do not believe that these large stores are helpful to the general consumer. If the housekeeper buys from the catalogue and makes up her mind from a picture, I do not think she will be as satisfactorily served as if she were to go to the country store and make a comparison of the quality and price on the spot. I believe an occasional visit to her home merchant would be much more educational and valuable than the perusal of a printed catalogue at home.

The President of the United States and the members of his cabinet, I am sure, wish to be practical in these merchandising matters. They are naturally interested in taking care of the consumer. The multitude of modest homes in our beloved country need their careful and thoughtful protection. I sometimes fear, however, that they are not altogether practical, nor do they give careful examination to real, actual conditions.

I shall be pleased to assist you in any way I can, because I think you are right. I am just as much in love with my countrymen as any one. I want them served well, not badly. They do not need a parcels post law, which will eliminate natural conditions of distance; they need to be educated up to a high degree of loyalty that is due to their locality. A farm is worth much more if it is in a well-supported local market than it possibly can be if it depends upon a market in a far distant city, and that is true of a house and lot in any of our medium-sized towns and cities.

With kind regards, I am, yours very truly,

WILLIAM JUDSON,
President National Association of Wholesale Grocers.

* * *

Mr. Ira B. Thomas, secretary of the Iowa State Retail Grocers' Association, writes that through the efforts of the State Association, assisted by the Food Commissioner, a second arrest of representatives of box car grocery peddlers was made in Waterloo a few days ago. Two of the agents were fined $25 each and, refusing to pay fines, were placed in jail. After remaining in jail over night they paid their fines.

It is the purpose of the Iowa State organization to continue its efforts in the prosecution of those peddlers by having a Deputy Food Commissioner on hand wheney they learn that they are to make delivery of a car of goods. Sam les of the goods were secured the food department and it wa found they did not comply with th provisions of the Iowa law, hen arrests were made and prosecutio will follow.

JOHN A. GREEN,
National Secretar

Federal Food Board Refuse Longer Time to Old Labels.

But Says Use of Old Labels Will Not B Interfered With If All Misstatement Are Corrected by Stickers. Text o the Official Notice.

Special correspondence of "Grocery World."

Washington, D. C., Oct. 3, 1907.

The Board of Food and Drug Inspection issued notice during th week that no longer time would b given for the use of old food labels The concession is made, however that old labels can be used provided all misrepresentations of every character are corrected by stickers. This includes misrepresentations like fictitious firm names and so on. Before October 1st only misrepresentation as to the character/of the

"Doing WELL some work that is WELL worth doing" may apply to the buying end of your grocery business

Are YOU making your DOLLARS serve you well by buying for

CASH?

Horseshoe Salmon, 1 lb., tall (not over 10 cases to any one buyer), 4 doz.	per doz.,	1.42½
Pride of Delaware Standard Early June Peas, single cases, 2 doz.	per doz.,	1.00
5 or 10-case lots	per doz.,	.97½
New Imported Peas (French Style), Extra Fine, 100, No. 1, tall, decorated tins in case	per case,	14.10
New Imported Peas (French Style), Fine, 100, No. 1, tall, decorated tins in case	per case,	11.60
New Imported Peas (French Style), Medium, 100, No. 1, tall, decorated tins in case	per case,	10.60
These are the Basket Brand, the same as we have been handling for two or three years past, and we believe they are the finest brand of Imported Peas that come to this country, and prices are fully $1.00 per case below the present market value.		
Fort Stanwix Brand Extra Quality New York State Preserved Red Raspberries, finest goods we have ever offered, No. 2 cans, 2 doz.	per doz.,	2.40
Turkey Brand Jersey Packed Preserved Red Raspberries, No. 2 cans, 2 dozen	per doz.,	1.50
New Baker's Corn, 2 doz.	per doz.,	.72½
Golden Cube Brand Imported Singapore Pineapple, 1½ lbs., flat cans, 4 dozen, single cases	per doz.,	1.12½
5 or 10-case lots	per doz,	1.10
La Belle de Paris (French Style) Macaroni high-grade goods, 25 long packs	per-pack,	.06¾
La Belle de Paris (French Style) Macaroni, high-grade goods, 25 square packs	per pack,	.06¾
La Belle de Paris Elbow Macaroni, 25 square packs	per pack,	.06¾
5 or 10-box lots, one kind or assorted, at ¼c. per lb. less. This is positively high-grade macaroni, the best and most profitable goods you will find anywhere to retail at 10c., with a fine margin. Send us a trial order.		
Extra Fancy Santos Coffee, whole bean, clean, bright roast, elegant drinker, 25-lb. lots or over	per lb.,	.12
100-lb. lots or over	per lb,	.11¾
Prime Rio Coffee, whole bean, clean, bright, 25-lb. lots or over	per lb.,	.10
100-lb. lots or over	per lb.,	.09¾
Drop Shot, No. 5 and No. 7 only, 25-lb. bags	per bag,	1.75
Hoffman House Catsup, NEW, 14-ounce screw-top bottle, 2 doz.	per doz,	.90
5 or 10-case lots	per doz.,	.87½
W. H. Baker's Chocolates, ½s, 12-lb. boxes	per lb.,	.30
Blue Ribbon Sweet Chocolate, ⅛s, 12-lb. boxes	per lb.,	.24
Croft & Allen's Cocoa, ¼s, tins, 6-lb. boxes	per lb.,	.35
Croft & Allen's Cocoa, ½s, tins, 6-lb. boxes	per lb.,	.34
Croft & Allen's Cocoa, 10c. size, 2 doz.	per case,	1.85

These Prices for This Week Only—October 7th, to 12th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue Phila., Pa.

ntents of the package had to be rrected.

The official notice is as follows:

When the rules and regulations for the enforcement of the Food and Drugs act were issued by the three Secretaries on October 16, 1906, one of the regulations (17-I) provided that any labels printed and on hand on that day which did not contain a misstatement as to the character of contents but which were not in strict compliance with other requirements of the regulations, might be used without fear of prosecution until October 1, 1907.

Recently the National Wholesale Grocers' Association and individual wholesalers and jobbers throughout the United States, requested the Board of Food and Drug Inspection to recommend to the three secretaries the extension of the privilege until October 1, 1908.

After a careful consideration of the matter the Board has unanimously decided to refuse to recommend such an extension. It is the opinion of the members of the Board that sufficient time has elapsed for manufacturers, jobbers and wholesalers to adjust their business affairs to the terms of the law and of the regulations.

It is apparent, from the letters received by the Board, that the general impression exists that the use of corrected labels will not be permitted after October 1, 1907. This is an erroneous impression, and is evidently gathered from the wording of regulation 17 (I) and more particularly from food inspection decision 43, which stated that on and after October 1, 1907, the labels must be originally properly printed. This statement was advisory and conveyed a warning that further extension of the privilege need not be asked. It is desirable, of course, both from the standpoint of the government officials who have charge of the enforcement of the law, and from the viewpoint of the manufacturers, that the labels should be correct as originally printed.

Any person has a right to use a label which is not false or deceptive in any particular, even though this result is arrived at through the use of stickers, erasures or other suitable means. Attention, however, is directed to the fact that misleading and deceptive statements must be obliterated. In other words, it is not sufficient, in the opinion of the Board that a deceptive statement should be allowed to remain on one portion of the label with a corrective statement upon another portion of the label.

HOLT.

Sulphured Nuts Legal If Not Excessively So.

Chairman John C. Mahlan, of the Pure Food Committee of the New York Dried Fruit Association, has received a letter from the Board of Food and Drug inspection, in which the board, replying to the committee's inquiry regarding sulphur in imported nuts, reiterates its former decision that nuts bleached or preserved with sulphur fumes will be admitted so long as the kernels of the nuts do not contain more than the specified limit of sulphur dioxide, 350 milligrams to a kilogram of fruit. Tests have been made of old nuts now in stock and not only has the amount of sulphur been found less than the specified amount, but it has been found to be only a mere trace of the acid. Nevertheless the trade will generally unite in a policy of cautioning the foreign shippers and thus endeavor to have the new goods entirely within the pale of the law.

Two-Minute Sermons for the Retail Grocer

XIII.—Don't Dodge New Ideas.

Some people, including merchants, always ridicule everything they see or hear that is new to them.

Do not for a single moment allow yourself to be influenced by such ridicule, for it is merely the way some people have of showing their superior knowledge, and they generally wind up by showing that they have no knowledge.

Just bear in mind that there is not a single great invention now in existence which has not been mercilessly ridiculed by hundreds and thousands of people, and still the success was just as sure as though nothing had been said which was detrimental.

Do not dodge the new ideas, no matter what your associates may say of them, for it is the new idea of to-day which is the necessity of to-morrow, and those who take the trouble to cultivate the new ideas, and get all possible information, are in a position to make the most out of them.

New ideas are being hatched every second, and you do not need to wait for something brilliant to come from your own brain. The good idea of any other man, if well applied to your business, will do it just as much good as though your own brain did the work.

The man who feels that no ideas are worth trying on his business unless they originate with him is not usually a success. It is the man who can quickly grasp the idea of another and at once change it so it will apply to his own business who usually gets the most benefit from it, and gives his business the reputation of being up to date.

F. A. P.

The Dog May Bite

Honestly, you will be much more likely to succeed by pushing **Hotel Astor Coffee** than by pushing a blend of your own.

We have been in coffee blending for many years. Obviously, we must know more about it than you do. And then **Hotel Astor Coffee** has been tried on the dog—the hardest dog to please in the United States—the patrons of the most exclusive hotels of New York City. The dog pronounced it good at once, and with the stamp of weighty approval upon it we offer it to you.

When you blend your own coffee the dog you try it on is your own customers—that's risky; the dog may bite.

A perfect blend of superfine coffee. For the very finest trade.

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

Grocery World

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Mr. Foust and the Dried Fruit Situation.

The "Grocery World" fears that Dairy and Food Commissioner Foust has relaxed his original expresssed intention to bring food prosecutions only when absolutely necessary for the consumer's protection. He has gone far out of his way to disturb the dried fruit situation, perfectly knowing three things: First, that there was absolutely no public demand or demand from any quarter against the sale of sulphured fruit; second, that no case is on record of harm from sulphured fruits; third, that the Federal Food Department had given the trade specific authority for the sale of just such goods as the Pennsylvania Commissioner has proceeded against. What good reason can Mr. Foust have, in view of these things, for waging his campaign? He could have either of two reasons: 1, an exalted and conscientious idea of his own duty in the premises, unaffected by the action of anybody else; or, 2, a sourness because his predecessor had collected a thousand dollars in fines where he had collected five, accompanied by a desire to cultivate a rich and untrodden field on his own behalf.

Food Regulations.

The United States Board of Food and Drug Inspection has refused to extend the time for the use of old labels beyond October 1st, and the "Grocery World" is in hope that this will precipitate some declaration of decent independence on the part of somebody in the trade against the unwarranted efforts of the Federal Government to interfere with matters that don't concern it.

The Board's refusal to extend the labeling date means that Regulation 17, Clause b, is now in force, provided that it has a right to be in force. The regulation referred to is as follows:—

> (b) The principal label shall consist, first, of all words which the Food and Drugs Act, June 30, 1906, specifically requires, to wit, the name of the substance or product; the name of place of manufacture in the case of food compounds or mixtures; words which show that the articles are compounds, mixtures, or blends; the words "compound," "mixture," or "blend;" or words designating the substances or their derivatives and proportions required to be named in the case of drugs and foods. All these required words shall appear upon the principal label with no intervening description or explanatory reading matter. Second, if the name of the manufacturer and place of manufacture are given, they shall also appear upon the principal label. Third, elsewhere upon the principal label other matter may appear in the discretion of the manufacturer.

In the case of pure goods or any goods whose labels do not misrepresent their character, the Federal Board has no more right to interfere than it would have to say that all jelly manufacturers must wear pink ties. And even in the case of labels that do misrepresent, if the misrepresentation is adequately corrected wth a sticker, or in any other sufficient way, the label is legal, and the Board is powerless to meddle with it in any way, shape or form. There is nothing in the law to warrant it in doing so, and nothing in the law to permit it to prosecute anybody who ignores its foolish orders.

All this will be proven just as soon as somebody has the moral courage to resist.

Larkin Logic.

The "Grocery World" has always contended that the Larkin Soap Co., when they claimed to "give away" their premiums, were guilty of gross misrepresentation, and that the consumer not only paid for his premiums, but paid a good round price. Listen to the Larkin Co's own presentation of its case in the October "Ladies' Home Journal":

> THIS $10 SEWING DESK YOURS WITHOUT COST.
>
> How the Larkin idea means money. In buying of a retailer you must pay for his and other middlemen's profits, losses and expenses. Larkin direct factory-to-family dealing is practical, co-operative and give you double retail value.
>
> Every few weeks any small household can use $10 worth of Larkin laundry and toilet soaps, toilet articles, coffees, teas, spices, extracts, baking powder, any selection from over 150 home needs of superior excellence. You get in addition, without cost, the saved middleman's expenses in a premium that alone sells for $10 at retail. All for $10. Every Larkin offer saves you 100 per cent.

Now, listen to the logic here: "In buying of a retailer you must pay for his and other middlemen's profits, losses and expenses. Larkin * * dealing * * * gives you double retail value. * * *. You get *in addition, without cost,* the saved middlemen's expenses in a premium that alone sells for $10 at retail." But if the first part of this advertisement is true, those middlemen's expenses have already been saved in the "double retail value" which the "Larkin direct factory-to-family dealing" gives. But notwithstanding that, "*in addition*" comes the $10 premium. In other words, the Larkin people are endeavoring to create the impression that they first name prices on their products which save all middlemen's profits, and in addition to that throw in a premium worth $10 at reta This, of course, they could not d and do not do. It is just as fal that "every Larkin offer" saves 1 per cent. In soap, for example, t chief Larkin product, the combin profits of twice the number of mi dlemen at twice the rate actual made would not equal 100 per ce

The Larkin scheme is not a fak except so far as it is made one b the Larkin Co's own deceitful a vertising.

The Oleo Question Again.

The oleo interests are aga credited with the intention of as ing the next Co gress to repeal t 10-cent tax yellow oleo. Co tainly the time is riper for th purposes than it has ever been b fore. Fine creamery butter rang from 36 to 38 cents per pound wholesale, which is at least 8 cen per pound above normal. The ol people will point to this as a re son why the public should have t cheaper substitute at a more reaso able price than the 10-cent tax w allow. A conclusive answer, ho ever, would seem to be that ole even after paying the 10-cent ta is still far below the price of bu ter. This would certainly give the call if the people wanted it.

While the high price of butter unquestionably induced in the ma by the scarcity of milk, one cau is the scarcity of *available* storag butter. The Chicago packers, w comprise what is called the Butt Trust, are accredited with produ ing this result by scouring the cou try last June and buying enormo quantities of butter. Their object believed to have been two-fol First, the making of money by t enhancement of the butter price, a second, giving color by the enhanc ment of the butter price to the ol argument which they expect to su mit to the next Congress. Much this butter is still held. If release it would greatly relieve the sit ation, but the greedy holders wa to squeeze the last drop of gain o of it if they can.

They may succeed in reducin the oleo tax, but the "Groce World" has no particular fears th they will.

Peaches are now coming pract cally only from New York Stat and the season is almost over. I ordinary baskets the price rang from $1.25 to $1.75, and the dema is light.

ichigan Food Authorities Say Libby, McNeill & Libby's Chicken Loaf Is "Unwholesome"

rrent Number of Bulletin Condemns Unprecedentedly Large Number of Nationally Well-known Brands. Van Camp's Chicken Soup in the Toils. Many Brands of Maple Syrup and French Mustard.

The latest number of the bulletin ued by the Michigan Dairy and od Department contains con-mnations of a surprisingly large mber of nationally well-known nds of food products. Among m are the butter of the American rm Products Co., the chicken loaf Libby, McNeil & Libby, the icken soup of the Van Camp cking Co., several well-known nds of maple syrup, and several nds of French mustard and ench peas.

In the following cases the de-rtment adversely reports upon brands named, on the ground ted:—

No. 10,296, N-391. Sample of "Chicken Loaf," manufactured by Libby, McNeill & Libby, Chicago, Ill. Unwholsome.

No. 10,172, N-385. Sample of apple butter manufactured by Columbia Conserve Co., Indianapolis, Ind. Ind. Preservative not stated on the label

No. 10,351, W-138. Sample of "Butter" handled by American Butter & Cheese Co., Detroit, Mich. Sample is renovated butter.

No. 10,361, I-164. Sample of "Butter" manufactured by American Farm Products Co., Saginaw, Mich. Sample is renovated butter.

No. 8,556, L-796. Sample of "Catsup-Yankee Doodle," manufactured by the American Relish Co., Indianapolis, Ind. Contains saccharine.

No. 10,413, X-467. Sample of "St. Lawrence Catsup," manufactured by Puhl-Webb & Co., Chicago, Ill. Preserved with a benzoate not stated on the label.

No. 10,932, X-205. Sample of "Tomato Catsup," manufactured by H. G. Bates, Blanchester, Ohio. Contains starchy material.

No. 10,919, G-193. Sample of "Crushed Cherries," manufactured by The Mihalovitch-Fletcher Co., Cincinnati, Ohio. Contains preservatives not stated on the label.

No. 10,050, W-122. Sample of "Glucose Mixture," manufactured by Warner Sugar Refining Co., Waukegan, Ill. Not true to formula.

No. 10,427, Y-47. Sample of "Corn Syrup," manufactured by Warner Syrup Refining Co., Waukegan, Ill. Not true to label.

No. 10,653, W-158. Sample of "Corn Syrup," manufactured by Franklin, MacVeagh & Co., Chicago, Ill. Not true to formula.

No. 10,554, W-146. Sample of "Evaporated Cream," manufactured by Michigan Condensed Milk Co., New York, N. Y. An unsweetened condensed milk not properly labeled.

No 10,740, N-416. Sample of "Pet Evaporated Cream," manufactured by Helvetia Milk Condensing Co., Highland, Ill. Not properly labeled.

No. 10,911, G-185. Sample of "Pineapple Extract," manufactured by The Mihalovitch-Fletcher Co., Cincinnati, Ohio. An artificial preparation.

10,912, G-186. Sample of "Strawberry Extract," manufactured by The Mihalovitch-Fletcher Co., Cincinnati, Ohio. An artificial preparation.

No. 9,987, N-354. Sample of "Vanilla," manufactured by The Zipp Manufacturing Co., Cleveland, Ohio. Not a pure vanilla.

No. 10,453, Y-50. Sample of "Extract of Vanilla," manufactured by The Schorndorfer & Eberhard Co., Cleveland, Ohio. Not properly labeled.

No. 10,527, I-178. Sample of "Vanilla Extract," manufactured by The Schorndorfer & Eberhard Co., Cleveland, Ohio. A low grade extract.

No. 10,649, W-154. Sample of "Vanilla Extract," manufactured by Corbin Sons & Co., Chicago, Ill. Contains added color, probably caramel.

No. 10,734, I-205. Sample of "Vanilla and Coumarin Flavor (Colored)" manufactured by The Dieter Co., Chicago, Ill. An imitation extract colored. Not properly labeled.

No. 10,240, I-163. Sample of "Imitation Fruit Jelly (Lemon)," manufactured by Joseph Middleby, Jr., Boston, Mass. Preserved with a benzoate not stated on the label.

No. 10,352, W-139. Sample of "Jelly," manufactured by the Benton Harbor Preserving Co., Chicago, Ill. Contains glucose.

No. 10,539, N-406. Sample of "Raspberry Jam (Compound)," manufactured Dodson, Braun Manufacturing Co., St. Louis, Mo. Imitation jam, artificially colored.

No. 10,922, I-231. Sample of "Orange Marmalade," manufactured by Curtice Bros. Co., Rochester, N. Y. Contains glucose.

No. 10,743, I-206. Sample "Lard Can," handled by the Wm. Fockes Sans Co., Dayton, Ohio. Sample contained lard compound not properly labeled.

No. 10,121, W-124. Sample of "Blended Maple Syrup," manufactured by The Western Reserve Syrup Co., Cleveland, Ohio. Not a pure maple syrup, and not properly labeled.

No. 10,208, U-199. Sample of "Maple Syrup," manufactured by the Champion Syrup Refining Co., Indianapolis, Ind. Not a pure maple syrup.

No. 10,218, N-387. Sample of "Maple Syrup," manufactured by E. A. Charbonneau & Co., Detroit, Mich. Not a pure maple syrup.

No. 10,222, U-202. Sample of "Maple Syrup," manufactured by the Franklin, MacVeagh Co., Chicago, Ill. Not a pure maple syrup.

No 10,263, I-166. Sample of "Maple Syrup," manufactured by the Champion Syrup Refining Co., Indianapolis, Ind. Not a maple syrup.

The Price Saves Us Competition

One reason which lies at the bottom of all package coffee is that coffee in a small carton will keep fresher than coffee in a bag.

But many package coffees are little if any better than bulk coffee, because the carton is loose or carelessly sealed and the contents soon get as stale as if there were no carton.

In our 25-cent leader coffee, **Moco-Mo** Coffee, the freshly roasted coffee is first sealed in a bag, and the bag is then again sealed in a carton. This double sealing holds the coffee aroma intact until your customer opens the carton in her own home. "The coffee in the bag, the bag in the carton."

There's of course no great secret about packing coffee in two packages. Other manufacturers could do it, but they won't, particularly on a 25-cent coffee, because it costs too much.

The John H. Fitch Coffee Co.

Importers, Roasters and Jobbers of High-Grade Coffees

YOUNGSTOWN, OHIO

Five reasons why it is to YOUR interest to push only the Exton.

1. It is the finest oyster cracker ever made.

2. It is so often imitated it is being continually endorsed by its competition.

3. It goes a long way toward making a **poor** oyster stew **good** and it makes a **good** stew **perfect**.

4. You can't find a consumer anywhere who has used the "**Exton**" oyster cracker who will tell you any other oyster cracker is as good.

5. The above statements are **proven** conclusively by the fact that the Exton cracker has been on the market **60 years**

A. EXTON & CO.

TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers, Stamped "Exton"

"The Best Known and Known as the Best"

No. 10,294, N-389. Sample of "Maple Sap Syrup," manufactured by the Huntington Maple Syrup & Sugar Co., Providence, R. I. Not a pure maple syrup.

No. 10,365, N-395. Sample of "Maple Syrup," manufactured by the Horton-Cato Manufacturing Co., Detroit, Mich. Not a pure maple syrup

No. 10,366, N-396. Sample of "Maple Syrup," manufactured by the Western Reserve Syrup Co., Cleveland, Ohio. Not a pure maple syrup.

No. 10,428, U-204. Sample of "Vermont Syrup," manufactured by Joannes Bros., Green Bay, Wis. Not properly labeled.

No. 10,452, Y-49. Sample of "Maple Syrup," manufactured by Boyle & Williams, Bradford, Pa. Not a pure maple syrup.

No. 10,533, X-169. Sample of "Maple Sugar," manufactured by the Western Reserve Syrup Co., Cleveland, Ohio. Not a maple sugar.

No. 10,597, W-150. Sample of "Maple Syrup," manufactured by the Scudder Syrup Co., Chicago, Ill. Not a pure maple syrup.

No. 10,654, W-159. Sample of "Ohio Blended Maple Syrup," manufactured by the Western Reserve Syrup Co., Cleveland, Ohio. Not properly labeled.

No. 10,741, U-208. Sample of "Marquette Syrup," manufactured by the Kenwood Preserving Co., Chicago, Ill. Not properly labeled.

No. 10,806, W-167. Sample of "Maple Syrup (Blossom)," manufactured by McNeil & Higgins Co., Chicago, Ill. Little or no maple syrup present.

No. 10,677, I-185. Sample of "Moutarde Excelsior," manufactured by L. A. Price, Bordeaux, France, and handled by Austin, Nichols Co., New York. Not properly labeled.

No 10,680, I-198. Sample of "French Mustard," manufactured by The Frank Tea & Spice Co., Cincinnati, Ohio. Not properly labeled.

No. 10,731, I-202. Sample of "English Club Mustard," manufactured by John Robinson & Co., New York, N. Y., handled by Chas. D. Clinton, Kingston, N. J. Contains starch.

No. 10,926, I-235. Sample of "Mustard," manufactured by Alphonse Pinard, Bordeaux, France, and handled by Beirs & Brady, New York, N. Y. Prepared mustard not properly labeled.

No. 10,976, I-242. Sample of "Prepared Mustard," manufactured by Schorndorfer & Eberhard, Cleveland, Ohio. Contains foreign starchy material.

No. 10,122, I-144. Sample of "Oleomargarine," manufactured by Braun & Fitts, Chicago. Sample of oleomargarine colored in imitation of yelllow butter.

No. 10,927, I-236. Sample of "Oleomargarine," manufactured by Wm. Moxley, Chicago, Ill. Oleomargarine colored in imitation of yellow butter.

No. 10,732, I-203. Sample of "Petits Pois," manufactured by Bartons Fils, Paris, France, and handled by James P. Smith, New York, N. Y. Contains coloring matter injurious to health.

No. 10,925, I-234. Sample of "Petits Pois," handled by Wm. G. Machring, New York, N. Y. Contains coloring matter injurious to health.

No. 10,572, H-682. Sample of "Freezem," manufactured by B. Heller & Co., Chicago, Ill. Contains sulphites.

No. 9,871, N-342. Sample of "Chicken Soup," manufactured by the Van Camp Packing Co., Indianapolis, Ind. Preserved with a boron compound not stated on the label.

The New York Letter

Diamond Match Company to Dine Retail Grocers. Trade May Appeal Old Label Decision. Stickers Too Expensive. Trouble Over Government Red Tape in Admitting Foreign Food Products. Complaint Against Severe State Food Regulations.

Special correspondence of "Grocery World."

New York, October 4, 1907.

Members of the Executive Committee of the New York State Retail Grocers' Association, who are to meet here next Tuesday, will be entertained at luncheon in the Cosmopolitan Hotel as the guests of State Secretary Charles Thorpe, and afterward will go to Brooklyn, where they will hold a business session in the rooms of the local association. Later all will be the guests of former Secretary Fred. Mason, now of the Diamond Match Co., at dinner in the Imperial Hotel in Brooklyn. The United Retail Grocers' Association of Brooklyn will hold a regular meeting that night and it is possible that the members of the committee will make a call during the session.

* * *

Although the Board of Food and Drug Inspection decided against the jobbers on their request for more time to use up old labels, the Executive Committee of the National Wholesale Grocers' Association is persevering in its efforts to obtain some concessions. A meeting with this end in view was held Wednesday and it was given out yesterday than an appeal may be taken to the three secretaries having charge of the matter.

The jobbers, it is learned, no longer hope to get a general extension of the time for using old labels in, but hope to get permission to use certain kinds of old labels in which the variation from the regulations is deemed slight. Some jobbers are going ahead, however, in the belief that no further concessions will be made and are turning out and using only labels that comply in all respects with the rules.

Until this month the use of stickers to cover up parts of the old labels and to supplement the statements on such labels has been satisfactory to the authorities at Washington, minor discrepancies being overlooked. The jobbers admit that it is possible by the use of stickers to make the labels comply fully with the law, but say that this would prove about as expensive, in some instances, as printing new labels.

Reports received here from Washington are to the effect that the officials are not inclined to reopen the question and have their minds quite well made up in favor of requiring a rigid adherence after this to the label requirements. The suspicion is entertained in some quarters, it is said, that the jobbers here, in seeking delay, have more in mind than the saving of the expense of printing and pasting new labels. It has been suggested by some who have discussed the subject that the manufacturers and jobbers in some cases are really trying to continue certain of the old abuses for a year or so longer and therefore have tried to get a continuance of the lenient attitude shown thus far as to labels. The jobbers say that they have no other wish than to save the expense of obtaining entirely new sets of labels while they still have large quantities of old stock on hand.

* * *

Importers of various food products are complaining quite loudly because many importations are detained in the Customs House, sometimes for weeks, pending a decision as to whether or not the labels are in accord with the regulations. The complaint is even louder when the decision is against the importer, as has happened in several instances, and he has been obliged to send back the shipment or place new labels on the cans.

One of the complaints is as to olive oil. As the bottles in the cases do not hold quarts, they are admitted as "bottles" and not as quarts—the old practice to a large extent. But the authorities here will not admit the so-called "half bottles." It is held that the latter are smaller bottles, but are not halves of bottles. The policy of the department, it is said, is to encourage the statement on the labels of the exact quantity of oil instead of passing the packages as bottles or half bottles, although the former is allowed.

On some of the delayed shi ments a word or two of the labe has been in French and this h caused trouble. On others the a rangement of the lines has not co plied with the regulations or t type of some part of the labels h been too small. These matters see trivial to the importer, exasperate by the delay in getting his shi ments. But the representatives the Government point out that eve the displacing of a comma may di rupt the meaning of a sentence an that as the regulations were draw to prevent deception the only saf procedure is to follow them closel

In one way even the importe see an advantage to come aft everything settles down to smoot working order. It is that all bein treated alike the field will be fai and there will be no opportunity fo officials to favor their friends or t force tribute from people in th trade.

* * *

Six of the Western States, it i said by some jobbers, are enforcing regulations that are unreasonably severe. The Dakotas, Wisconsin Minnesota, Iowa and Illinoi adopted the regulations after a con ference of representatives. The rules to which the jobbers object have to do with coloring preserva tives and the setting forth on labels of the real manufacturer's name and address.

* * *

Although potatoes are unusually high for this time of year, some grocers have bought larger quantities than they ever did before, in the expectation that there will be still higher prices. The same course is being followed in various other lines.

* * *

While some of the press work of the commercial dailies is designed to give the idea that there is a great rush of buyers in the wholesale grocery trade, with a scarcity of almost every thing and a probability of there not being enough to go around, the statements are said to be exaggerated by some of the jobbers. Conservative men in the trade talk of the conditions as being not far from the ordinary, with a fairly satisfactory trade. Retailers seem inclined to take about the same view.

The advance in prices of various food products continues the subject of much discussion. The fact that when things are high people are

one to buy in the largest quanti- is illustrated now to a consider- e extent. Even some steady- ing grocers are speculating a lit- to the extent of buying some- at larger quantities than usual of e or another article that they nk will go still higher.

* * *

An officer of the New York Mer- ntile Exchange said to-day that butter is as yet being imported o New York except some Si- rian butter which is renovated d shipped to trade in South nerica and the Islands. He said at he does not believe it will pay import any high grade butter, cause of the duty, but if imported tter is to enter the market here st of it will probably come from nada. "But the held butter has t yet been put on the market in y quantity," he said. "The hold- think that they will get still gher prices. When they begin to go it will make quite a differ- e, and I think that there will be nty of butter without importing ."

A carload of June butter sold yes- day for 30 cents, the same price which fresh butter could have n bought. Some of the holders asking 32 cents in carloads.

* * *

E. C. Hazard & Co., wholesale ocers at 117 Hudson street, did put in any answer to the petition bankruptcy which was filed gust 21st by creditors and the npany was on Tuesday adjudged bankrupt, a referee being ap- nted to take charge of further ceedings.

* * *

An advance of 15 cents a case in oil sardines has been announced the trade here by the Seacoast ming Co., the increase in price be effective October 15th. The er Maine packers have not ad- ced their prices.

* * *

Applications for membership e been received by the New rk Retail Grocers' Union from following dealers: Louis Meyer, 9th avenue; L. Bendix, 354 45th street; John B. Windhorst, 6th avenue; Arthur Lies, 3407 adway; John Roth, 1208 3d ave- ; D. Ruess, 1443 Amsterdam nue; F. Witte, 707 Lexington nue.

* * *

The United Grocers' Association Brooklyn has received the fol- ing applications for member- ship: Behrmenn & Honebein, 154 7th avenue; Geo. Rowholt, 204 6th avenue; H. Fink, Sumner and McDonough street; Tapping & Gennerch, 1610 Avenue C; Sohl & Dosher, 671 Nostrand avenue; H. King, 172 Utica avenue.

* * *

Delivery horses and wagons are still being stolen at all-too-frequent intervals from the grocers. One of the latest victims of the horse thieves is George Buckmann, 2850 Broadway. His horse and wagon, he says, were stolen Tuesday while the driver had left the wagon for a short time. On the wagon were painted his name and street number, also "Cathedral Heights Grocery" across the top and on each side. The entire outfit disappeared and the police have no clue.

* * *

Bruno Haase, a grocer at 432 Pearl street, was found dead Sunday in his rooms in the rear of his little store, where he resided with his wife and nine children. He had shot himself a few hours before his body was found. Worry over business was said to be the cause.

* * *

Henry Horn, a young grocer at 509 First street, Hoboken, was stabbed to death Saturday in an altercation among a party who had been drinking together. Ernest Trusch, 17 years old, a grocery clerk of 113 Carlton street, this city, has been held for trial on the charge of murder Horn was in partnership with Charles Hoops, who with several others, all grocers' clerks, were in the party.

FRED A. MCGILL.

Of Great Interest to Newark (N. J.) Grocers.

Messrs. R. E. Tongue & Bros., of Philadelphia, Pa., the well-known manufacturers of the Lustre Brand Lamp Chimney, have added to their business a distributing warehouse at Newark, N. J., with an office at 273 Summer avenue. It is their intention to give to the trade in and around Newark, N. J., the same service as they have for years given Philadelphia, Camden and surrounding towns, a team to call weekly at their store with a full line of lamp goods in quantities as they may require, saving them freight, breakage, hauling, etc.

AGENTS WANTED

To Solicite Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as side line.

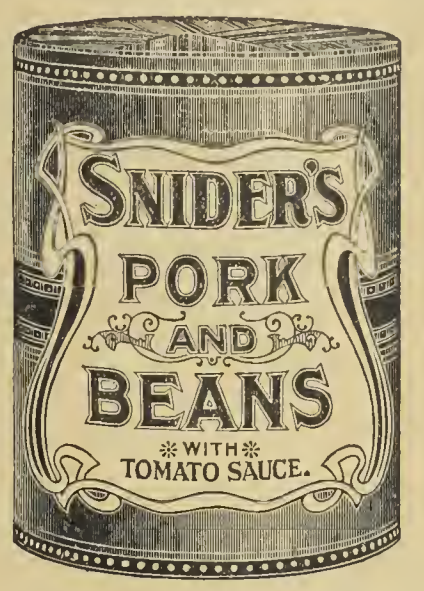
Special Offer to Retail Grocers

ON

SNIDER'S

PROCESS

Pork and Beans



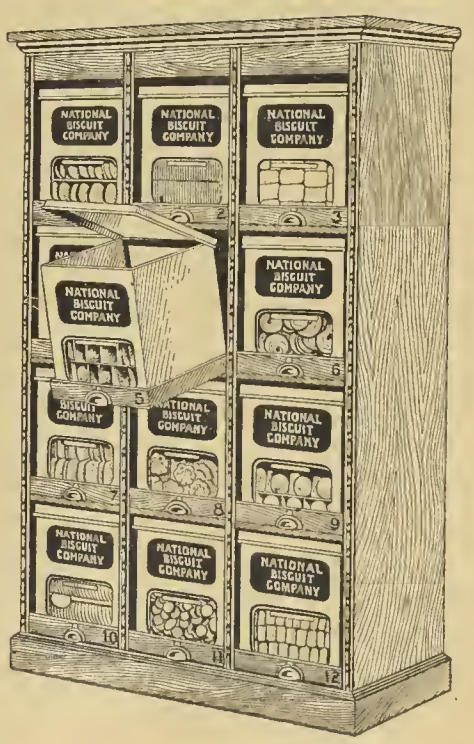
Write our nearest office at once for information on this special offer

The T. A. Snider Preserve Co.

Makers of Snider Catsup CINCINNATI, OHIO

NEW YORK OFFICE 105 Hudson St. | BOSTON OFFICE 46 Clinton St. | CHICAGO OFFICE 12 & 14 State St.

This Cabinet Will Attract Your Customers' Attention



Can you think of a better method of selling cakes than by bringing them to your customers' attention in an attractive manner? You do this best by the use of a **Durham Display Cake Cabinet.** This cabinet enables you to handle your cakes in a clean, sanitary manner, and it soon pays for itself in preventing the losses you are accustomed to having, such as breakage from constantly moving the cans; sampling, all of you suffer from that; moisture and dust, nothing so hard to sell as a musty, dusty cake.

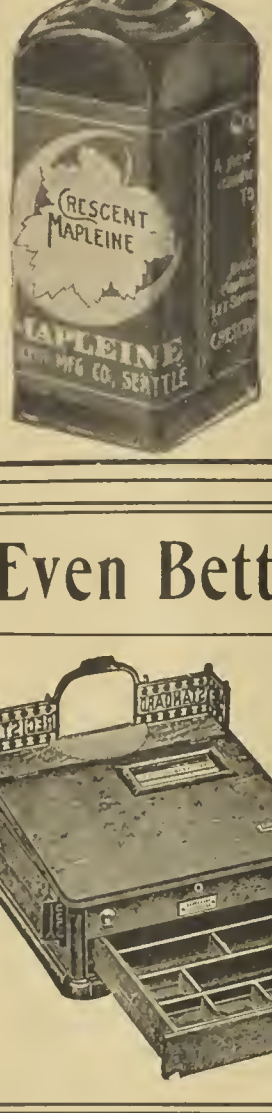
The cabinet is made of highly-polished oak, in sizes to hold 12, 16, 20 and 24 cans of standard size. The cans rest upon elevated roller trays, easy to slide in and out.

Further particulars and prices on request.

DURHAM DISPLAY FIXTURE CO.

RICHMOND, VA.

MAPLEINE



THE BACKBONE

of business—is more business.

MAPLEINE

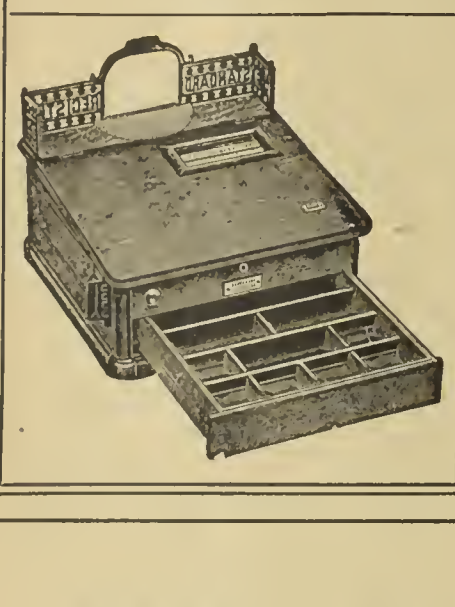
is the right prescription for your business. There are no two ways about it, Mapleine is in stronger demand than ever, and mail orders are coming in right from your section. The question is, do you want to take hold of a live wire and tell your customers you have it.

There is more in it than our "Say-so."

Send in the order to-day for a case

E. E. HARDING & CO., Agts., Philadelphia
CHAS. W. JACOBS & ALLISON, Agents, NEW YORK CITY
Manufactured only by
CRESCENT MFG. CO. - - SEATTLE, WASH.

Even Better Than a $200 One



We have never claimed the ***Standard Cash Register*** to be better than the $200 cash registers, though we have always claimed it to be as good. But here is a man who says it's better:

EVARTS, S. D., Sept. 24, 1907.

"Am using three of your Cash Registers in my different stores and find them of more use to me than a $200 Cash Register of any other make, as I always put down the cost and selling price, and don't know of any other I could use. J. H. CORKEN.

Standard Cash Register Co.
No. 32 CHESTNUT ST., WABASH, IND.

MILLBOURNE
AND
ONTOP
SPRING WHEAT
FLOUR

It will be difficult to make these flours better than they have been—expensive, too—but it is possible. Wheat washing and a double system of purification will do it, and these improvements are now being made. It will cost more to make MILLBOURNE and ONTOP, but they will bring a better price and sell more easily.

MILLBOURNE MILLS
63d and Market Sts.
SHANE BROTHERS & WILSON CO.
Proprietors
672-688 Bourse Philadelphia

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking f the right man to take charge of its "Window-Dressing Department and contribute a good, suggestive weekly article. We have tri several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribe probably every one of whom has some technical knowledge of wi dow-dressing. What we want is articles clearly describing windo displays that can be made by the average retailer; not necessarily ne or original—in fact, those which have been used successfully a perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay average price of $5 each. All matter sent in under this arrangeme should be addressed to the "Window-Dressing Department." drawings are also sent they should be made throughout in black i (not pencil).

THE GROCERY MARKETS

Tea.

The tea market has been fairly active and steady during the past week. There have been no changes in price with the exception of Pingsueys, which are quoted 1 cent higher on the other side. Naturally this will affect the market on this side if it is maintained. The demand for all grades of tea is fair, and shows no speculation whatever.

Coffee.

The market for Brazil coffees continues very narrow. Options are slightly higher. The buying public obstinately refuses, however, to come into the speculative market, and the only factor which gives the market any semblance of strength is a good, active, seasonable business for actual Rio and Santos coffee, prices for which show no change. Mild coffees are somewhat excited, notably Bogotas. The tendency seems upward, and it is reported that large interests have been heavy buyers, particularly of Bogotas again. Very probably a main reason for this movement is the large advance in Java coffee. Sales of Java during the week showed an advance of 1 cent per pound over the sales of two weeks ago. Since May last interior Javas have advanced 4½ cents, thus confirming the "Grocery World's" prophecies exactly The demand for these coffees is much greater than the supply, and further advances seem likely. Mocha is steady and unchanged.

Sugar.

The raw sugar market shows no change for the week. There have been some fluctuations in both directions, but the net result is about steady. Refined sugar is unchange and in very fair demand. Stock in jobbers' hands are lower tha for some time, and general buyin will probably soon begin. If it doe there is every probability of an ad vance in refined, as the margin i now only around 70 cents per 10 which is lower than the refiners like

Syrup and Molasses.

As the result of the advancin market in corn, glucose has ad vanced 5 points during the pas week. Compound syrup moved u ½ cent for the same reason. Th demand for compound syrup ha been fair, following the coo weather. Sugar syrup is in fair de mand at unchanged prices. Mo lasses is unchanged and quie Prices on the first new crop can juice should be forthcoming i about two weeks. As reported, th crop bids fair to be large.

Fish.

The mackerel situation is stil very much excited. New Norway are very scarce and exceedingly high. It is difficult to quote a price because the buyers' ruling desire i to get the fish regardless of price Anything good in fat Norways wil bring almost any price in reason The Irish mackerel situation is also firm. There has been no further ad vance in new Irish, but holders are now talking of advancing old fish and would probably be successful i they attempted it. The market is extremely firm. Shore mackerel are also firmly held. Cod, hake and haddock have not yet had the weather they wanted and are there fore quiet. Prices are unchanged Sardines, both domestic and foreign, are firm, unchanged and quiet An advance of 15 cents in quarter oils, however, was announced to

ke effect October 15th. Salmon firm and unchanged. Consumptive demand fair.

Canned Goods.

The cool weather of the past eek, accompanied by the sure approach of the end of the packing eason, has noticeably stiffened the narket during the past week. A air quotation is now 87½ cents, at hich large sales have been made or the West, though practically one as yet for this market The utlook is strong rather than weak. he trade are buying corn in markets outside of Philadelphia, but ere the market is dull. The situation is undeniably strong, and hoepeg and Maine style corn are orth more money. Practically all ackers of Maine corn will deliver o to 40 per cent. short. Peas are uiet, the market being steady and airly active. Some sales of spot pples have been made at $3.75 delivered, and one packer has named a uture price of $3.50 f. o. b. The utlook is strong, but prices will robably not go higher than the resent range. Peaches are unchanged and show no improvement. he demand absorbs the entire pack without half trying. The Baltimore ine of small canned goods is unchanged, barring string beans, which now average 70 cents. The California line is unchanged and quiet.

Dried Fruits.

Prunes are quiet and show no change, either in spot or future fruit. Peaches are also unchanged and quiet. Raisins are selling well to arrive, at prices that show no change. There has been a particularly good demand for foreign raisins, practically all shipments of which have been sold to arrive. The first new crop currants are just about due. The market on the other side is higher, but shows almost no change here. Apricots are slow, scarce and high. New York State apples are still very high and firm. Evaporated apples from California are now being offered at 9 to 9½ cents f. o. b., which means a delivered price somewhat less than the future price of New York State fruit.

Beans and Peas.

The pea bean market is still excited. Bad weather in the growing sections has inflated holders' ideas considerably, and some of them have endeavored to get $2.35 for indifferent stock during the past week. This is far above the market, however, a fair idea of which is $2.20 to $2.25. After beans commence to move, the price may go off somewhat. Marrows still average $2.40, and the demand is fair. California limas are about unchanged, the spot large way quotation being 6 cents for old beans and 6½ cents for new. A fair demand is reported. Split peas are unchanged and in good demand. Sales of new green whole peas have been made to arrive at $1.75. No price has yet been named on new split green peas, but the opening will probably be high. Scotch peas are now quoted at $2.10, as against $1.85 a few weeks ago.

Butter.

All grades of butter have advanced 1 cent during the past week. There is a very active speculative and consumptive demand. The make is very much below normal for the season, and the outlook is for prevailing prices during the balance of the year. Very firm conditions exist in every butter producing section. The extreme high price, however, seems not to interfere with the consumption.

Eggs.

The egg market is about unchanged from a week ago. Prices are unchanged and the consumptive demand is good. The withdrawals of eggs from storage are about normal, but the receipts of fresh eggs are very light. The bulk of the receipts shows poor quality and have to be sold relatively low. The market is in a wholly satisfactory condition and no radical change is looked for in the near future.

Cheese.

The make of cheese is considerably shorter than it has ever been before at this season. In all producing sections the price has advanced 1 cent per pound and is now around 15 cents per pound. This is an almost unprecedented price, and is due entirely to the short supply of milk. The consumptive demand continues very good considering the price. Stocks in storage are very light and the future price depends on the consumptive demand.

Produce.

Sweet potatoes, primes, 35 to 40 cents per basket; seconds, 15 to 20 cents, demand good; white potatoes, 35 to 40 cents per basket, 65 to 75 cents per bushel, demand good; eggplants, 25 to 40 cents per basket, demand good; cabbage, 10 to 25 cents per basket, demand good; savoy cabbage, 60 cents per barrel, demand fair; turnips, yellow and

A FEW VARIETIES OF

BURK'S SAUSAGE

PRODUCTS

All of which are prepared in the **finest, cleanest and most sanitary kitchens** in the country.

They contain no cereals, and all meats used in the preparation of them are from stock slaughtered on the premises under Goverment supervision, our Abattoirs being officially known as

ESTABLISHMENT NO. 257

Fresh Sausage

Superbly seasoned. These can be had linked or in straight casing, chopped either fine or coarse.

Smoked Sausage

Frankfurters — Beef Bologna
Reed Birds (small Frankfurters)
Smoked Fresh Sausage (old style Half-smoked)
Ham Bologna — Mettwurst
Knockwurst (flavored with Garlic)

Puddings

Liver Pudding — Blood Pudding
Head Cheese — Blood Head Cheese
Pfefferwurst — Tongue Blood Pudding
Sardellen (special grade of Liver Pudding)

Scrapple

Superior to farmers' product, rich and well seasoned.

TWO NEW PRODUCTS

Our own creations. Sold by the leading grocers in Philadelphia.

Meat Loaf

Baked in loaves of about eight pounds. Delicious. Can be served cold, sliced thin, or warmed in oven to take the place of a roast.

Shipped only by express to distant points.

Lunch Roll (Copyrighted)

Choice, tender pieces of pork, very mildly cured; stuffed in linen sack or container. Boiled and ready to slice in place of boiled ham.

LOUIS BURK

GIRARD AVENUE & THIRD STREET
PHILADELPHIA

white, 20 to 30 cents per basket, demand good; string beans, 25 to 35 cents per basket, demand fair; corn, 40 to 75 cents per basket, demand good; carrots, $1.50 to $2.50 per barrel, demand fair; peppers, green, 10 to 20 cents per basket; red, 20 to 30 cents, demand good; lima beans, improved, 50 to 75 cents per basket; flat, 35 to 50 cents; shelled, 10 to 14 cents per quart, demand good; yellow onions, 65 to 68 cents per bushel; white, $3 per barrel; yellow pickling, $3.25 to $3.50 per barrel; white pickling, $4.50 per barrel; Spanish onions, 90 cents to $1 per box, demand fair; radishes, $1.50 per 100, demand fair; beets, $1.50 to $2 per 100, demand fair; horseradish, 10 to 15 cents per bunch, demand fair; salad, $1 to $1.25 per barrel, demand good; celery, York State, 20 to 40 cents per bunch, good demand; pumpkins, 15 to 25 cents per basket, demand good.

Nuts.

Almonds, 21 to 22 cents per pound; Brazil, 11½ cents; filberts, 10½ cents; pecans, 16 cents; marbot walnuts, 12 cents; mixed nuts, 11½ cents, demand poor; green peanuts, jumbo, 8 cents; fancy, 7 cents; choice, 5¾ cents; roasted, jumbo, $1.65 per bushel; fancy, $1.50; choice, $1.25, demand fair.

Green Fruit.

Apples, 15 to 60 cents per basket, $1.50 to $5 per barrel, fair demand; California oranges, $4 to $6.50 per box, demand good; bananas, firsts, $1.25 to $1.75 per bunch; 8-hands, 85 cents to $1.25; 7-hands, 60 to 85 cents; 6-hands, 40 to 60 cents, demand poor; pineapples, $3.50 to $5 per box, demand slow; lemons, $2.75 to $3.50 per box, demand fair; limes, 50 to 80 cents per 100, demand slow; Bartlett pears, $5.50 to $6 50 per barrel; Seckels, $5 to 7 per barrel, good demand.

MARKET NOTES.

The cold weather has considerably curtailed the receipts of tomatoes. The range of price is 25 to 30 cents per basket, while the canners are paying 15 to 18 cents. The quality is not particularly good, but the price will rapidly advance from now on.

—

The cool weather has hurt the melon trade considerably, and the demand is now only moderate. The price ranges from 5 to 30 cents.

—

Cantaloupes, outside of Colorado Rocky Fords, are about done. The latter range from $1.75 to $2, and the demand is slow.

—

Eggplants rule at a moderate price—20 to 25 cents per basket. The demand is only fair.

AMONG THE TRADE.

Mr. V. C. Cramer, the well-known broker, is buying for his friends this week upon the arrival of a baby girl at his home. The week just past has been devoted to buying for friends only. Mr. Cramer desires the "Grocery World" to announce that during the coming week he will buy for acquaintances. All those having a bowing acquaintance with Mr. Cramer will present themselves at his office, 123 South Front street, at any time after 11 o'clock A. M., which is the usual time the happy father now gets down to business. Applicants will form in line and keep orderly.

—

Following the advance in all other corn products, starch has advanced 10 points.

—

One or two large milling concerns will this year put cornmeal on the market packed in packages—36 3s to the case. The price to the retailer will be $2.95. The package plan was tested in a small way last year and was so successful that it will be tried on a larger scale this year.

—

The Delaware State Department on Wednesday last issued certificates of incorporation to the Consumers' Grocery and Provision Co. to manufacture, buy and sell and to generally deal in food products of every kind. The incorporators are of Philadelphia, and the capital stock is $100,000.

All Swiss Milk Chocolate Advances.

Three Manufacturers Doing Bulk of Business Advance Prices 25 Per Cent. by Agreement. Present and Former Price-Lists. Scarce Cocoa the Cause.

A few weeks ago the "Grocery World" stated that a meeting had just been held abroad by the large manufacturers of Swiss milk chocolate, who were reported to have agreed to advance their prices to the American trade. There can no longer be any doubt that this agreement was actually made, as the three large concerns selling the bulk of the Swiss milk chocolate which is sold in the United States simultaneously advanced their prices during the past week. The concerns joining are Peters & Co., Cailler & Co., and Suchard. The advance amounts to about 25 per cent. and is particularly significant, since it puts all three concerns on precisely the same price basis. Prior to the advance the prices of the various concerns differed somewhat.

To show the extent of the advance the "Grocery World" gives a full list of the new prices issued by one of the three concerns named, compared with the former prices. These prices are now also the prices of the other concerns:—

Tablets.	New.	Former.
5c. size, gross.....	$5.40	$4.75
10c. size, doz.....	.90	.75
20c. size, doz.....	1.80	1.40
40c. size, doz.....	3.60	2.80
Croquettes.		
5c. size, gross.....	5.20	4.50
10c. size, doz.....	.95	.80
20c. size, doz.....	1.80	1.44

This advance will naturally cause an immediate advance in retail prices, and will make Swiss milk chocolate as sold in this country a decided luxury.

The cause of the advance is scarce and high cocoa bean prices.

—

Near-by apples have a wide range of price, as they have of quality—20 cents to $1. The demand is good.

Slices Everything from 6-pound Knuckles to half-ounce Ends.

JOHNSON'S EVERSHARP SLICING MACHINE

Fully protected by four recent practical patents, and positively restricted to a few wide-awake grocers.

Dried beef sliced on Johnson's **"EVERSHARP"** in full size sandwich slices, broad as your bread, thin, smooth and glossy, moist, soft, and delicious—is certainly the finest the world ever saw, and this self-same finest cannot be bought on every corner, only a few thrifty patent-protected grocers allowed to handle it.

If a New Clerk Could Influence half as much trade as Johnson's **"EVERSHARP"** will bring you, you would consider his wages a good investment.

We place the dried-beef business on a higher plane than it ever before occupied. No longer an obscure, neglected, unprofitable vexation, it has become the best liked, most talked of, fastest selling, easiest managed, and most profitable article kept in the store.

We Guarantee These Machines in every particular, and they can be returned without loss whenever it pleases you to discontinue their use.

Send for a free sample of sandwich-sliced beef and see the magnet that draws the trade.

A. W. JOHNSON, New Brunswick, N. J.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation

Johnstown, N. Y., Sept. 21. 1907.
Editor of "Science of Advertising,"
Philadelphia.

Dear Sir:—Kindly criticise the advertisement enclosed.

Yours truly,
J. SPONNOBLE, JR.,
40-48 West State street.

The advertisement inclosed measured 10 inches across three columns, and was clipped from the Johnstown "Daily Republican." Here it is in miniature:—

JOHN SPONNOBLE, JR. — **BROOKLYN MARKET,**
Telephones, 115 and 337. — Johnstown, N. Y.

SAUSAGE
Fresh made every day, from the lean part of small country pork, and seasoned with pure spices. It is delicious. 3 lbs. 25c.

HAMBURG STEAK
Made from fresh beef and not seasoned. It is made every day because it is in such demand and is always fresh. 3 lbs. 25c.

ROAST BEEF
It is difficult to speak in unemotional English of these western Rib Roasts. They are very fine. Cut from choicest beef obtainable. 16c per lb.

SPRING CHICKENS
For Saturday the price on chickens will be very low. They are all fresh dressed, plump stock. Weighing 2 to 3 lbs. each. 20c per lb.

FRESH SHOULDERS
Cut from small, corn fed country pigs. They are tender and juicy shoulders, weighing 4 to 6 lbs. 10c per lb.

POTATOES.
Yesterday we received a lot of the nicest potatoes we ever saw. They are dry and mealy cookers. 85c bu.

FOUR SPECIAL VALUES
for Saturday.

VINEGAR
Pure cider vinegar. Very fine. 2 gals. 25c.

SKIN BACK HAMS
On Saturday we will have on sale about 60 of these mild cured hams. They weigh 14 to 16 lbs. each and are as sweet as a nut.
Special price while they last, 14c lb.

COCOANUT CRISPS
An oblong cake, light and crisp. Always sold at 14c. For Saturday, 2 lbs. 25c.

Cauliflower Cabbage Celery Peppers
Sweet Potatoes Apples Onions

SALT
Best quality table salt.
Special.
4 large 10c sacks,
25c.

Spiced Cake.
A fresh baked molasses cake, spiced. Usual price 12c, for Saturday,
3 lbs. 25c.

Lowney's Chocolates
A complete assortment.

Kipling tells a fascinating story of "How the new ship found herself." As she leaves port on her trip the creaking of fresh joints, the groaning of weighted masts, the busy thug, thug of new machinery is translated into words that reveal the inevitable disturbance which must attend the launching and early progress of a new venture. Time and patience alone can eliminate them.
The Brooklyn Market has "found herself." It is one of the oldest stores in the city. Newness has worn down to smoothness of an almost faultless service; stocks are ample in every way, and it has become the "Quality Store."

This summer we have increased our baking business as never before. Our goods are fresh.

Cocoanut Creams.
Frappe Vanilla, Nugatines.
" Coffee Raspberry.
" Orange, Sour Orange
" Lemon, Peppermint
" Creams.
" Assorted, Maple Creams.
" Pineapple.
" Raspberry Jelly.
40c per lb.

PORTER HOUSE STEAK, 28c per lb.
Fine, thick, tender, juicy, fine flavored western steak, that's the kind we will send you if you will just say the word.
Ring up 115 and order one of our best cuts of porter house and it is doubtful if you can find anything to match it elsewhere in the city. You know we select all of our meats from the best to be had.

Let's take up the typographical faults first. The border that surrounds this advertisement is too heavy. The name and address should have gone at the bottom instead of at the top, and the space now given to the name and address should have been devoted to headlines of some kind. An advertisement should put its best foot foremost, which means that the first thing that catches the eye, i. e., the heading, should be as spicy and interesting as it can possibly be made. An advertisement headed with a name and address puts its worst foot foremost, for there is nothing less interesting about an advertisement than the advertiser's name and address.

* * *

The paragraph headings in this advertisement are set in too heavy type—they make the advertisement look blotched and blotted. Moreover, they should be set in caps and lower case instead of all capitals. It is never a good plan to divide an advertisement like this into panels of different widths and sizes. It gives an impression of confusion. Make the panels of the same width, whether they are of the same length or not. This could have been done in this advertisement by dividing the advertisement into two columns, or even three columns would have made a better appearance.

The wording of the various paragraphs of this advertisement is good. In fact, I regard it as rather unusually good. It has that flavor of sincere enthusiasm which creates an impression on the reader. The little panel beginning "Kipling tells," etc., is out of place where it is. If it belongs anywhere, it belongs in the heading as an introduction. As a matter of fact, however, the advertisement would not have lost one iota of selling force had this been omitted entirely. The second paragraph might have gone in an introduction, the first sentence being amended as follows: "The Brooklyn market, like Kipling's new ship, has 'found herself.'"

Magazine Notes.

"The Whited Sepulchre," The Tale of Pelée.

Editors of magazines which publish novelettes do not, as a rule, find life a bed of roses, for really good specimens of this type of story are hard to find. When a writer has a plot suitable for a novelette, in nine cases out of ten he can just as easily elaborate it into a longer story, and will insist upon doing so. Occasionally, however, one is secured that is of the requisite length—about 40,000 words—and that possesses all the other desirable qualities, and when it is, there is much editorial rejoicing thereat. Such a novelette is that in the October "Lippincott's"—"The Whited Sepulchre," by Will Levington Comfort. Its scene is laid in the ill-fated city of Saint Pierre, Martinique, at the time of the eruption of Mont Pelée. Constable, the hero, is a wealthy geologist, who has come there for the twofold purpose of visiting his sweetheart and of studying the volcano. When danger threatens he tries to remove the the girl to a place of safety, but her mother believes his fears to be groundless, so she interposes an objection. As a result they are still within the danger zone when the crash comes. The description of the eruption, and of the shambles which the place becomes after the catastrophe, forms a bit of descriptive writing of which neither Kipling nor any other writer need be ashamed. It is quite as graphic and soul stirring as the account of the eruption of Vesuvius in Bulwer Lytton's famous novel, "The Last Days of Pompeii."

Other notable stories in this issue of "Lippincott's" are "The Swan Song," by George L. Knapp; "Osla Whale Hunting," by Edith Rickert, author of "The Reaper" and "The Golden Hawk;" "The Martyr," by Owen Oliver; "Her College Visit," by Robert Sterling Blair; "Miss Carmichael and the Janitor," by Adele Marie Shaw; "Fat Fallon," by Alfred Damon Runyon, and "Pluck versus Diplomacy," by H. B. Dean. Edward Stratton Holloway contributes a pleasing paper on "Modern Literature and Modern Life," and there are other essays on various subjects by Mary Moss, Fred G. Blakeslee, George L. Knapp, Edwin L. Sabin and Louise Satterthwaite. There are also several charming bits of verse, and the usual department of humor, "Walnuts and Wine." Altogether it is a banner number.

When you order catsup, be definite, specify Snider's Catsup. You might as well have the best—the cost is about the same.

Anker's Bouillon Capsules

It's little sellable specialties like these that fill up the thin places in your profits. Make delicious Beef Bouillon, Beef Tea or Soup. Ten in a box, one to be dropped in a cup of hot water. Everybody buys them.

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

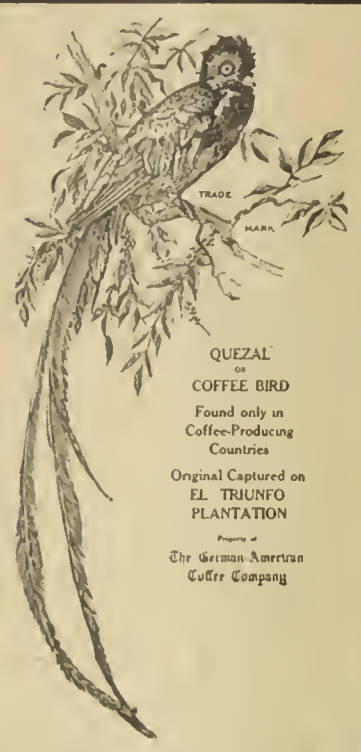
LOOK FOR THE
GLOBE
On Hams, Bacon, Lard and Sausage; if you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

JACOB C. SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.

Tourist Almoco Golden Drip
These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.

Levering Coffee Co.
Baltimore, Md.
Established 1842

SPECIAL PROPOSITION
GOFF'S COUGH SYRUP
Write for full information about our plan for grocers.
S.B. GOFF & SONS CO., Camden, N.J.
ESTABLISHED 1872



On Some Tired Night

Get hold of a little **German-American** Coffee—we'll send you some—and some night when you're particularly tired and blue, let your good wife make you a cup.

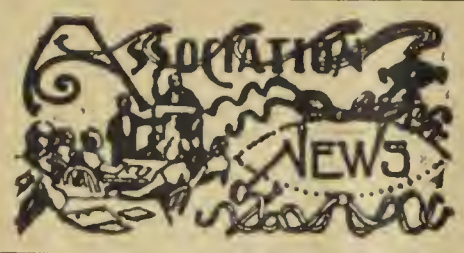
If you don't say that the fragrance and deliciousness of that cup of coffee surpasses anything you have ever drank, then we'll never say again that you have a big trade waiting for **German-American** Coffee.

These Coffees are grown in Central America on the Triunfo Plantation, which guarantees their peculiar superiority, for the Triunfo Plantation is a notable tract of coffee land.

The German-American Coffee Company

Growers, Importers and Roasters

406 Greenwich St., New York, N.Y.



Illinois.

The Illinois Retail Grocers' Association has formulated the following resolutions and sent a copy to practically every retail merchant in the State. When signed it will be presented to Congress:—

To the Honorable President, Senators and Members House of Representatives, United States of America.

Honorable Sirs:—The Postmaster-General, Hon. George von L. Meyer, having in public addresses announced his intention to recommend the enlargement of parcels post service up to ten pounds, and believing such an act will not conserve the interest of the masses, and for several reasons herewith given, among others, the undersigned vigorously oppose the enactment of a Parcels Post act for the United States.

1st. General conditions in our country are not on a parity with those of foreign countries where parcels post is in operation, as for instance, government ownership and absolute control of railroads, and other similar conditions. The area of the United States is vastly greater than that of foreign countries (being twelve times greater than England, Germany and Switzerland combined).

2d. All items entering into the cost of transportation in our country, especially wages, are very much higher than abroad, therefore comparisons with foreign countries are not applicable.

3d. The parcels post must necessarily create an enormous deficiency in the postal department, since the average cost of mail from origin to delivery at present is 17 cents per pound, and would be greater with increased service and equipment necessary for handling increased merchandise shipments. The revenue derived under the proposed act will be about one-sixth the present average cost of service, and the deficiency will greatly exceed one hundred million dollars per annum. Such a deficiency will be out of proportion to any corresponding benefit to all the people.

4th. Parcels post can benefit only comparatively small number of the people, as only certain commodities can be transported by parcels post. Particular benefit can only be derived by a number of industries and special class of merchants.

5th. We believe it unjust to enact a law which will, in its operation, create a great loss to the postal department, which loss must be borne through extra taxation upon a large majority of citizens who derive no benefit.

6th. We believe a greater benefit to all the people will be had by reducing the rate on first-class postage to one cent.

7th. Parcels post, in its practical operation, will benefit only a special class of merchants and corporations principally located in the large trade centers, thus facilitating the bringing about of a concentration of the retailing of merchandise by a few large interests which will be detrimental, and seriously cripple the future prospect and largely reduce the number of smaller dealers, and practically destroy an esteemed avocation which is a necessity to the welfare and maintenance of the smaller communities.

8th. Being in favor of cheaper rates on the transportation of merchandise, but deem it unjust for the government to bear the excessive cost through a very large deficiency in the postal department as a remedy therefor. In order to bring about the desired relief we believe it the duty of Congress to regulate the charges by express companies, the same as has been done with railroad freight rates, so that the same may not be excessive.

Therefore the undersigned protest and petition your Honorable body against the passage of such an act.

Cleveland, Ohio.

At the last meeting of the Cleveland (Ohio) Retail Grocers' Association a communication was read from a large local produce jobber, which makes a point that probably the grocers of other places could consider with profit:—

Mr. George J. Schaefer, President, Cleveland Retail Grocers' Association.

Dear Sir:—As a member of the Cleveland Retail Grocers' Association, and also as a wholesale dealer, doing business with the retailers of this city, I have a matter which I would be pleased to bring to the attention of our Retail Grocers' Association as soon as it is convenient for them to consider the matter.

The season is now approaching when the retail grocers will begin to lay in their winter supplies of potatoes. The aggregate amount of all the potatoes which will be stored by retail grocers of Cleveland is enormous. I find in our dealings with the retail grocers that for years it has been the habit of the majority of them not to weigh their potatoes, but they have been allowing the sellers to bring out a load of potatoes, put them in their basement or in his warehouse without being weighed by the grocer himself.

This has been a direct invitation to the seller to deliver short weights, and it has now become common talk among wholesalers that the retail grocers have been receiving short weights on their deliveries of potatoes for years; so much so that legitimate dealers who have made it a practice to deliver 60 pounds to the bushel have been practically driven out of the business, and the majority of the potatoes have been delivered during the past few years by parties with whom we have been unable to compete in prices, although we buy our potatoes directly from farmers and sell them on a margin as close as it is possible for them to be handled.

We have known of instances where we have offered retail grocers potatoes at a lower price than that at which we sold the same potatoes to another jobber, who, in turn, sold the potatoes to the same grocer to whom we had offered them. If you do not get my point, please ask me for further explanation regarding this particular matter.

A grocer who does not weigh his potatoes does not know what he is paying for them. A grocer who does not weigh his potatoes does not know whether he is making any money on them. He has no means of knowing. He may think that he is paying 80 cents a bushel for potatoes, and in reality he is paying over $1 per bushel.

It is time for the retail grocer to wake up on this point. No wonder the majority of them are hard up and can't make any money. If they conduct all their business along the same lines they do their potato business, it is surprising that they can stay in business at all.

In making our plea to the retail grocers to weigh their potatoes we are simply asking for a square deal. We want the retail grocers to weigh our potatoes as well as the others. Make every man deliver 60 pounds to the bushel, and then we will know where we are at, and so will the grocer, but if the retail grocer expects us to compete with our competitors in price he must insist on our competitor delivering the same number of pounds to the bushel as we do.

The writer regards this as the most important matter that can be handled by the Retail Grocers' Association. If the problem is solved properly it will save the retail grocers thousands of dollars every year. The writer would suggest that uniform sacks be used, and that the sellers be required to have his name stamped on the sacks, so that in case the grocer should wish at any time to weigh any of the sacks, he could do so in the absence of the seller. It is not my object to appeal to your prejudices, but rather to your sense of fairness.

THE W. A. BANKS CO.,
By L. A. Banks.

The above resulted in the adoption of the following resolution:—

Whereas, it appears to be to the best interest of the trade that retail dealers buying potatoes should weigh the goods as received, and that for convenience in handling they be delivered in sacks of uniform size, therefore, be it

"Resolved, That members of this Board will hereafter accept potatoes delivered by commission men only in sacks of 100 pounds net weight, sacks to bear the name of the seller stamped thereon. We recommend that the members of the association adopt the same rule and enforce it.

Shamokin, Pa.

The Association of Business and Professional Men of Shamokin has accomplished reforms far beyond what is realized by themselves or the community, first, as the Merchants' Protective Association, and now as the Business Men's Association.

This, that, or the other benefit rendered, as soon as accomplished, has been forgotten, even by the members of their own organization. Peddlers, who at one time covered the community as the "Locusts of Egypt" in Biblical history, have been driven out, thus rendering to legitimate business its deserts. Trading stamps, premium gifts, lotteries, and kindred evils, were overcome by the energetic labors of this association, and by constant effort have been entirely eradicated from the community.

This association has also adopted strenuous rules prohibiting among themselves, and others by their influence, the purchase of tickets for church festivals, balls, benefits, etc. The latter for a time was a complete success and would have re-

ıained so had it not been for their wn fear that they would perhaps rive from their counters a little ustom.

One of the rules adopted, and to ome extent adhered to, was that rohibiting illegitimate advertising n programmes of all kinds, society, usiness, church and other directores; annuals, guides, time tables, otel registers, etc., which was one f the greatest evils. All business nen admit they do not derive one ingle dollar's worth of benefit from uch advertising, yet personal influnce on the part of some one will nduce them to depart from the rule.

Wells & Richardson Co's Triumph With Their Purely Vegetable Butter Color.

Some over thirty years ago the Wells & Richardson Co. embarked in the manufacture of a Vegetable Butter Color. This was put on the market and held its place at the head of the list until the coal tar products were produced. For a time, use was made of these coal tar products to such an extent as to crowd out the use of the vegetable produets in the manufacture of butter color. Some six years ago, seeing the trend of opinion concerning food products in the United States, they began a series of experiments toward the production of a perfect Vegetable Butter Color. The results of these experiments is the Dandelion Brand Butter Color (purely vegetable). This color has been tested since that time, and is in use generally throughout the United States by the leading butter makers and giving perfect satisfaction.

Owing to the enormous demand for the Dandelion Brand Butter Color, the Wells & Richardson Company now announce that they will, in future, confine themselves entirely to the manufacture of this color.

In a number of States, since the passage of the Federal Pure Food and Drug Act of June 30, 1906, under conditions largely theoretical, laws have been passed prohibiting, and in other States there has been, and is, a great deal of agitation concerning the use of coal tar colors in food products. Under these conditions, and after a careful considération of the matter, they have decided to discontinue the manufacture and sale of their Improved Butter Color, of which the coloring basis is a coal tar product, and from this time to confine their efforts entirely to their Dandelion Brand Butter Color (purely vegetable), which is without question harmless, and is guaranteed by the Wells & Richardson Company as meeting the requirements of all State and Federal pure food laws, and as not being deleterious or injurious to health.

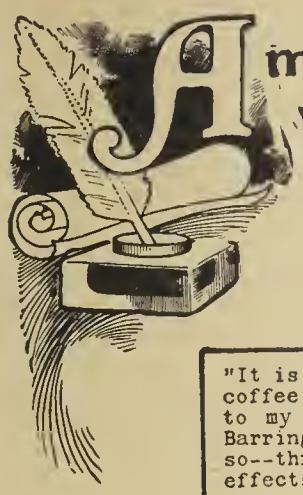
We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

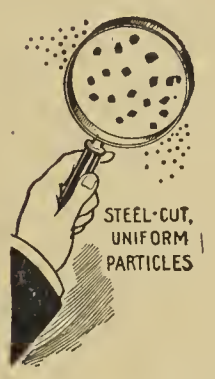
THE BRADSTREET SYSTEM, Rochester, N. Y.



America's most noted authoress writes, from her home on the Hudson, that Barrington Hall is the only coffee she has been able to drink in many years:

"It is many years since I have been able to drink coffee while engaged in literary work, but I find to my great delight that I can drink as much Barrington Hall Coffee as I desire, and have done so--three large cup-fulls a day--without any ill effects at all."—*Name given on request.*

Barrington Hall
The Steel-Cut Coffee



Barrington Hall is pure, high grade coffee, prepared by our patented process—a common-sense method of treating the berry whereby the substances which contribute nothing to its flavor and healthfulness are removed, and the coffee flavor is preserved to a remarkable degree.

By our process all dust and the bitter cellulose skin, evidently placed by nature around the heart of the berry to protect it, are removed and thrown away; and when you buy a pound of Barrington Hall you get a pound of the best part of the coffee berry only. You can enjoy its delicious flavor without fear of ill effects. This is the experience of thousands who had given up coffee drinking, many of whom have written to tell us so.

"Steel-cut," means that the coffee is cut (not ground) into fine, even particles. This cutting does not crush the little oil cells as does grinding and the rich, aromatic oil (Food Product), which makes coffee flavor, is preserved. This explains why a pound of Barrington Hall will make 15 to 20 cups more of perfect full strength coffee than would the same coffee if ground in a coffee mill.

Packed only in sealed tins

PRICE: 35c to 40c per pound, according to locality. If your grocer tries to sell you something "Just as good" he has his own interest, not yours, in mind. Write us and we can tell you how and where to get Barrington Hall. If you accept an imitation, please do not judge our coffee by it.

TEST IT IN YOUR HOME AT OUR EXPENSE

CUT OFF OR COPY THIS COUPON AND SEND TO NEAREST POINT

BAKER & CO.
COFFEE IMPORTERS

MINNEAPOLIS, MINN., 252 No. 2nd STREET
or NEW YORK CITY, 108 HUDSON STREET

Please send me free sample can of Barrington Hall Coffee and booklet "The Secret of Good Coffee." In consideration I give my grocer's name and name of magazine.

My Name and Address. ..... Grocer's Name ....

Read Our Proposition to the Trade

"Barrington Hall" is a success. It has been a success from the start, when our advertising was a small affair compared with the kind we will do this season.

The above ad. is one of a series that will be in the big magazines from now until next July. Users of high-grade coffee are magazine readers.

Note the "free sample" offer. We send the sample and refer the customer to his nearest grocer who handles "Barrington Hall."

We sell to one grocer in a town; in cities we sell to one grocer in every section. There are still many valuable agencies open. To complete our distribution we make a liberal offer.

If you want to take advantage of this proposition to increase your trade on profitable high-grade coffee—**Special** high-grade coffee, which does not conflict with your regular lines, write us to-day. Don't wait until we have closed with some one else. We have to decline orders every day from merchants in closed territory.

ADDRESS NEAREST POINT

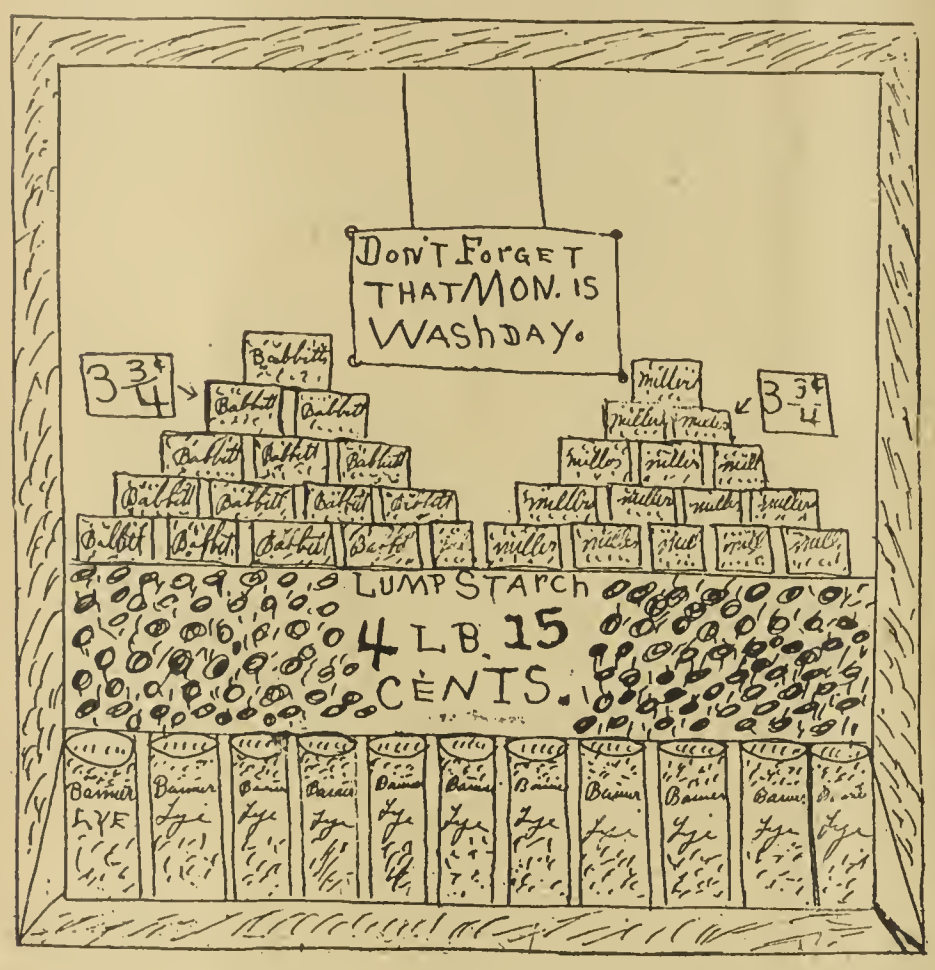
BAKER & Co., 212 Second St. North, Minneapolis, Minn. BAKER & Co., 116 Hudson St., New York, N. Y.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Washday Window.

I am sending a drawing of a laundry window, the one I am going to use as my display September 9th to 14th, inclusive.



Laundry window explanation, Banner lye in front, with lump starch right back of it. Babbitt's soap pyramid to left in rear of window, and Miller's on the right, with price cards to the side of each pile of soap.

Also a large card hanging in rear, bearing these words:—

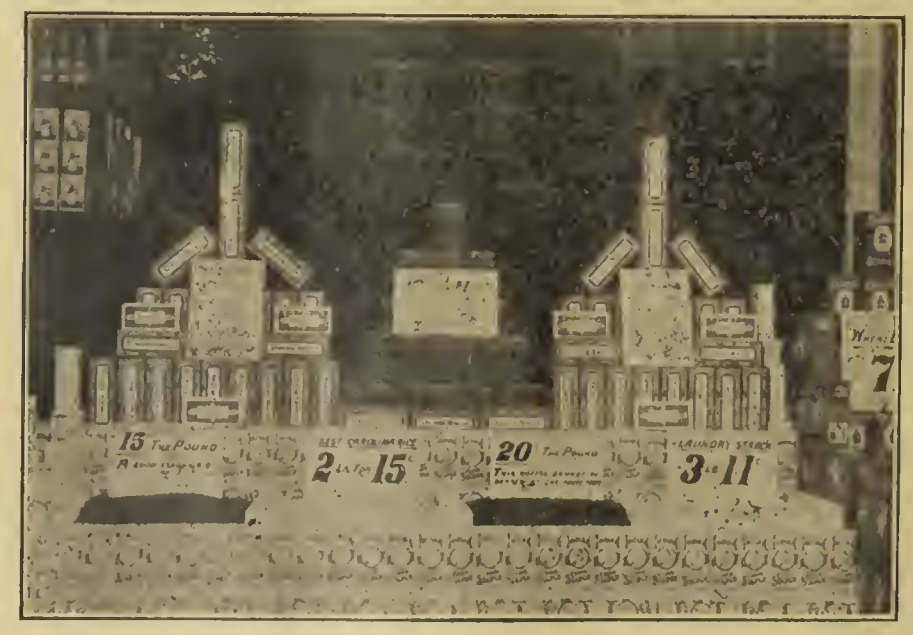
> DON'T FORGET THAT MONDAY IS WASHDAY.

It makes a very nice show and an inexpensive display.

Wm. C. Cooper,
Duke and Philadelphia sts., York, Pa.

A Varied Window.

It is our general rule to put but one or two articles in window. By putting in a quantity of each, or by fixing window so it appears as a quantity, we have derived the best results. Our object in this window was to introduce Indian Corn starch. We put in Uneeda biscuits and laundry starch at cut prices to attract attention to window. While we generally put signs with prices on everything, as you see in the picture, in this case our idea was to have them come in to inquire as to Indian corn starch, when we explained and demonstrated to them the quality of this starch. We found it worked very well.



W. A. Martin.
310 W. Market street, York, Pa.

The Current Pickle Crop.

Below is a summary for this season's crop of pickles, as near as can be estimated. In the majority of the States the farmers are still delivering some cucumbers to the factories and will continue to do so until frost, etc., stops them, as the factories will keep open until the crop is completely done for, because every little bit helps (this year). The cucumber crop of 1907 will close with the smallest yield given to the packers for many years past, and as the receipts which may come in from now on will have practically no effect upon the market, consequently this crop issue will be the final one for 1907. Summary: Arkansas, 50 per cent. crop; California, full crop; Colorado, good crop; Connecticut, 50 per cent. crop; Illinois, 30 per cent. crop; Indiana, 35 per cent. crop; Iowa, 35 per cent. crop; Kansas, 60 per cent. crop; Kentucky, 30 per cent. crop; Maryland, 40 per cent. crop; Massachusetts, 40 per cent. crop; Michigan, 40 per cent. crop; Minnesota, 45 per cent. crop; Missouri, 35 per cent. crop; Nebraska, 50 per cent. crop; New Jersey, 60 per cent. crop; New York, 35 per cent. crop; Ohio, 25 per cent. crop; Oregon, 75 per cent. crop; Rhode Island, 60 per cent. crop; Utah, 50 per cent. crop; Virginia, 35 per cent. crop; Washington, full crop; West Virginia, 50 per cent. crop; Wisconsin, 40 per cent. crop.

Foreign Sardines Are Extremely Scarce.

The fishing for Norway sardines has been a total failure of late and hardly any fish have been taken to keep the factories busy half the working time. The factories are unable to cope with the demand and orders which have been taken several months ago are not filled yet, for the simple reason that factories have not sufficient fish to execute their orders. In consequence of this, anchovies are very scarce an none have been shipped as yet. A advance of 20 per cent. over la season's price of anchovies has a ready occurred. There is only very short time left for fishing sa dines in Norway, that is the f fall caught sardines, which a the ones that are so highly a preciated; and it is almost certai that there will be quite a shortag of those dark quality Norwa smoked sardines this season. I France there has been no chang whatsoever in the sardine situatio there is hardly a case of sardin to be had and none being packe Some of the packers have cable over asking whether they shou make dingley ¼ tins containi about six fish, but while buyers ma be inclined to take even six fish t the can when nothing else is to h had, importers here do not feel th they wish to stock up with this siz which is undesirable for the Amer can market; but even with six fis they could not fill very many can as there is absolutely no catch. I Portugal fishermen have gone qui some out of their way to catch a fe sardines, and they have succeede in taking a few catches far off th coast. Our packer has shipped u a few hundred cases, and it does n supply one hundredth part of th demand.

How to Get a Roll Top Desk Free.

The Knickerbocker Chocolate Co., New York, have made an arrangeme with the Manufacturers' Trade Mar Association, the big premium clearing house of New York, which enables the to substantially reward retailers wh show an interest in increasing the sa of Barker's Hasty Lunch Chocolat Bedford and Blue Ribbon Cocoas.

These goods are so fine that it is har to sell anything else to consumers onc they have had them; so besides the re ward the Knickerbocker Chocolate Co give grocers for pushing them, they a certain to please their trade.

Suppose, for example, a grocer need a new roll-top desk, a safe, a chees cutter, a computing or platform scale instead of drawing on his bank accou to pay for them he pushes the sale o the Knickerbocker Co.'s goods with hi customers, saves the Universal Coupon packed in every case for him and add them to those coming to him from othe manufacturers, and in a short time h will have collected enough to entitle hi to any of the articles named.

The Manufacturers' Trade Mark As sociation issue a handsome illustrate catalogue which they send free to gro cers, showing an almost unlimited arra of useful articles of merchandise whic they will send grocers in exchange fo the Universal Coupons, together with list of all the manufacturers throughou the country who give these same coupon to the grocers.

The Knickerbocker Co. is the onl manufacturer of chocolate and coco from whom a grocer can get these Uni versal coupons; so grocers who wan valuable free merchandise as well a their regular profits will concentrate thei efforts on the sale of the Knickerbocke Chocolate Co.'s goods.

Important Notice to the Trade

Under the Federal Pure Food and Drugs Act of June 30, 1906, coal tar colors were not in terms prohibited from use in food products. So far as our experience, experiments and chemical tests can determine, we are convinced that our Improved Butter Color of which the coloring basis is a coal tar product, when used in the quantities designated and for the purposes intended, is neither injurious nor deleterious to health.

However, under the Federal Food Inspection Decision No. 76, issued recently, it is ruled that "the use in food for any purpose of any mineral dye or any coal tar dye, except those coal tar dyes hereinafter listed, will be grounds for prosecution." None of the seven shades of coal tar dyes mentioned, which under this ruling, and pending further investigation, are allowable for use in food products, can be employed in the manufacture of Butter Colorings, for the reason that the orange or yellow shades, which would be the only shades that could possibly be used, are not soluble in fats or oils. Therefore it would be impossible to put out a coal tar butter color with any of the shades which are at present allowed for use by the Federal Decision.

In a number of States, since the passage of the Federal Pure Food and Drugs Act of June 30, 1906, under conditions largely theoretical, laws have been passed or rulings made prohibiting, and in other States there has been, and is, a great deal of agitation concerning the use of coal tar colors in food products. Under these conditions, and after a careful consideration of the matter, *we have decided to offer to our trade in the United States only one brand of Butter Color, namely: our* **Dandelion Brand Butter Color (Purely Vegetable)**, which is without question harmless, and is guaranteed by us as meeting the requirements of all State and Federal Pure Food Laws, and as not being deleterious or injurious to health.

OUR DANDELION BRAND BUTTER COLOR

PURELY VEGETABLE

THIS IS A REPRODUCTION OF THE DESIGN AND READING MATTER OF FRONT PANEL OF CARTONS AND GALLON CANS CONTAINING OUR DANDELION BRAND BUTTER COLOR PURELY VEGETABLE

IS NOT AN EXPERIMENT

but has been used by many successful buttermakers for years. It is prepared from the finest quality Annatto Seed, combined with pure Vegetable Oil. The Dandelion Trade Mark, showing the picture of a dandelion plant and flower, has appeared on our butter color preparations for over 25 years as a guarantee of their purity. This Trade Mark, which has appeared on our various brands of Butter Color in the past, we will continue to use on our **Dandelion Brand Butter Color (Purely Vegetable)**.

You will find it on every package, whether it be

The Small Size (four ounce), retailing at 25 cts.
The Medium Size (ten ounce), retailing at 50 cts.
The Large Size (twenty-four ounce), retailing at $1.00
Or the Gallon Can

We print herewith a fac-simile of the front of our carton containing the small size (four ounce), which retails at 25c. This same design and reading matter (with the exception of the price line), appears upon the front of the cartons of the medium size (ten ounce), retailing at 50c. and of the large size (twenty-four ounce) retailing at $1.00, and also upon the front of the gallon cans. You will always find it printed on a yellow back-ground in black ink, surrounded by a red border.

OUR EXCHANGE OFFER

Dealers should look over their stock carefully, and if they find any Butter Color of our manufacture bearing different reading matter or designs on the front of the cartons, or on the front of gallon cans, from that shown herewith, they should write us stating the quantity of each size which they may have on hand, and we will advise them fully regarding our exchange proposition.

WELLS & RICHARDSON CO. - Burlington, Vermont

A prepared food seasoning that saves your customer's work and risk;

That doubles the deliciousness of poultry, meats, soups, etc.

That once used will forever be a household necessity—

This is **Bell's Spiced Seasoning,** which sells all the year round, but especially in poultry time.

The William G. Bell Company
Boston, Mass.

We Don't SHAKE the TREES

Olive Oil is usually made from what falls from the olive trees when they are shaken. It won't take you a moment to realize what this means. Other things beside good olives fall, bad ones for example, insects and lots of things that don't improve olive oil.

For **DE RAGO** we squeeze only perfect olives, the result is perfect oil. If you sell perfect oil, which means **DE RAGO,** your customers will see the difference and keep coming to you for it.

Besides we have advertised it very widely to your customers.

Jas. J. Loughery & Co.
IMPORTERS
Boston, Massachusetts

What Dr. Wiley Eats.

Some time ago when I said that if Dr. Wiley, the Government chemist, went on, about the only safe thing left to eat would be mother's milk, some of you fellows thought I was trying to crack a joke.

By George we're gettin' close to it in Pennsylvania.

Do you know what our Food Commissioner's just done to dried fruits? Said they were all illegal and he'd prosecute any grocer selling 'em! What d'ye think of that? No more peaches or apricots or prunes or raisins! How is that for high? That's going some, ain't it?

It's all Dr. Wiley's doings. To be sure the order came from the Pennsylvania Commissioner, but it came through what Dr. Wiley had said about the goods; our Commissioner Foust was only his pupil.

It's a funny thing—in this case the pupil has outstripped his teacher. For Dr. Wiley isn't interfering at all with the sale of dried fruits throughout the country, while his pupil, the Pennsylvania Food Commissioner, has sat down on 'em like a ton of bricks.

What's the Pennsylvania Commissioner's name—Foust, ain't it? It's a good name, for if he goes on the way he's begun he bids fair to be a regular little devil.

I often wonder what Dr. Wiley eats. I wonder whether he's consistent. I don't see how he can be. According to him, darned near all our food is poisoned. Now, if he really believes that, he can't conscientiously eat any of it, and if he don't eat any of it, how's he keepin' alive? Nobody's making food specially for him, as far's I can see.

Tell us the secret, Doctor dear, is it mother's milk?

My own personal opinion is that the good doctor eats every day a dozen foods that he condemns. He must, if he eats anything, for it seems to me he condemns just about everything, even colored butter. Still he may not; he may be eating only that one.

I dreamed the other night I was invited for dinner at Dr. Wiley's house. I remember that I looked eagerly forward to the meal just to solve this problem—what does Dr. Wiley eat? I dreamed I got to the house about half-past five and spent some time discussing various heavy scientific subjects with the Doctor. But I couldn't smell anything cooking, though I sniffed like an old dog with the asthma.

Finally we were called down to dinner, and I said to myself, "now I'll know." We were led down a corridor, not into any dining room, but into a nursery!

I ain't a-going to tell you any more, but I found out what he ate all right. I didn't touch a thing, though I saw the Doctor eat his. I didn't eat any, because the Doctor ate first to show me how to take it, and when he thought he had showed me there wasn't any left.

It's curious how vivid that dream was. I don't suppose I'll ever forget it. I can close my eyes and see the Doctor feeding now. I remember saying to myself, "well, there's certainly nothing artificial or preserved about that food, anyway. Even the way he took it was perfectly natural."

Yes, it was one of the clearest dreams I ever had. The Doctor is fair, fat, bald and fifty—one of these cute Mellin's food babies with dimples in his knees. That night at dinner he wore the cutest little milking suit I ever saw. He told me he had always believed in having everything at a meal absolutely harmonious, so he wore little short blue socks and a Renaissance didy.

I never shall forget it, never. It's been on my mind a good bit since Mr. Foust's decree banishing dried fruits. It looks to me as if we were slowly being hemmed in. Soon there'll be nothing left but what Dr. Wiley eats. When there's only that what are we going to do for church suppers?

Seriously, do you fellows realize what this means? There are thousands of families who never know but two kinds of sweets—one is dried fruit of some kind, and the other is molasses or glucose syrup. Mr. Foust is going to prosecute everybody selling dried fruits, molasses or glucose syrup containing sulphur, which people who tell me say all of them do. Maybe not all brands, but most. That means, of course, that dried fruits, molasses or glucose syrup are not going to be sold—who's going to put his head in a sling if he knows it?

What are these poor devils going to do? By gad, it's a serious matter to them. With everything so high, I can see their finish pretty quick.

Nobody believes in food laws any more than I do, but nevertheless I believe that the time's soon coming when the most enthusiastic advocate of food laws will damn them for the most colossal nuisance we've ever had since time began!

—

Here's another:—

Northampton, Pa., Sept. 30, 1907.
"The Stroller,"
Philadelphia, Pa.

Dear Sir:—I have been an interested reader of your article in a recent issue of "The Grocery World" on the "Five Brethren."

I wish to state what I believe to be one reason for a great many hypocrites in the churches, and that is, that people are taught that God is a ferocious monster, willing, nay, anxious, to damn any or all of his creatures who do not meet the requirements of his just law to hopeless misery and endless torment. In the next breath they say that God is love and is anxious to save all he can from such a horrible fate, and has appointed them as preachers at a good salary to tell you such bad tidings of great misery for all except a few (the elect church).

This is in sharp contrast with the news that the angels brought to the shepherds when Christ was born. They said: "Behold, we bring you good tidings of great joy, which shall be unto all people."

I hope you will carefully read the enclosed tracts, and if interested write for more either to me or the publishers.

Freely we have received, freely we give.

Yours, for the truth,
JOHN F. DAY.

THE STROLLER.

How Dyes May Be Employed in Foods.

United States Department of Agriculture Surrounds With Drastic Regulations the Use of the Colors Which Decision 76 Permits to be Used.

Special correspondence of "Grocery World."

Washington, D. C.,
Oct. 3, 1907.

Touching the use in food of the coal-tar dyes which the Board of Food and Drug Enforcement agreed could be used in Food Inspection Decision No. 76, a further decision (F. I. D. 77) has been issued during the past week. It surrounds the use of dye in food with extraordinary precautions. The text of the decision is as follows:—

CERTIFICATE AND CONTROL OF DYES PERMISSIBLE FOR USE IN COLORING FOODS AND FOODSTUFFS.

The Department of Agriculture is in receipt of a large number of inquiries concerning the interpretation to be put on that portion of F. I. D. 76 which refers to coal-tar dyes not inhibited for use in coloring foods and foodstuffs.

The term "manufacturer," as used in F. I. D. 76 and in the present decision, applies to a person or company responsible for the purification of the crude or raw dye for the purpose of placing it in a condition fit for use in foods and foodstuffs; or to the accredited selling agent in the United States of such person or company. Such accredited agent must file, on behalf of his foreign principal, if the latter does not file it, a manufacturer's certificate, and it will be considered that the responsibility for such certificate will rest upon the accredited agent and not upon the foreign principal.

For each permitted dye two certificates must be filed by the manufacturer, the first to be known as the "foundation certificate," the second known as the "manufacturer's certificate." It is suggested that the foundation certificate be in the following form:

FOUNDATION CERTIFICATE.

I, ..., the undersigned, residing at ..... (street address), in the city of..... county of ..... State of ..... hereby certify under oath that I have personally examined and tested for ..... (full name of concern), of ..... (city), county of ..... State of ..... the material known as ..... which corresponds to the coloring matter numbered ..... in A. G. Green's Edition (1904) of the Schultz-Julius "Systematic Survey of the Organic Coloring Matters," and of which a one (1) pound sample marked ..... is herewith submitted. I have found the said material to consist of that coloring matter only, to be free from harmful constituents, and not to contain any contamination due to imperfect or incomplete manufacture.

(Here insert a complete statement of all the tests applied to determine:
A. Identity.
B. Absence of
a. Mineral or metallic poisons.
b. Harmful organic constituents.
c. Contamination due to improper or incomplete manufacture.

Special attention should be given to setting forth fully the quantities or volume of each material and reagent employed, its strength or concentration, temperature, duration of treatment, limits of delicacy of tests employed, and any other information that is necessary to enable others to repeat accurately and correctly all the work herein referred to, and thus arrive at identical results. For each test performed, state what conclusions are drawn from it and why.)

.....
(Signature of chemist making the examination.)

CERTIFICATION.

For the manufacturer's certificate the following form is suggested:

MANUFACTURER'S CERTIFICATE.

I, ..., the undersigned, a resident of the United States, doing business at ..... (street address), in the city of ..... county of ..... State of ..... under the style of ..... (full name of concern), do hereby certify under oath that I am the manufacturer of the material known as ..... which corresponds to the coloring matter numbered ..... in the 1904 Green Edition of the Schultz-Julius Tables, of which the accompanying foundation certificate, signed by ..... the examining chemist, is the report of an analysis of a fair, average sample drawn from a total batch of ..... pounds. .....
(Signature of manufacturer.)

CERTIFICATION.

The foundation certificate must be filed with the Secretary of Agriculture at the time the first request is made of the Secretary to use any or all of the permitted dyes for coloring foods and foodstuffs.

A New Move

And an important one to grocers. There is scarcely a grocer or consumer within twenty-five miles of Philadelphia who does not know of Freihofer's Bread, Pie and Cakes. They have attained their unprecedented popularity solely on merit. We are now manufacturing Macaroni and Noodles. These goods we make like our other goods, of the finest materials money can buy.

The goods are not colored artificially, they get their rich yellow from the **entire egg.** They not only conform to the Pure Food Laws, but are so much better than the law requires, that you can bank on making **and keeping** trade with them.

The Freihofer
Vienna Baking Co.
PHILADELPHIA, PA.

You must Advertise or Lose! Then why not Advertise wisely?

The best advertisers in the country—and they are all thinkers—tell you how to advertise successfully in

BRAINS

FOR

The Retailer and Advertiser

The very best examples of clever, money-making advertising in the world are presented weekly.

If you advertise without reading BRAINS you miss the benefit of other men's experience, men who have given years to the study of advertising.

Five dollars a year is all it costs, and its worth it. Sample copy 15 cents.

JAMES KNAPP REEVE
PUBLISHER
DEPOSIT, N. Y.

LUSTRE BRAND is a strictly pure flint glass selected lamp chimney, composed of the finest material money can buy, and will not break from heat.

For sale by all leading jobbers

R. E. TONGUE & BROS.
Allegheny Ave. and Amber St.
PHILADELPHIA

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

PATENTS
obtained on inventions and designs. Trade-marks, prints and labels registered.
R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C

BLOOKER'S COCOA
IS A LUXURY TO THE PALATE
A NECESSITY TO THE STOMACH
AN ECONOMY TO THE POCKET
ALL GROCERS SHOULD HAVE IT
American Depot, 46 Hudson St., New York
In stock by H. KELLOGG & SONS, 19 South Front Street, Philadelphia, Penna.

Boom Your Own Business

Five Sizes.

Do you know that you can make your own sauer kraut and please your customers because it is home-made?
Do you know that all that is necessary is cabbage, salt and one of our Kraut Cutters?
Do you know that the profits you make on it will be big enough to pay for the machine in a little while, and that when that is done all you make is net?
Good kraut recipe free.
Order through jobber or direct.

John E. Smith's Sons Co.
51 Broadway - BUFFALO, N. Y.

Do You Know
That rapidly-becoming-popular twice-baked biscuit, the Original
HOLLAND RUSK
(The prize toast of the world)
To sell them means pleased customers. An attractive red package containing twelve Rusk sells at 10c., and allows you a good profit.
Cases of thirty-six and sixty packages.
See price-list. Ask your jobber.
MANUFACTURED ONLY BY
HOLLAND RUSK CO., Holland, Mich.
There will be imitations offered you, insist on the package bearing a Dutch Windmill for trade-mark.

HE DID NOT KNOW
although using them, the full value and merit of our
FORBES' INDEXED COUPON BOOKS
until he ran out of them. He says:
Please ship me 300 books ***. I never knew how much these books saved me until I ran out of them, and in the future I intend to urge the use of them wherever I can.
H. McNELLY, Washington, Pa.
All sizes. F. O. B. your nearest express office. Prompt shipments. Stop worry, book-keeping, forgotten charges, etc. Best for cash or credit. Many have used them for more than ten years. You need them and will want them. Ask us for samples.

J. P. FORBES, Forbes Building, Coshocton, Ohio

The following form of supplemental certificate is suggested in those cases where a manufacturer desires to apply for permission to place on the market a new batch of a coal-tar dye, which dye has already had a foundation certificate and a manufacturer's certificate filed for it.

SUPPLEMENTAL CERTIFICATE.

I, ..., the undersigned, residing at ..... (street address), in the city of..... county of ..... State of .... hereby certify under oath that I have personally examined and tested for ..... (full name of concern), of ..... (city), county of ..... State of ..... the material known as ..... which corresponds to the coloring matter numbered ..... in A. G. Green's Edition (1904) of the Schultz-Julius "Systematic Survey of the Organic Coloring Matters," and of which a one (1) pound sample marked ..... is herewith submitted, and I have found it to consist of that coloring matter only and to be free from harmful constituents and not to contain any contamination due to imperfect or incomplete manufacture.

This examination was conducted in strict accordance with the detailed scheme of examination fully set forth in the foundation certificate filed ..... (date.)

.....
(Signature of chemist.)

CERTIFICATION.

This supplemental certificate should likewise be accompanied by the same type of manufacturer's certificate as is described above.

When the certificates filed with the Department of Agriculture are found to be satisfactory, a "lot number" will be assigned to each batch, which lot number shall apply to that batch alone and to no other batch of the same color.

According to F. I. D. 76, the seven permitted coal-tar dyes therein named, made specifically for use in foods, may be used in foods provided they bear a guaranty from the manufacturer that they are free from subsidiary products and represent the actual substance the name of which they bear. The guaranty herein considered shall be applied as follows:

Each package sold by the manufacturer should bear the legend "Part of Certified Lot Number ...." The foundation certificate, as well as the corresponding supplemental certificate, does not apply to any certified dye beyond the package originally prepared by the one establishing this certificate. If such a package be broken and the dye therein contained be repacked, the repacked dye, except as hereinafter provided, becomes an uncertified dye, and as such is inhibited.

There is no objection on the part of the Department of Agriculture to mixtures made from these permitted and certified dyes, by those who have filed certificates with the Department, but one (1) pound samples of such mixtures, and the trade name under which each mixture is sold, must be sent to the Secretary of Agriculture, and no such trade name or keyed modification thereof may be used for any other mixture.

The exact formula—that is, the true names as well as the numbers assigned to the original package and the proportions of the ingredients used—should be deposited with the Secretary of Agriculture, but such formula need not appear on the label; in lieu of which may appear the legend "Made from Certified Lots number .... and Number ...." etc. If the packages of these mixtures bearing this legend be broken and repacked, the mixture becomes, except as hereinafter provided, an uncertified one, and hence its use is inhibited; that is, the guaranty of the manufacturer shall extend only to the packages prepared by himself and only for so long as they remain in the unbroken form. Whenever new lots of previously established mixtures are made, making use of new certified straight dyes therein, thus necessitating a change in the label, 1-pound samples of the new mixtures should be sent to the Secretary of Agriculture.

The term "competent experts" as used in F. I. D. 76 applies to those who, by reason of their training and experience, are able to examine coal-tar coloring matter to ascertain its identity and to determine the absence of foreign matter not properly belonging to the product, which, if present, renders the substance unfit for use in food products.

The term "batch" as used above is such a quantity of the product as has undergone the same treatment at the same time and the same place as a unit and not otherwise—that is, the lot for one purification.

Those to whom certification is given with respect to their dyes and a lot number assigned should control the sale of such batches so that they may account to the Department of Agriculture by inspection of their books or otherwise for the destination and disposal of each batch.

Those using these certified dyes in the preparation of foods and foodstuffs must be in a position to substantiate the fact that the dyes so used were of a properly certified character.

There is no guaranty on the part of the Department of Agriculture that because the tests described in any foundation certificate have once been accepted, the permanency of such acceptance is assured.

In those cases where a package of a straight dye or a mixture of such dyes, bearing proper labels to the effect that they are of a certified lot or lots, is broken and repacked in still smaller lots, or treated with solvents, mixed, etc., the person or company so treating these dyes must stand sponsor for their integrity. This may be accomplished by submitting a statement to the Secretary of Agriculture as follows:

SECONDARY CERTIFICATE.

I, ... residing at ..... (full address), do hereby certify under oath that I have repacked .... lbs. of certified lot (or lots) ..... purchased from ..... of ..... This repacking has been accomplished in the following fashion: .....
(Full description of what has been done with the lot or lots.)

.....
(Name.)

CERTIFICATION.

On presentation of this certified form, properly filled out, to the Secretary of Agriculture, a lot number will be assigned, which number should be used in labeling according to the methods already described. If, for example, a portion of lot number "127" is repacked in smaller packages, the lot number "127 A" will be assigned to this repacked dye, to enable the Department to follow this into consumption if necessary, and still trace it back to the person by whom the dye was originally certified.

HOLT.

Concord grapes average 12 cents per basket, while Delawares and Niagaras both rule at 13 cents. The receipts of grapes are good and the demand excellent.

Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
Legal Editor GROCERY WORLD,
927 Arch Street.

A Case With a Moral.

A case which shows how great is the need of more adequate laws for the protection of creditors, and, lacking those, for the taking of every possible precaution against the making of bad debts, has just transpired in Philadelphia during the past week.

The wholesale grocery firm of Neuman & Schwiers, 77 Hudson street, New York, sold a small order of goods to a dealer named M. Paper, who has a retail grocery store at 1126 Columbia avenue, Philadelphia. A part of the account was paid, but there still remained a small balance which Neuman & Schwiers were unable to collect. Paper promised and repromised, but failed to keep his word, and in the end the New York concern entered suit against him. Paper was present at the hearing, but made no defense, and judgment was granted against him. Asked as to his intent to pay, he was flippant and indifferent by turns and when threatened with levy defied his creditor to make him pay for anything.

Nevertheless, execution was issued and the constable levied upon Paper's goods. The next day Paper filed a claim of legal exemption and his wife filed a claim of ownership in the goods. Since the defendant's stock was small, either one of the two claims would have been sufficient to prevent his creditor from realizing upon the goods levied on. The plaintiff is accordingly compelled to drop his suit, since he has exhausted all resources under the present system of collection laws.

This case is typical of a large number where the debtor, once in possession of goods, is just as impregnably secure against being compelled to pay for them as if he were in the fortress of Gibraltar. This condition is causing a loss of hundreds of thousands of dollars every year, and has only two alternative remedies: First, either a modification of the collection laws in favor of the creditor (the average collection law is wholly in favor of the debtor) or the taking of additional precautions at the time a sale is made. How this can be done is a matter for much discussion. It may be said that 95 per cent. of all bad debts come from the cheapness of credit. In the keen desire to sell, a dealer argues, "Oh, he'll pay me," and sells a man whom he cannot force to pay him by any means open to the law. This puts the creditor at the absolute mercy of the debtor's honesty, which is often nil. If all dealers would follow the plan of refusing credit to men not reachable by the collection laws, except upon legal security, or except where the buyer is personally known to be honest, the number of bad debts would be amazingly reduced.

—

Question: R. S. M., Pittsburg, Kansas.—A and B own the capital stock of a corporation. A sells his stock to B for $30,000. A covenants with B that he will not engage in the same line of business in the territory now covered by said corporation for a period of five years from the date of the contract. A further covenants with B that he will not employ anyone in the service of the corporation at the time the contract was entered into for a period of five years from the date of the contract. Is the last clause of the contract enforceable, and in case of its breach by A what action can be brought by B?

Answer.—In my judgment the last clause of the agreement is clearly enforceable, provided it had consideration, as to which the query does not clearly state. The remedy would probably be a bill in equity directed to A, praying for an injunction against him forbidding him from employing the corporation people. No bill in equity would lie, however, if there was an adequate remedy at law. Whether there is an adequate remedy at law could only be told upon a more comprehensive examination of the case.

The Soap Powder the People Want.

The three leaders are so well known and liked that it requires no effort on your part to sell them. The same result will follow if you will have them try Pearl Borax Soap Powder. It is made with the same care and attention as are the rest of Young & Co.'s soaps, and where once used will always repeat. Don't forget that it contains one full pound as against 6 to 12 ounces of most other powders on the market. The cartons redeemed by valuable gifts. Made by Chas. W. Young & Co., makers of soaps of merit, Philadelphia.

TESTIMONIALS

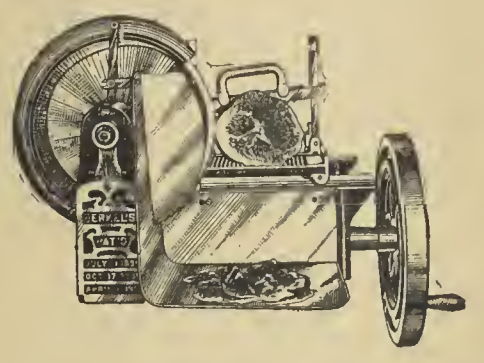
There are two kinds of testimonials—the kind you get and the sometimes stronger kind you don't get.

For instance.

A few months ago we sold a man in a certain town an **American Slicing Machine**—the only one in the town, as it happened.

Last week the writer saw him again and asked him how he liked the machine.

"Well," said he, "I don't mind telling you that the machine has brought me all the trade of the neighborhood on sliced meats. People even come considerable distances to buy the nice, evenly sliced ham and bacon and dried beef at my store. But let me tell you also, that you'd better not refer any other merchant within two miles of my place to me. Your machine has given me a mortgage on this trade, and no one else is going to share it if I can help it."



Of course, that merchant wasn't giving us a square deal. Yet his attitude constituted the strongest possible testimonial to the merit of the machine.

It has brought him all the trade in his locality in this line.
It will bring you all the trade of your locality.
It costs you nothing to let us prove it.
Your name and address, please.

American Slicing Machine Co.
54 FIFTH AVENUE, CHICAGO

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

"Blowing Up Cold to Salesmen."

Phila., Pa., Sept. 26, 1907.
Editor "Grocery World."

Dear Sir:—I want to compliment the "Stroller" on the article which he wrote for the issue of the "Grocery World" of September 23d.

If a writer ever "hit the nail square on the head," Mr. "Stroller" did it in "Blowing Up Cold to Salesmen," and it is a pity there could not be a law passed that would compel every merchandise buyer in the United States to read it. Of course, to some it does not apply, but no one need take it personally unless it fits.

Let me suggest that you start a fund among the different brokers and salesmen of Philadelphia devoted to publishing and mailing it to the buyers of this State. I shall for one be glad to assist.

Yours truly,
W. G. Root.

* * *

As to the New Chain-Store Scheme.

Troy, N. Y., Sept. 30, 1907.
Editor "Grocery World."

Dear Sir:—Please send to me full particulars about this new company that is going to start all of these new grocery stores. I would like to know something about them, as I am a little interested in what I have read in the "Grocery World." If you think it a good investment please let me know.

Wishing the "Grocery World" abundant success and continued prosperity in your business, and awaiting your future information, I am,

Yours truly,
Martin F. Curley.

The "Grocery World" knows no more of the scheme referred to than it published in the last issue. Why not write to the Universal Co. direct?

* * *

Importing Peanuts From the Orient.

New York, Sept. 23, 1907.
Editor "Grocery World."

Dear Sir:—Will you kindly inform me whether peanuts are imported into this country at the present time from China and Japan, or could be imported from there advantageously, and would you also furnish me with a list of the largest houses dealing in this line in the United States?

Thanking you in advance for your courtesy, I am,

Yours truly,
Max. Israel.

To the best of the "Grocery World's" knowledge, no peanuts are imported from China and Japan, and we do not believe could be advantageously.

Two large peanut concerns are John Nix & Co., Inc., New York City; Arguimbau & Ramee, New York City.

* * *

The Spice Market.

Baltimore, Md., Oct. 4, 1907.
Editor "Grocery World."

Dear Sir:—The market is very active at present, grinders buying largely for their needs during the fall.

There will be, no doubt, a scarcity of some spices, which should have the tendency to advance prices.

Pepper.—Holland is low at present on Lampong. London is quoting higher prices on all futures. Peppers are, no doubt, safe at present prices.

Cayennes.—Prime bright Chillies continue scarce and firm.

Cloves.—There is a great diversity of opinion as regards the exact amount of new crop. Some dealers predict a very high market; others, lower prices. It is hard to predict the future of this article.

Pimento (Allspice) remains very firm and we anticipate a much higher market to prevail.

Nutmegs are in very good demand and prices practically unchanged.

Mace is in large demand at present, and good fine quality is very scarce and hard to obtain.

Gingers.—We can report a more active market, with practically no changes in prices.

Seeds.—Celery is firm and slightly higher. Caraway steady, but practically unchanged. Coriander is selling well; market should advance when the heavy demand sets in.

Yours truly,
McCormick & Co.

* * *

Two Reports of the Baltimore Canned Goods Market.

No. 1.

Baltimore, Md., Oct. 4, 1907.
Editor "Grocery World."

Dear Sir:—As anticipated in our previous market letters, the market for tomatoes has been very strong, and the week closed with a decidedly upward tendency. The buying was the largest by long odds than during any previous week in the season, and the outlook is that the coming week will be equally as active. Continued buying on such a large scale means higher prices, of course, and the buyer who acts quickly and covers his wants for the fall and winter trade will, we think, not regret his purchase. Before this week the largest buying was on the part of the Western tomato canners and jobbers to cover their short sales, but the jobbers throughout all the other sections commenced to buy very freely, which made the aggregate of the purchases very large. The tomato market is worth the immediate attention of intending buyers. Fully two-thirds of the jobbers have been awaiting for lower prices and the percentage of the buyers who have yet to cover their wants makes it unsafe for those who have not bought any tomatoes to wait longer.

In addition to the activity in the tomato market, there was an excellent demand for a larger number of articles in the line of fruits and vegetables, the prices of some articles which were again marked up, the leaders in activity being corn, apples, string beans, sweet potatoes, peas, etc. It is noticeable that a very great majority of the buying is a repetition of previous orders for the same goods within a short period of time, indicating that the stock generally in the hands of the jobbers must be very light comparatively. The outlook is for a strong and active market in canned goods this fall.

Yours truly,
Thos. J. Meehan & Co.

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No. 2.

Baltimore, Md., Oct. 4, 1907.
Editor "Grocery World."

Dear Sir:—The demand for tomatoes has been the heaviest, we think, this season. Orders are coming from all sections, and the market closes in strong, healthy shape. Packing is still going on down here, though packers are hav-

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILA'A.)

A Good Substitute

Butter is high; preserves are high, and fruit is scarce. We take this occasion to call your attention to one of our most popular Syrups, one of the finest. Price reasonable.

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER S.T. (PHILA'A.)

Gilt Edge Table Syrup

Light color, cloudy and delicious flavor; in barrels only; price, **30c.** per gallon

A FULL LINE OF FANCY AND STAPLE GROCERIES

KIRK, FOSTER & CO. WHOLESALE GROCERS' 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

ng more or less difficulty with abor, etc. The demand for goods s really surprising, and it is beginning to look as though no matter how many tomatoes are packed this ear they can easily be disposed of. Many packers are still behind on heir orders, and those who are caught up do not seem to have any rouble at all in selling their surplus as they get it. We have rarely had such a snappy market. One of the features of the situation has been a large demand from Western points, which is no doubt due to the lateness of the season in the West.

We are having a heavy demand for string beans of all kinds and offerings are light. Packers do not seem to be able to get up enough surplus to enable them to offer string beans freely; as a consequence, it is difficult to fill orders.

Apples.—The market continues strong. No. 3s have advanced further. We are paying to-day $1 per dozen for No. 3s and $3.30 to $3.35 per dozen for No. 10s.

The situation on corn is in strong, healthy shape. Offerings of Maine style corn have dwindled down very decidedly. Corn packing is still going on, but owing to the sales of futures packers are still mostly out of the market.

While berries are not attracting the attention that some other lines are, yet they seem to be working to a better position right along.

Second peas are stronger. The cheap lots have about been cleaned up.

Yours truly,
THOS. G. CRANWELL & Co.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued March 26, 1907.

848,018. Meat broiler. S. A. Engelhard, Columbus, Ohio.

848,057. Bread cutter and box. Hermann Seckendorff, Hanover, Germany.

848,090. Computing cheese cutter. W. G. Dotv. Dayton Ohio, assignor to the Heinz Manufacturing Co., same place.

848,209. Cooking utensil. Jessie Rossiger, Golconda, Ill.

848,210. Process of treating citron peel. Heinrich Schneider, Altona-Ottensen, Germany.

848,344. Candy-wrapping machine. M. E., W. W., H. L. and A F. Buhse, Minneapolis, Minn.

848,450. Fish cutting and dressing machine. E. G. Deloe, Roaring Spring, Pa.

848,561. Cake cutter. V. T. Littlefield, Bangor, Me., assignor of one-half to H. A. M. Rush, J. A. Rush and Eugene Rush, Millinocket, Me.

Patents issued April 2, 1907.

848,638. Icing machine. A. W. Copland, Detroit, Mich.

848,648. Twine holder. Grant Hanscom, Loveland, Colo.

848,655. Meat holder. C. Q. Jackson, Kemp, Texas.

848,691. Can opener. Matti Sarvalla and P. J. Zeien, Dekalb, Ill.

848,698. Guard for baking-pans. Mattic B. Smith, London, Ohio.

848,784. Machine for shucking oysters. E. L. Torsch and J. H. Parker, Baltimore, Md.

849,008. Ham-compressing machine. Giovanni Mongardi, Boston, Mass., assignor of one-half to Henry Fiorentini, same place.

848,823. Cake cutter. S. J. Harding, Harrisburg, Pa., assignor to F. D. Harding, West Baldwin, Me.

849,074. Lard dipper. J. S. Labry, Viva, La.

849,134. Grater. Jules Husser, Pittsburg, Pa.

849,178. Process of treating bacon. Thomas Walsh, Chicago, Ill., assignor to Swift & Co., same place.

849,225. Apparatus for separating chaff from coffee. Louis Gans, Los Angeles, Cal.

849,228. Guard for cooking utensils. Margaret K. Giessel, Wapakoneta, Ohio.

849,233. Fruit slicing and coring machine. Peter Hansen, Jersey City, N. J., and G. W. Foote, New York, N. Y.

849,273. Beater or mixer. E. J. Schuirmann and T. R Schuirmann, Chenoa, Ill.

849,293. Cake turner. Maria C. Walston, Tullahoma, Tenn.

Patents issued April 9, 1907.

849,405. Egg tester. Christian Lingemann, St. Louis, Mo.

849,410. Fish stringer. A. C. Mills, Jackson, Mich.

849,463. Machine for peeling and coring tomatoes. H. A. Crosby, Mamilton, Ontario, assignor to W. G. Lumsden, same place.

849,564. Coffee pot. C. M. Overcash, Concord, N. C.

849,613. Beverage-making device. D. S. Holley, Forestville, Conn., assignor to the American Silver Co., Bristol, Conn.

849,648. Combined cleaver and meat-tenderer. Frank White, Newark, N. J.

849,650. Apparatus for processing fruit. W. C. Anderson, San Jose, Cal.

849,929. Can opener. A. G. Snowden, Westmount, Quebec.

849,945. Meat-cutting machine. I. B. Van Sise, Oyster Bay, N. Y.

850,022. Pie cutter. C. B. Lewis, Los Angeles, Cal.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For crackers or biscuits. H. L. Schlesinger, Atlanta, Ga. The words "Allee Samee."

For a starch polish. B. L. Lent, Binghamton, N. Y. A representation of a negro woman holding a flatiron in one hand and an ironed shirt in the other hand and wearing an apron on which is a large numeral "1," the numeral "5" and the word "in" appearing upon the said numeral "1."

For pickles and vinegar. G. B. Gehlert, Benton Harbor, Mich. The words "Pocahontas Brand" and a representation of the head of an Indian girl, a bow and arrows.

For flour. Valier & Spies Milling Co., Marine and St. Jacob, Ill., and St. Louis, Mo. The word and letters "Cable IXL."

For washboards. The American Washboard Co., Cleveland, Ohio. The words "Silver Moon," "Brass Crown," "Seal Star," "Buck-Eye," "Tidal Wave" and "North Star."

Flour. Gallatin Valley Milling Co., Belgrade, Mont. The words "Golden Rule" and a disk upon which is a folded rule bearing the letters "G. V. M. Co."

For Ammonia, dry blue, liquid bluing, washing crystal, gloss starch, saffron, baking powder and glycerin. Sherer-Gillett Co., Chicago, Ill. The word "Gillett's."

For washing crystal, compounds for softening water, gloss starch and saffron. Sherer-Gillett Co., Chicago, Ill. A representation of an owl perched on the moon.

For starch. Sherer-Gillett Co., Chicago, Ill. The word "Magic."

For flour. Regina Flour Mill Co., St. Louis, Mo. A representation of a bow with long ends on which are the words "Blue Ribbon." Also the words "White Silk."

For coffee. Grace B. Feahney, New Orleans, La. The words "Poydras Market" and a representation of a market building.

For an unctuous food product. Schwarzschild & Sulzberger Co., Kansas City, Kans.; Chicago, Ill., and New York, N. Y. A representation of a Maltese cross with the letters "S. & S. Co." thereon.

For wheat flakes, buckwheat flour, oatmeal, cereal breakfast foods and pancake flour. Nebraska Mercantile Co., Grand Island and St. Paul, Neb. The words "Red Cross" and a representation of a red Maltese cross on the arms of which are the word and letters "The N. M. Co."

For chewing gum. A. M. Fitch, Indianapolis, Ind. A representation of a red box having a yellow label on one side bearing the words "Lady Gum." The cover of the box has a yellow border.

For flour. George Urban Milling Co., Buffalo, N. Y. The words "Capitol Flour" and a representation of a domed building.

For evaporated milk. American Milk Product Co., Chicago, Ill. The letters "XXXX."

For flour. Kehlor Flour Mills Co., St. Louis, Mo.; Kansas City, Kans., and East St. Louis, Ill. The words "Kehlor's Neptune" and a representation of Neptune.

For flour. The Concordia Milling Co., Concordia, Kans. A triangular figure having the letter "P" in each corner. Also a representation of the setting sun.

Canned baked beans and pork and beans. C. C. McDonald, Elyria, Ohio. The word "Crusoe" and illustrations of Robinson Crusoe episodes.

For licorice paste. D. V. Arguimbau, New York, N. Y. The letters "G. C."

For flour. The Southwestern Milling Co., Jersey City, N. J., and Kansas City, Mo. The words "The Flour of the Golden Glow" within a border of radial lines.

For baking powder. Kenton Baking Powder Co., Cincinnati, Ohio. The word "Snowking" and a representation of the crowned head of a man.

For canned vegetables and spices. The Great Atlantic and Pacific Tea Co., New York, N. Y. The word "Sultana."

For tea, spices and flavoring extracts. Hills Bros., San Francisco, Cal. A rep-

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Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Hyson Tea.

Hyson, or Hichun (literally meaning "blooming spring" or "fair spring") is a name for certain kinds of green teas of the first crop, and were until lately highly esteemed in this country; but owing to the artificial and injurious coloring matter with which the Chinese adulterated them, all green teas have gone much out of favor. They are packed in half-chests and boxes, averaging 58 pounds and 17 pounds each.

Young Hyson—from Chinese Yu Tsien ("before the rains") or Tu Chun ("flourishing spring")—means Hyson tea picked early, before the rains, and is considered superior to ordinary Hyson. Half-chests hold about 65 pounds, and boxes 25 pounds.

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Iceland Moss.

A lichen which grows two to four feet high on several Icelandic mountain tracks which are otherwise desert. It is largely used in that country for feeding cattle, pigs, etc., and has long been used in civilized countries either alone or in conjunction with other ingredients as human food. It is much darker in color than Irish moss and presents a more drooping and shrivelled appearance, but it quite soluble in hot water and forms a jelly when cold.

Its natural bitterness is removed by soaking for about 15 minutes each time in several hot waters and finally boiling.

It contains about 80 per cent. of lichen starch, but not a particle of gelatine. It is often boiled with milk and made into a very agreeable jelly-like food for invalids, etc. If made with water only, half its weight of liquorice root added to the dry moss makes a great improvement.

—

Hunyadi Janos.

A very popular natural mineral water, having a sale of several million bottles per annum. It possesses valuable aperient properties, and on analysis appears to be composed of calcic sulphate, 0.41; magnesic do., 16.05; sodic do., 25.00; magnesic chloride, 1.20; silica, 0.12; water, 957.22—1,000.00.

These Plans Have Brought Business

A Handful of Good Breezy Schemes Calculated to Stir the Dry Bones in Your Store. All Have Been in Actual Use With Success.

[The following special plans for booming business at special times or during periods of natural dullness, have been collected from actual experience by Butler Brothers, of Chicago, and are reproduced here for use by any reader who may care to adapt them. The strong feature about them is that they have all been actually used.]

A South Carolina store is getting some excellent advertising from a set of attractive souvenir postal cards, giving views of the town, its cotton mills, the store and other local points of interest.

* * *

No store nowadays has a broken window that cannot in some way be turned into an advertisement. A man fell through the window of a store in a New England city recently and almost immediately the merchant had up the following sign: "Two breaks—our window and our prices. Both completely shattered. Be wise. Come in and take advantage of the latter break. You can save money." Across the inside of the window, at the top of the break, there was a board upon which was inscribed an admonition to look at the other side.

* * *

A Nebraska merchant has solved a problem that has caused country merchants no end of worry—the loss of trade from rural patrons who drive up to the store and go elsewhere from lack of attention from the clerks within. His invention is an electric alarm. Two posts have been erected, one in front of the store at the curb line and another in the alley at the rear of the building. To these posts an electric wire is fastened with a push button, so that all a farmer has to do is to drive up, push the button and the ring of a bell in the store indicates from which direction the call is made and a clerk responds to it.

* * *

This plan has proved a big advertisement whenever used. Everyone tries to get to the window and then goes away to tell his or her friends. The plan is simplicity itself. Place in your window as many turtles as there are letters in your firm's name. Paint on the back of each turtle one of these letters. Offer a generous prize to the person who first sees the turtles in a line so as to spell the name complete and correctly. With the tendency of the turtles to wobble it is not difficult to keep up the excitement.

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resentation of a man wearing a turban and a robe and holding a cup to his lips.

For flour. The Southwestern Milling Co., Jersey City, N. J., and Kansas City, Mo. The word "Aristos" in yellow on a black band which is enclosed by a circle in orange. Also the words "Aristos The School Bag Flour."

For sauces and dressings. The Citizens' Wholesale Supply Co., Columbus, Ohio. A shield having stars in the points and enclosing a scroll bearing the words "Golden Rule" and a monogram "C. W. S. Co."

For condensed milk, evaporated milk and butter. The Great Atlantic and Pacific Tea Co., New York, N. Y. The letters "A. & P."

For soaps. The Great Atlantic and Pacific Tea Co., New York, N. Y. The letters "A. & P."

For cornmeal. J. H. Keatley, Minneapolis, Minn. The words "Old Gold."

For flour. J. H. Keatley, Minneapolis, Minn. The words "America's Finest."

For laundry starch. National Starch Co., Jersey City, N. J., and Oswego, N. Y. The words "Glen Cove."

For chewing gum. Bon-Bon Company, New York, N. Y. Five vertical lines.

For coffee. Woolson Spice Co., Toledo, Ohio. The words "Vienna," "Hawkeye" and "Challenge."

For coffee. The Ohio Coffee and Spice Co., Columbus, Ohio. The word "Capital."

For sauces, catsup and pickles. Siegel, Cooper & Co., Chicago, Ill. The word "Hazel" and a representation of a hazel bloom and leaves.

For olives and olive oil. Siegel, Cooper & Co., Chicago, Ill. The word "Hazel" and a representation of a hazel nut and leaves.

For catchup. Eastern Importing & Manufacturing Co., Boston, Mass. The words "Eastern Star."

For soap. David Brown & Son, Limited, Donaghmore, Ireland. The word "Hibernia."

For cereal flour for binding and blending sausage meat. B. Heller & Co., Chicago, Ill. The word "Bull-Meat."

For prune juice. Rheinstrom, Bettman, Johnson & Co., Cincinnati, Ohio. The word "Premium" and a representation of a padlock.

For preserved pineapple and maraschino cherries. Rheinstrom, Bettman, Johnson & Co., Cincinnati, Ohio. The word "Bell" and a representation of the Liberty Bell.

For canned corn. Portland Packing Co., Portland, Me. A representation of the globe.

For chocolate and cocoa. "Lucerna" Anglo-Swiss Milk Chocolate Co., Hochdorf-Luzern, Switzerland. The word "Lucerna" and a representation of a stream with a wall and towers on the bank. Also the word "Lucerne" and a representation of a large tower, a stream and a bridge.

For soap. The Cincinnati Soap Co., Cincinnati, Ohio. The words "Forest Queen" and a representation of a partly-draped female standing beside a spring.

For washboards. The American Washboard Co., Cleveland, Ohio. The words "Celery City" and "Stag."

For compound pepper. J. D. Tash, Chicago, Ill. The word "Pepina" and a diamond-shaped figure enclosing a monogram "C. T."

For stock for soups and bouillons. Patterson-Cabell Co., New York, N. Y. The word "Patca."

For dried fruit. Castle Bros., San Francisco, Cal. The words "Primrose Brand" and a representation of primroses.

For syrups. Alabama-Georgia Syrup Co., Montgomery, Ala. The word "Alaga."

For rye flour. Weeks & Parr, New York, N. Y. The word "Halb-Seiden."

For baking powder and bicarbonate of soda. Hills Bros., San Francisco, Cal. A representation of a man wearing a gown and a turban and holding a cup to his lips.

For cocoa and chocolate. The Great Atlantic and Pacific Tea Co., New York, N. Y. The letters "A. & P."

For candy. The Catawba Candy Co., Sandusky, Ohio. The words "Catawba Brand" and a representation of a bunch of grapes.

For stove polish. Joseph Dixon Crucible Co., Jersey City, N. J. The words "Carburet of Iron."

For cocoa, chocolate and preparations thereof. B. E. Enge, Oberlossnitz, Germany. The word "Kakaolate."

Show Card Talk.

It is unnecessary in this enlightened day and age of mercantile progressiveness to offer any argument for the use of show cards, they are a recognized necessity in the modern store. But the question that confronts the merchant is how and where to get up-to-date cards at reasonable prices and in the quickest time possible. An attractive offer is made on another page of this issue by a St. Louis firm which is making a special effort to reach the grocery trade. Merchants who are using or expect to use show cards will do well to look up this proposition and give the manufacturers a trial order.

Some of our people who left us to try other short account systems have come back to Forbes' Indexed Coupon Books. See adv.

Heart-to-Heart Talks With Grocery Clerks

'Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—Ed.]

DON'T TALK HIGH PRICES.

The almost daily changes that we make in prices tending upward gives you some idea of how the market is going. Every single advance we have so far made is warranted to the letter.

But don't talk high prices. Don't make the situation any worse than it is. And, above all, don't make any apologies for the advanced prices. It isn't our doing. The thing is simply unavoidable.

NEW PEAS.

We'll talk new peas in a few days, so get ready—that is, anticipate an opening sale. You've seen the Queen Quality cut and you've seen also the Jeromes, one is 15 cents, the other 12 cents the can. Go easy on the 10-cent article this year. That is, be a little careful to whom you sell them. Away along in the season you're likely to hear complaints about "bursts" and about "your peas not being the same color in the cans." We'll go into this verbally with you.

OLIVE OIL.

The olive oil "cure" is now being talked about. The medicinal properties of pure oil is unquestioned. The purity and genuineness of ——— & ——— are known everywhere. Keep the price at 40 cents and 75 cents.

VACATION IS OVER

with us all for another year. It's work now, and that word "work" means thinking and acting. Think as you go. Think things out. Aspire, but not like a dreamer. Aspiration isn't worth the time you spend on it unless keep "digging" at the same time.

C. O. D'S.

Always take it for granted that the customer intends to pay when she gives the order at the store. Never ask her whether she wants it sent C. O. D.

It means a great saving of time for the delivery men, especially on Saturday, yet you must be careful not to make your customer feel annoyed by insisting in the remotest way on this. Just suggest like this: "Is it not quicker and easier and is not the change more likely to be correct when the transaction is made with the cashier?"

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted for subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Small second-hand peanut roaster, also cash register and medium size counter scales; would like to buy at once. Write Philip Bower, Spencer, Tioga County, N. Y. 15

WANTED—An American slicing machine, a cash register, a Monitor gas coffee roaster, oil tank, a double electric coffee mill with alternating current, computing scales or anything suitable for a first-class grocery. Address Grocer, Pottstown, Pa. 16

WANTED—A good second-hand Toledo computing scale, one that weighs 30 lbs. W. B. Zullinger, Mt. Holly Springs, Pa. 15

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—A good paying grocery business in Easton, Pa., doing a good business, best location; will bear close investigation; owner wishes to retire; large pleasant store room and big cellar with barn, &c., on premises; heat store with hot water, light with gas; large ice box in place; all in good shape; will sell right; one team. Address G. J., care "Grocery World," Philadelphia, Pa. 16

FOR SALE—Or to rent; a good business stand for general merchandise, hardware or any other business; on Erie R. R., 100 feet from depot; good reasons for retiring from business. For full particulars address P. O. Box 205, Hankins, Sullivan County, N. Y. 15

FOR SALE—Stock general merchandise and fixtures; good Jersey village, along electric railroad; no answers unless mean business; no agents; best reason for selling. Address H. W., care "Grocery World," Philadelphia, Pa. 16

FOR SALE—A No. 10 Coles coffee mill, Ridgway butter box, Perfection dried beef cutter, patented glass cheese case, all in good condition and will sell cheap. Charles R. Smith, 5170 Thompson street, Philadelphia, Pa. 16

FOR SALE—Up-to-date Hosiery plant. Good reasons for selling. 140 Procock street, Pottsville, Pa. 15

MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only $2, if satisfactory. May we send you full description?—FREE. American G. Collecting Agency, Castorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free. tf.

FOR SALE—Perfection dried beef chipper, in first-class condition. Call at 2601 East Norris street, Philadelphia. 17

FOR SALE—Store and dwelling, stock and fixtures, in good business location. Will sell stock and rent property or sell both at low figure because of health and other business; carrying $2,000 stock and doing good business. For particulars address V. K. Jones, Morris, Pa. 16

FOR SALE—In central part of Wilkes-Barre, Pa., store 17 x 40, does $400 weekly, half cash, best trade, used two wagons; barn included with store rent; owner trades nearly all; will sell at inventory at to-day's prices and 15 per cent. off on fixtures with privilege of using "The Quality Grocer" by which the place is known. Owner has other business. Address D. 25, care "Grocery World," Philadelphia, Pa. 15

FOR SALE—Well established coffee and tea business doing a good paying trade; will stand full investigation; owner of the only chaff separator in existence; reason for selling, poor health. Address A. L. G., care "Grocery World," Philadelphia, Pa. 15

FOR SALE—Store doing good business; cash, $200 monthly and good credit business; will sell at inventory; store, 21 x 22 feet; rent $12 a month. G. S. Francis, 2230 E. Fayette street, Baltimore, Md. 15

FOR SALE—Grocery and provision business, good paying stand; will stand fullest investigation; will furnish particulars on request. J. Baer & Co., 1918 Orleans street, Baltimore, Md. 15

BUSINESS OPPORTUNITIES.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store buslnesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your buslness, we have a customer. If you want to buy one, we know where something ls that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

EVERY ONE A GOOD CHANCE.

No. 236.—In best residential district of Norristown, Pa., one of the busiest towns in Eastern Pennsylvania. Store established for twenty years. Does $22,000 to $25,000 yearly on stock of $2,000. Uses one team, but horse not for sale. Nets 10 per cent. Owner going lnto other buslness and will sell at inventory. Take about $2,500. Can be greatly increased.

No. 254.—In North Philladelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been establlshed forty years and the owner is now retiring from buslness. Fullest lnvestigation. Price inventory.

No. 258.—On North Tenth street, Philadelphia. Store 18 x 45. Does $350 per week, two-thirds cash. Stock about $1,000. Net profits 15 per cent. Uses one team. Good dwelling connected. Owner is in other business and cannot give time. Store established for thirty years and is making money. Good chance to handle meats. Price inventory.

No. 263.—In near Philadelphia suburb. Grocerles and provisions. Store 40 x 40 feet. Yearly business, $25,000, half cash. Stock carried, $1,500. Net profits 15 per cent. Good dwelling connected. Uses two teams. Business established and prosperous. Good reason for selling. Price, inventory.

No. 266.—In Montgomery County, Pa., just outside Philadelphia. Only store in suburb. Store 30 x 60, with two back rooms, stable and large yard. Does $22,000 yearly, half cash. Stock $4,500. Uses three teams. Post-office in store, paid last year $332. Actual net profits, outside post-office, 8 per cent. Lack of capital cause of selling. Or will take good partner. Price inventory. Fixtures can be rented with store.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business ln 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at lnvoice prices.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, witbin twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 288.—In West Philadelphia. Store 15 x 27 feet. Does $400 to $425 weekly, all cash. Clears $40 cash every week. Uses one team. Good house connected for sale or rent. Owner has a saloon license and must sell store. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,100 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 296.—In best northern residential Philadelphia suburb. General provision store. Opened April 1, 1907, and did $175 the first week. Last week in June, 1907, did $376. Stock about $1,000. Business thoroughly profitable, paying clear above everything $70 per week. Owner has other business and cannot attend. Splendid chance for increasing. Price inventory.

No. 300.—In busiest part of Columbia avenue, Philadelphia. Store 22 x 40 feet. Does $30,000, half cash, balance weekly and monthly. Stock $1,200. Uses one team, hiring the horse when needed. Cleared last year 10 per cent. on groceries and 30 per cent. on truck. Owner is retiring from business and will sell at inventory. Ice-box built in and will be rented with store.

No. 304.—In one of the highest grade Philadelphia suburbs, only grocery store in place. Handles groceries, meats and provisions. Does $38,000 yearly, stock, $2,000 to $2,500. Uses three teams. Sells the very finest trade and gets good profits. This business nets $3,000 a year above everything. Good house connected. Owner retiring. Price, inventory, favorable terms.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,500–$2,800. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 306.—On busiest part of Germantown Avenue. Store 19 x 60. Does $600 weekly, three-quarters cash; stock $1,500 to $2,000. Uses three teams. Business actually clears $100 weekly. Fixed charges moderate and store thoroughly sound and prosperous. Dwelling connected. Owner is a widow and has neither taste nor experience for the grocery business. Will sell at inventory. An extremely unusual chance.

No. 308.—In Germantown. Does $200 weekly. Stock $500. Nets clean 10 per cent. profit above everything. Owner going into other business and will sell at inventory. With meats added this business will increase 50 per cent.

No. 309—In nearby aristocratic Philladelphia suburb. Store 20 x 60. Does $40,000 per year to best trade. Stock $2,500. Uses three teams. Actual net profits 8 per cent. Good dwelling. Owner has been ill for years and now must retire. Price, inventory. This store has been established sixteen years.

In all of these the cause of selling ls good, and the fullest lnvestlgation courted. Every one paylng.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THE BIGGEST GROCERY STORE BARGAIN OF THE YEAR.

We offer one of the best grocery stores in suburbs, seven miles from Philadelphia, only one other store. Does $40,000 yearly. Stock $1,500. Uses three teams. Net profits, clean 10 per cent. Dwelling connected. Owners both seriously ill and must sell immediately. Fixtures and teams are fairly worth $1,800, but will sell for $1,000. Stock lnventory. A clean, handsome, active store. Fullest investigation.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WHO WANTS TO GIVE A GENERAL STORE FOR A GOOD FARM?

A client of ours in Atlantic County, N. J., has a 13½ acre farm, high, cleared and level, directly on the new electric line from Philadelphia to Atlantic City and only seven miles from the latter; good house, barn and other buildings, including large chicken house and yard; two good wells; 100 fruit trees. Splendid place for profitable poultry business, owing to closeness to Atlantic City. Owner wants to exchange for general store in New Jersey or Pennsylvania. He will sell for $4,000 cash or $4,500 trade, subject to mortgage of $2,500.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THE ONLY STORE IN THE PLACE.

This seems like a rare chance. We offer the only grocery, meat and provision store in high-class Philadelphia suburb. Does $38,000 yearly to very best trade; quarter cash, quarter weekly, balance monthly. Stock, $2,000 to $2,500. Business has been established for several years and the owner sells only because he has a stock farm which he likes better. Comfortable house connected. Clean and clear net profits 8 per cent. Price, inventory, half cash, balance any fair terms well secured.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

SALESMAN WANTED—Scotch herring firm, opening branch in New York, requires first-class salesman for Aberdeen canned fish, Scotch and Holland cured herring, Irish and Norway mackerel and some knowledge of German herring trade; only those who have been in the trade need apply. Address Herring, care "Grocery World," Philadelphia. tf

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

Quaker City Preserve Co.

Philadelphia, Pa.

GET YOUR PRINTED

Posters and Show Cards

from our new salesrooms. More room and larger line of stock carried.

GROCERS' PRINTING COMPANY
108 N. Front Street
PHILADELPHIA

IT SAVES TROUBLE

and annoyance many times to have

ABSORBINE

handy in case of a Bruise or Strain. This remedy is rapid to cure, pleasant to use, and you can work the horse. No blister, no hair gone.

ABSORBINE cures Lameness, allays pain, removes any soft bunch quickly. $2.00 per bottle delivered or of regular dealers. Book 6-B free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Badly Strained Joints or Ligaments. Kills Pain.

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

Do You

handle a Cough Remedy that is guaranteed to sell and cure—one that satisfies your customers, gives you large profits, and sells without any effort on your part?

If not, let us give you our proposition—a plan that is both novel and effective. It means money to you and brings new customers and holds the old ones. We do not ask you to pay one cent until you have sold the goods. Write to-day and learn about

German Fir

Dilliard Remedy Company
EAST BANGOR, PA.

this is "Club Cocktail" Pineapple time

Club Cocktail Pineapple is one of the most vigorous sellers Martin Wagner Co. has ever put on the market. Surely you want a case.

"An Emblem of Purity"

Carter & Williams' PEANUT BUTTER

Packed in tumblers and screw-top jars

Retails at 10 and 15 cents

TRY A CASE FROM YOUR JOBBER

CARTER & WILLIAMS, Mfrs.
PHILADELPHIA, PA.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Just a Little Better Than the Other Fellow

If you would like to display Foreign and Domestic Fruit, just a little better than the other fellow, come to us. For many years we have made a specialty of getting ***only the best.*** We particularly want the trade of those who are built like we are. The sort of goods that bring particular people to your store are the kind of goods we are headquarters for.

R. DAETWYLER & CO.

New Market and Callowhill Streets

PHILADELPHIA

FOREIGN AND DOMESTIC FRUITS

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, October 7th. Terms, net 10 days.

First orders must be accompanied by references.

JAMAICA BANANAS.

Jumbo bunches, 10 hands, extra fancy	
Selected, 10 hands,	
Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

CALIFORNIA LATE VALENCIA ORANGES.

Fancy, 80 size, per box	
Fancy, 96 size, per box	
Fancy, 112 size, per box	
Fancy, 126 size, per box	
Fancy, 150 size, per box	6.00
Fancy, 176-200-216	7.00
Fancy, 250-288	6.00
Extra Choice, 80 size, per box	
Extra Choice, 96 size, per box	
Extra Choice, 112 size, per box	
Extra Choice, 126 size, per box	
Extra Choice, 150 size, per box	5.50
Extra Choice, 176-200-216, per box	5.50
Extra Choice, 250-288, per box	5.50

FANCY CALIFORNIA AND MESSINA LEMONS.

Fancy California, 240 size, per box	
Fancy California, 270 size, per box	
Fancy California, 300-360 size, per box	
Fancy Messina, 300 size, per box	4.00 to 4.50
Fancy Messina, 360 size, per box	3.50 to 3.75
Choice Messina, 300 size, per box	3.25 to 3.50
Choice Messina, 360 size, per box	3.00

CALIFORNIA DECIDUOUS FRUIT.

Fancy Tokay Grapes, per 4-bas. crate	$1.50 to 1.75
Choice Tokay Grapes, per 4-bas. crate	1.50
Fancy Malaga (white), per 4-bas. crate	1.50 to 1.75
Fancy Blue Plums, per 4-bas. crate	1.75
Fancy Red Plums, per 4-bas. crate	2.00

FANCY JERSEY SWEET POTATOES.

Fancy Prime, per barrel	$3.00
Choice Prime, per barrel	2.75
Fancy Medium, per barrel	2.00
Choice Medium per barrel	1.85

ONIONS.

REGULAR BUSHEL CRATES.

Strictly Fancy White, per hamper	$1.75
Strictly Fancy Yellow, per hamper	1.50
Bermuda, Prime, per crate	
Fancy Valencia Onions, per crate	1.15

VEGETABLES.

We carry a full line of vegetables in our truck department, but as the market fluctuates daily on this line of goods, orders will be filled at lowest ruling market prices on day of shipment.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

ny subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

acked in paper-lined fancy bags or paper-lined sugar barrels.

	Per lb.
A" Java	.26
B" Java	.24
C" Java	.24
.—Java and Mocba Blend	.24
—Java and Mocba Blend	.22
A" Mocba	.24
B" Mocba	.22
C" Mocba	.20
aguayra (Wasbed Caracas)	.18
A" Maracaibo	.18
B" Maracaibo	.17
A" Santos	.18
B" Santos	.16
C" Santos	.14
'eaberry Santos	.14
A" Rio	.13
o. 1 Rio	.12
o 2 Rio	.10
ipton Special Mocba and Java, 1 lb. cans	.27
ipton Perfection, 1 lb. cans	.20
attlesbip, 1 lb. packages, any quantity	.15
og Cabin, 1 lb. packages, 100 to case	.14
rbuckle's, 100 lbs. to case	
ing Bee, 100 lbs. to case per case	15.00

TEA.

	Per lb.
o. 25 Gunpowder	.24
o. 28 Gunpowder	.35
est Gunpowder	.45
o. 25 Englisb Breakfast	.20
o. 28 English Breakfast	.33
est Englisb Breakfast	.40
o. 25 Moyune Gunpowder	.33
o. 28 Moyune Gunpowder	.38
est Moyune Gunpowder	.50
o. 25 Imperial	.33
o. 28 Imperial	.35
est Imperial	.50
o. 25 Oolong	.28
o. 28 Oolong	.35
est Oolong	.45
oung Hyson	.35
apan	.35
eno ½ and ¼ lb. packages	.50
ilver Moon	.27
ilver Bell, 1 lb. packages	.25
alada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box per doz.	.90

CANNED VEGETABLES.

	Per doz.
aked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb., plain, 2 doz	1 45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1 10
Excursion, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
orn—	
Pin Money, Sboepeg, 2 lb., 2 doz	.95
Standard Shoepeg, 2 lb., 2 doz	.85
Standard, 2 lb., 2 doz	.80
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernclled Corn, 2 doz	1.45
eas—	
Foote & Co., extra sifted, 2 doz	1 45
Belle Brand, 2 doz	.90
Little Fellow, 2 lb., 2 doz	1.50
Rob Roy, 2 lb., 2 doz	1.00
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz	1.20
Frencb, extra fins, 100 in case, per case	18.50
Pin Money Combination—	
2 lb., 2 doz	.80
idney Beans—	
2 lb., 2 doz	.75
ima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	1.15
Little Darling, 2 doz	
umpkins—	
3 lb., 2 doz	.85
Gallons	
tring Beans—	
2 lb., 2 doz	.85
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.10
1 lb. Pulp, for soup	.48
uccotash—	
2 lb., 2 doz	.95
omatoes—	
Pin Money, whole, 3s, 2 doz	1.00
Standard, 3s, 2 doz	.97½
Gallon, ½ doz	3.00
Fair Quality, 3s	.95
2s, 2 doz	.80

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	
Jockey, 1 lb., tall, 4 doz	1.50
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Crab Meat—	
½ lb., 4 doz	1.00
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.60
Beaver, ½ lb., flat, 8 doz	2 30
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz	1.15
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.10
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Glen Cove, ¼ oil, 100	4 00
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6 50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
¾ Crown Mustard, 50 cans	4 00
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.50
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
Nortb Cape, Smoked, 100 cans	9.25
Grisetta, witb key, 100 cans	8.50
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.10
Blackberries, 2 lb., 2 doz	1.15
Blueberries, 2 lb., 2 doz	
Cberries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.35
Pie Peacbes, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.40
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 50
Grated Pie Pineapples, James, 3 lb., 2 doz.	.95
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1 60
Standard Peaches, Rialto, 3 lb., 2 doz	2.50
California Apricots, 2 doz	
California Cherries, 2 doz	
California Peacbes, 2½ lb., 2 doz	
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peacbes, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.13
Evaporated, 1 lb. packages, 4 doz	.11
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.15
Best, 25 lbs	
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.09
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	.06
Stuffed, 1 lb per doz.	
New Prunes—	
40- 50, 25 lbs	
50- 60, 25 lbs	.08
60- 70, 25 lbs	07½
70- 80, 25 lbs	.07
80- 90, 25 lbs	.06½
90-100, 25 lbs	.06¼
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs per box	2.10
Seedless Muscatels, 50 lbs	
Seeded, 36 1 lb. packages	.14¼
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¼
No. 2 Head, bbls. or 100 lb. sacks	.05¾
No. 3 broken, bbls. or 100 lb. sacks	.04¼
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, 224 lbs	.95
Kiln Dried	1.00
Fine Table, busbel sacks	.35
Fine Table, ½ busbel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt per cwt.	.95

BEANS, PEAS, Etc.

	Per busb.
New York Hand-picked, about 2½ busbel to bag	2.50
Lady Wasbington Beans, about 200 lbs. to bag	2.60
Green Peas, dried, about 165 lbs. to sack	
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.07
Imported Lima Beans, about 90 lbs. to sack	.07
Split Peas, 210 lbs per bbl.	7.50
Less quantity	.04
Lentils, about 100 lbs. to sack	.09

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	
Kingsland, N. O	.35
Julian F. Bradsbaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.30
Gold Medal	.32
King Syrup	.32
No. 12 Syrup	.18
No. 6 Amber Syrup	.29
California Amber Drips, 2 lb. cans, 2 doz	1.80
California Amber Drips, 2½ lb. cans	2.10
California Amber Drips, 3 lb. cans, 2 doz	2.40
California Amber Drips, ½ gal. cans, 1 doz.	1.95

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.90
Fine Granulated, 100 lb. sacks	4.90
Confectioners' A	4.85
No. 1, A	4.80
Ligbt Yellow	4 35
Fine Granulated, 2 lb. bags	5.20
Fine Granulated, 5 lb. bags	5.10

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Cballenge, 4 doz	4 15
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.45
Red Cross, 4 doz	4.40
Star, 4 doz	4.35
Dime Brand, 4 doz	3.80
Lion, 4 doz	4.20
Premium, 4 doz	4.40
Hircs' Silver, 4 doz	4.50

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4 00
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3 35
Our Pet, baby size, 6 doz	2.90
Peerless, small size, 4 doz	2 10
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof bandles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs per case	3.50
Brass Box, 50s, tbis is a regular spring top, vest pocket, durable match box	1.10
Searcb Ligbt, 100s, 5 gross	1.00
Search Ligbt, 500s, 1 gross	4.50
Daily, No. 1, blue beads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Cbips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl Wbite Floating	100	4.00
Ark	100	2.20
Babbitt's	100	3.75
5 box lots freigbt paid, with 1½ box "1776" or 100 cakes Best Soap free		4.25
10 box lots freigbt paid, with 2½ boxes "1776" or 120 bars Best Soap free		4 20
Buffalo Oleine	60	2.40
Wasbday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3 50
*Fels-Naptba	100	4.00
Hoefner's Tiger Borax	100	3.65
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Pbiladelphia Oleine	60	2.65
*P. & G. Oleine	60	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.50
*Sunligbt	100	4.10
*Sunsbine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Cblps	4 doz.	2 08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptba	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for tbe bauds	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkisb Batb, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetbeart	50	1 90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by **FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York**

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrols	.40@.45
Cholce, barrels	.38
Good, barrels	.26@.30
Fancy, quart jars, per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@.85
Ordlnary	.22
Blended, fancy	.84
Blended, choice	.80
Blended, good.	.28
2-lb tlns, 8 dozen, per case,	2.80
Quarts, 2 dozen, per case,	2.80
Sngar Syrup—	
Pure, extra fancy	.85@.88
Pure, cholce	.24
Blended, fancy	.82
Cholce	.29
Vanilla Drlps	.26@.30
Tins, 2-lb., 2 dozen, per case,	1.95
Tins, 2½-lb., 2 dozen, per case,	2.25
Tins, 8-lb., 2 dozen, per case,	2.50
Tins, 5-lb., 1 dozen, per case.	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloators, connt 100@110	
Georges, count 110@115	25.00
Shore 2s, count 225@250	27 00
Medium Irlsh 2s, count 450	20.00
Norway, count 400@450	
Norway, count 300@350	26.00
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy mlddles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, brlcks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.13
Halibut, fancy chunks, Iceland, 20 lbs	
Bloaters, Cromarty, 100s	

TEAS.

Gnnpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.85
Cholcest	.45@.65
mperial—	
Common to fair	.20@.25
Superior to fine	.30@.85
Extra fino to finest	.40@.45
Cholcest	.50@.55
Young Hyson—	
Common to fair	.15@.18
Superior to fine	.22@.80
xtra fine to finest	.35@.40
nolcest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.20@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Cholcest	.—@.45
Dust	@.12½
...ng—	
...mon to fair	@.15
Superlor to fine	.17@.22
Extra fine to finest	.25@.35
Cholcest	.40@.65
...ouchong—	
Common to fair	.14@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Cholcest	.40@.60

ROASTED COFFEES.

Java—MandhelIng—Fancy brown	.84
Old Goverument—Best	.27
Old Government—Cholce	.25
Old Government—Prlmo	.23
Old Government—Good	.21
Imitation	.20
Afrlcan	.20
Mocha—	
Geuuine Arabian	.23
Maracaibo—	
Cueuta—Bcst	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Cholce	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Cholce	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia bnds	.30
Cinnamon, Mats	.10½
Cinnamon, Twalo	.17
Cinnamon, Ceylon	.21@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.80
Cloves, Zanzibar	.19@.20
Cloves, Amboyna	.22
Cloves, Penang	.30@.35
Ginger, African	.08
Ginger, Jamaica, bleached	18½@.20
Ginger Jamaica, unbleacned	.17@.19
Ginger, Calcutta	.08
Nutmegs, 75–80s.	.25@ 35
Nutmegs, 105–110s.	.18@.20
Nutmegs, 130–140s	.15@.18
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, hlghest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Salgon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Extra whlte 2½s, unpeeled Calif.	
Standard whito 2½s, Calif	
Tlps, green, 1s	
Tips, white, California, 1s	
Beans, Baked—	
Standard, plain 1s	.42½
Standard, plain or sauce, 2s	.50@ .60
Standard, plain or sauce, 3s	.70@ .85
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.50@1.60
Beaus, Lima—	
Fancy 1s	
Fancy 2s	1.60
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	.60@ .80
Beans, Strlngless—	
Fancy 2s	2.25@2.50
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not strlngless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	
Red Kidney 2s	.85@1.00
Corn—	
Fancy Malue 2s	1.10@1 15
Fancy New York 2s	.90@1.00
Standard New York 2s	.75
Maryland 2s, Maine Style	.75@ .80
Other standard grades 2s	
Peas—	
Smallest Slfted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.30@1.35

—3—

Telephone 2s	
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.15@1.20
Soaked 2s	.75@ .80
Succotash—	
Extra fancy Maine 2s	1.25
Fancy Maine 2s	1.00@1.10
Extra standard 2s	.75@ .90
Pumpkin—	
Fancy, 3s	.85@1.15
Fancy, gallons	2.75
Squash—	
Fancy 3s	1.15
Tomatoes—	
5½-in. cans, fancy New Jersey	1.50
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	4.50
Gallons, extra standard Maryland	4 25
Quarts, glass jars	
Beets—	
Fancy Strawberry 3s	1.50@1.75
Cut 3s	1.00@1.10
Sweet Potatoes 3s	.90@1.00
Sauer Krant 3s	.80@1.10
Spinach—	
Standard Maryland 3s	1.45@1.50
Fancy New Jersey 3s	1.50@1.75
Gallons	4.75

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	
Cherrles—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	3.00
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.75
Extra 2½s	3.00
Extra standard 2½s	
Fancy 3s	
Standard 2½s	
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.75
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s.	3.50
Extra standard 2½s	

EASTERN.

Pears—	
Choice New York 2s	1.50
Choice New York State 2½s	2.60
Standard 2s	1.25
Pineapples—	
Sliced or grated 2s	2.00@2.20
Sliced or grated 1s	1.00@1.10
Pie, grated, gallons	3.60
Singapore 1½s	1.15@1.25
Plums, egg, 3s.	
Plums, gage, 3s	
Apples—	
Gallons	3.25
Strawberries—	
2s, fancy	2.50
2s, extra	
Raspberries—	
Red, fancy, 2s	1.80
Standard 2s	

FISH.

Lobster—	
Flat 1s	4.50
Flat ½s	2.50
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	
Medium Red	
Red 1s	1.25@1.35
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.10
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.13
Smyrna Sult., fancy, 6 cr., 30 lbs	.14
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaued Sultanas—	
Smyrna fancy, 1-lb. cartons	
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	.08
California, 4 cr., 50 lbs	
California, 3 cr., 50 lbs	
California, 2 cr., 50 lbs	
Figs—	
Baskets, 1 lb. and 2 lb.	.15 @.18
Layers, 2¾-in., 10 lbs	.09
2½-in., 12 lbs	.10½
2¼-in., 12 lbs	.09½
2-in., 12 lbs	
Currants—	
Fancy, 1-lb. cartons	.10
Cleaned, 1-lb. cartons, choice	.08½
Bnlk, choice, 50 lbs	.0[illegible]
Natural, choice	.07½
Citron—	
According to quality	
Lemon Peel—	
According to quality	
Orange Peel—	
According to quality	
Fard Dates—	
60 lbs., bulk	.07
1-lb. pkgs., 30-lb. case	.09
Persian Dates—	
60 lbs.	
Prnnes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.10½
40x50, choice	.09½
50x60, choice	.07½
60x70, choice	.07½
70x80, choice	
Choice. 50-lb. box—	
60x70, 80x 90	
70x80. 90x100	.05½
Prunes in cartons—	
Fancy 40x 50	.11
50x 60	.10
60x 70	.09½
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	
40x50	
Apples—	
Fancy, 50 lbs.	
Fancy, 1-lb cartons	
Prime, 50 lbs.	.10½
Choice, 1-lb. cartons	.12
Peaches—	
Fancy, peeled, 25 lbs.	.27
Unpeeled, fancy, 25 lbs.	.15
Extra Choice Muir	
Apricots—	
Royal, extra fancy, 25 lbs	.26
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.24
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	@.40
Valencia, 28 lbs	.36 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.25
French Princess	
Tarragona, 120 lbs	.16
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.12½
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.16 @.19
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	.13
Grenoble, 220 lbs	
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.17
Extra choice, boxes, 25 lbs	.18½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@18.00
French quarters, boneless	
French quarters, with bones	14.50@18.00
High quarters, boneless	24.50
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ½s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	18.00@20.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.	.08@ .09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.	Column
Tub Butter	7
Corn Meal	29
Beans, Dried	29

DECLINES.	Column.
Cottolene	27
Skinback Hams	43
Live Poultry	45

ADDITIONS.	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammunition	4
Axle Grease	5
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	5
Barley	29
Baskets	62
Bath Brick	59
Beans	29
Blacking, Shoe	6
Bluing	6
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	28
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candies	15
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	30
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Pudding	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	60
Tacks	5?
Tapioca	3?
Tar	4
Teas	
Tobacco, Chewing	6
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

Confectioners' Lozenge	5.25
" Powdered	5.25
" Crown A	5.45
" Crystal A	5.10
" Coarse Granulated	5.35
Eagle Tablets	6.38½
Crystal Dominoes	7.35
Cut Loaf	5.80
Patent Cubes	5.35
Powdered	5.20
Extra Fine Granulated	5.20
Coarse Granulated	5.20
Granulated	5.10
Fine Granulated	5.10
" in 50-lb. bags packed 2 in 100-lb. bag	5.15
" in 25-lb. bags packed 4 in 100-lb. bag	5.15
" in 10-lb. bags packed 10 in 100-lb. bag	5.25
" in 5-lb. bags packed in bbls	5.30
" in 5-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. bags packed in bbls	5 40
" in 2-lb. bags packed in 100-lb. bags	5.40
" in 2-lb. cartons in cases	5.30
" in 2-lb. paper packages in cases	5.30
Confectioners' A	5.00
1—Keystone A	4.85
2—American A	4.80
3—Centennial A	4.75
4—California A	4.70
5—Franklin B	4.65
6—Keystone B	4.60
7—American B	4.55
8—Centennial B	4.50
9—California B	4.45
10—Franklin Extra C	4.40
11—Keystone Extra C	4.35
12—American Extra C	4.30
13—Centennial Extra C	4.25
14—California Extra C	4.25
15—Franklin C	4.25
16—Keystone C	4 25

TEA.

	Per lb.
JAPANS—Basket-fired	18 @ 35
JAPANS—Pan-fired—Common to Fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	13 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	13 @ 20
Choice to extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	17 @ 38
CEYLON—Common to Fine	17 @ 40
ENGLISH BREAKFAST—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

	In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1	.45	.47
" " " 2	.40	.42
" " " 3	.35	.37
Black and Green, " 1	.45	
" " " 2	.40	
English Breakfast, " 1	.45	
" " " 2	.40	
Formosa Oolong, " 1	.45	
" " " 2	.40	

Counter box, 30 ten cent tins, only packed in No. 1 quality, $2.00

Tetley's Tea— Per lb.
¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, " "	.60
Ex. Gold, " "	.75

Mixed (Green and Black), same prices as above.
Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), "	.50
Formosa and Oolong, "	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades ... per doz.	.90

Caricol Blend, Martindale & Co.:— Per lb.

5-lb. Silver Sacks	.22
1-lb. "	.22½
½-lb. "	23
¼-lb. "	23½
⅛-lb. "	25

Spring Garden Tea—

100 lb. barrels ... per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

McCormick & Co's, Banquet Brand— Per doz.

	.85
No. 10	2.00
No. 25	4.00
No. 50	8.00
No. 100	

—3—

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz., per doz.	.85
" " " quarts, 1 " "	1.40
" " " " 3 " "	1.40
" " " ½ gals. 1 " per bbl.	2.50
Colburn's, 16 oz., 2 doz. ... per doz.	.75
" quarts, 1 " "	.90
" " 3 "	.90
" ½ gals. 1 " ... per bbl.	1.80
Violet, pints, 2 doz. ... per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross ... per gross	9.25
Mica, ¼ gross "	8.40
Peerless, ¼ gross "	4.40

BAKING POWDER. Per Doz

¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75
Davis' O. K., ¼-lb., 4 doz ... per doz.	.45
" ½-lb., 3 " "	.90
" 1-lb., 2 " "	1.65
" 5-lb., ½ " "	7.20
Cleveland's, 10-c. size, 4 doz ... per doz.	.84
" ¼-lb., 4 " "	1.23
" ½-lb., 2 " "	2.28
" 1-lb., 1 " "	4.37½
Leslie's, ¼-lb. cans, 1 or 2 ds. cartons, 4 ds. cases	.45
" ½- " 2 dos. cases	.90
" 1- " 1 "	1.65
" 5- " 6 cans in case ... per lb.	.12
Sea Gull, 6 oz., glass, 4 doz	45
Parrot and Monkey, 4 doz	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass, 4 doz	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl ... per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz ... per doz.	.45
10c.-can, 4 doz. in box "	.90
½-lb. cans, 2 doz. in case "	1.25
1-lb. cans, 1 doz. in case "	2.50
Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65

—4—

Ralston Baking Powder, 1 lb. cans, per doz.	2.25
" " " ½ lb. " " "	1.25
Boston Brand, 5 lb. size, ½ doz. case ... per doz.	12.00
" 1 " 1 " ... "	2.50
" ½ " 2 " ... "	.55
" ¼ " 3 " ... "	.75
Purity Brand 5 " ½ " ... "	6.00
" 1 " 1 " ... "	1.50
" " 3 " ... "	.80
" ¼ " 3 " ... "	.45

BLACKING—Shoe. Per Gross.

Shinola ... per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free ... per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz ... per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M. ... per ½ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ½ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French ... per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Browns, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co.—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos Peaberry, extra fancy	- .10
" Fancy	.09¼@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.11¾
" Choice	@.11
Washed Caracas, Fancy	.12½@.13
Java, Extra Fancy Old Government	@.19
" Extra Fancy	@.18½
" Fancy	@.18
Mocha, ½ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.13
" Prime	@.11½
" Choice	@.09½
Santos, Extra Fancy	.13½
" Fancy	@.13
" Choice	@.12½
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.24½
" Fancy	@.23½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.18½
Eureka	.15½
Leader	.18
Jap	.13
Special, No. 6	.12½
Special Drive	.12

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 35/100
Lion	13⅜	13¼
B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins,	.26	
Saludo, lbs	.20	
" 50-lb. tins	.19	
" barrels	.18	
Viv, lbs	.16	
" 50-lb. tins	.15	
" barrels	.14	

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

	Per lb
German-American Coffee Co.—	
Triunfe, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, M. & J. Blend, 40 or 60 1 lb. tins	.27½
Tourist, M. & J. Blend, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E L. C., 100 lbs. to case	.15
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box per box	3.90
12 tins in box per carton	.95
2 lb. tins per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Gun Caps, E. B per M	.60
Gun Caps, musket per M	.65
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB. bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz.	5.20
Sawyer's, No. 1, 6 doz.	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz.	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz.	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.32
" First, "	.31
" Second, "	.30
" Third, "	.29
" Imitation, 30–60 lbs	.28
" 5-and 10-lb. rolls, 60- and 100-lb. boxes	.33
Ladles, 30–60 lbs., bakers' use	.25
Print Butter:—	
Star or S. D. brands, 1 lb., 20–50-lb. bxs.	.35
B. B., E. D. brands, 20–50-lb. boxes	34
J. J., C. V., Gilt Edge, Gold Medal, 20–50-lb. boxes	.33
Sheaf ("400") Elgin, 20–50-lb. boxes	.32
Sheaf	.28–.31
B. S. Gilt Edge, cartons	.35
Gurnse, pounds or half pounds	.33
Belle Spring	.31

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.11½
" 16's, "	.12½
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09½
Peerless " " "	09¾
Bright Light, " " per box	2 50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	
Martha Washington, long 12s per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints per gross	4.20
Mason's, quarts per gross	4.45
Mason's, half-gallons per gross	6.20

—8—

Jelly Tumblers—	
Barrels, 22 doz per doz.	.16½
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.75
Mason's Caps and Rubbers, ½ gro., "	2.05
Jar Rubbers—	
Lip, wide per gross	.85
Acme, wide, 1 doz. cartons per lb.	45
" medium, 1 doz. cartons "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Autumn brand, Sweet Marjoram per doz.	.25
" Sage "	.25
" Thyme "	.25
" Savory "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 2 doz. Sage, ½ doz. Thyme, ½ doz. Savory per case	1.00
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savory—	
½-lb. cartons, 1 doz per doz.	.40
¼-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 doz per doz.	.90
¼-lb. square cans, 2 doz "	.80

CANNED GOODS.

	Per Doz.
Tomatoes—	
Frying, Good Luck Brand	1.15
DuBois' Frying	1.22½
Jersey King, No. 3, Standard Jersey	1.05
Blue Hen Chickens, No. 3	1.00
Rio Grande, fancy, Jersey	1 05
Silver Lake, fancy, Jersey	1.10
Alta, No. 2	.75
Alta, No. 10, 1 doz	3 15
Bull Dog, No. 2	.75
Lima Beans—	
Tinsley's. extra small	1.35
Turkey, fancy, Jersey	1 10
Silver Lake	1.05
Boyer's, Fancy	1.07½
Oxford, Maine packed	.87
Lanfair, 2s	.65
String Beans—	
Red Jacket, small	1.55
Mikado, Penna., fancy	1.00
Cloister, fancy N. Y	1.45

It's a Blend That Nearly Everybody Likes

It's name is **Spring Garden.** Your customers will find it the finest tea they ever bought for 60 cents per pound. We sell it to you for:

In 100-lb. Barrels	18	cents per lb. net
In 5-lb. Silver Bags	19	cents per lb. net
In 1-lb. Silver Bags	19½	cents per lb. net
In ½-lb. Silver Bags	20	cents per lb. net
In ¼-lb. Silver Bags	21	cents per lb. net

Packed in cases containing 100 Pounds

Thomas Martindale & Co., Philadelphia, Pa.

"THE BOTTOM AS GOOD AS THE TOP"

Our **Apelpi Evaporated Apples** are a prime grade of New York fruit, selected from the best flavored and matured apples.

The square cartons are lined with waxed paper and their contents are guaranteed to be as fine as anything in the market.

Every piece of fruit is hand picked and must be perfect before it goes into our machines.

The result is a product for which the demand is not only enormous, but constantly growing.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON Distributers — **28 So. Front Street** Philadelphia, Pa.

They Wouldn't Imitate It If It Wasn't So Good

The Ramly Cigarette is the finest 10c. Turkish cigarette ever made. It is so good other manufacturers try to make their goods **look like** the Ramly, but there the similarity ends.

If you want to get a run on cigarettes, get people to go out of their way to come to to you, put in the Ramly. Remember how it is spelled—R-A-M-L-Y.

Mentor Cigarette Company

404 Atlantic Avenue

Phila. Rep., ARTHUR HAGAN & Co. 151 North Third Street

BOSTON, MASS.

—9—

Boyer's, 2s	.82½
Acorn, 3s	1.00
Acorn, No. 2	.75
White Wax Beans—	
Acorn	.70
Champion	.65
Compass, No. 10, 1 doz	3.00
Baked Beans—	
B. & M., No. 3	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.87½
Campbell's, No. 2, sauce	.87½
Oxford, No. 3	.90
Narragansett, No. 2, tomato sauce	.97½
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.80
Moore & Brady, No. 3, sauce	.85
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	45
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	.92½
Martin Wagner Co., No. 3, tomato sauce	1.00
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.50
Schimmel's, No. 2, sauce	.87½
Schimmel's, No. 2, plain	.82½
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. per doz.	.82½
Victory brand, No. 1, 4 doz. per doz.	.45
Corn—	
Kornlet	1.50
Winoor, kernelled	1.40
Paris, fancy Maine	1.15
American Beauty, extra fancy, Shoe Peg	87½
Cream of Susquehanna	.95
Baker's, G. W., whole grain	
Shoe Peg, Susquehanna	.80
Shoe Peg, Osborn's	.72½
Mark, crushed	.72½

—10—

Peas—	
French, Extra Fins, 100 cans, per case	16.25
French, Tres. Fins, 100 cans, per case	
French, Fins, 100 cans	14.50
French, Moyens, 100 cans	13.50
Belle Rose, Fancy N. Y. State Sifted, Little Champions	1.50
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1 25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	1.00
Little Nell's, Baltimore	.65
Beets—	
Red Jacket, No. 3, small	1.45
Silver Lake, fancy, No. 3	1 05
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
McMurray's Mountain	.80
Spinach—	
Champion, No. 3	1.25
Shawnee, No. 3	1.27½
Farren's, No. 10	4.25
Sweet Potatoes—	
Plantation, No. 3	.92½
Delaware, 3-lb., 2 doz	.95
Pumpkin—	
Catawba brand, extra fancy, N. Y. State, No. 3	.85
M. & W., Dog Head, No. 3	.80
Andrews & Co., No. 2	.47½
Asparagus—	
Del Monte, mammoth, No. 2½	4.25
Extra mammoth, No. 2½	4.25
Superior, large, No. 2½	4.00
Staple, medium, No. 2½	3.85
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3 50
Grand Island, medium	3.35
El Rio, medium, No. 2½, 2 doz	3.25

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra standard	2.50
Standard	
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Cherries—	
Extra quality, 2½s	3.40
Extra standard, 2½	
Standard, 2½	3.00

—11—

Peaches—	
Extra standard, lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 1 lb., 4 doz	
Prize Medal, lemon clings, No. 10, 1 doz	8.50
Express, yellows, 2½s	
Plums—	
Extra standard egg	
Extra standard green gage	
Standard egg	
Standard gage	

DOMESTIC CANNED FRUIT.

Apples—	
Derby, No. 10, 1 doz	2.85
Pride of Shenandoah, No. 3, 2 doz	1.00
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	1.20
Jersey Duke, 2s	1.00
Blueberries—	
Loggies, No. 2	1 50
Loggies, No. 10	7 00
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Calumet, yellow, light syrup	
Terrapin, No. 3	
Pears—	
Matchless, extra fancy, No. 2	1.65
Raspberries—	
Mikado, red, fancy, N. Y. State, preserved, No. 2	
Rhubarb—	
Silver Lake, No. 3	
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	1.95
Silver Lake, No. 10, 1 doz	7.50
Defence, No. 2	2.20
Pine-apple—	
Phonograph, grated, No. 2	1.95
Phonograph, sliced, No. 2	1.90
Acorn, grated, No. 2	1.90
Acorn, E. & C., No. 2	1.85
General, E. & C., sliced, No. 2	1.75
Indian River, E. & C., No. 2	1.60
Terrapin, E. & C., sliced, No. 2	1.55
Wagner's, E. & C., No. 2	1 50
Orange Grove, E. & C., No. 2	1.40
Wallace, grated, No. 2	1.30
Singapore Chunks, No. 1½, 4 doz	1.17½
Wallace, E. & C., sliced, No. 2	1 25
Singapore, cubes, No. 1½, 4 doz	1.12½
Wagner's, No. 1, cocktail, 2 doz	1.00
P. & B., grated, No. 3	.95
James, No. 3, pie, grated	.90
Singapore, cubes, No. 1, 4 doz	.80

—12—

The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.

Tan Chop Hin, ¾-lb. chunks, per doz.	.80
" 1 " " "	.87½
" 1½ " " "	1.17½
" 1½ " sliced "	1.35
" 1½ " grated "	1.35
" 2½ " whole "	1.85
Packed in their own juice :—	
1½-lb. chunks, extra heavy syrup...per doz.	1.45
1½ " sliced "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz.
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	
Star, No. 1, 4 doz	
Lobster—	
B. & M., No. 1, flat, 4 doz	4.40
B. & M., No. ½, flat, 4 doz	2.20
B. & M., No. 1, tall, 2 doz	4.25
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 doz	1.35
Star brand, No. ½, flat, 4 doz	2 25
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.35
Shrimps—	
Barataria Canning Co., new, No. 1, 2 doz	
Lopez & Dukate (Barataria), new, pickled, No. 1, 2 doz	1.25
Mackerel—	
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.50
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.15
Boyer's, No. 2, 2 doz	2.07½
M. & B., No. 1, 2 doz	1.07½
Stewart's, No. 2, 2 doz	2.10
Stewart's, No. 1, 2 doz	1.02½
Victory, No. 1 doz	1.02½
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Salmon—	
Cook's, Holly, Colorado River, No. 1, tall	1.80
Hapgood's, No. 1, tall, 4 doz	1.85
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.10
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Rising, light, fancy, red, No. 1, tall	
Humes, Karluk, No. 1, tall, 4 doz	1.32½

Ritter's Guaranty

In compliance with the rules and regulations for the enforcement of the Food and Drugs Act published by the Commission appointed for this purpose, we have filed a guaranty covering all our products with the Agricultural Department in Washington under the serial number 1017.

In the future all our products will be labeled in accordance with Regulation Nine as follows: *Guaranteed under the Food and Drugs Act, June 30, 1906, No. 1017.*

This guaranty is sufficient and covers every sale we make and no individual guaranties are necessary.

It has always been our aim to manufacture pure and wholesome food, to comply with existing laws and to protect all who buy our products, and we shall carry out this principle in the future.

We hope to deserve your continued confidence and patronage.

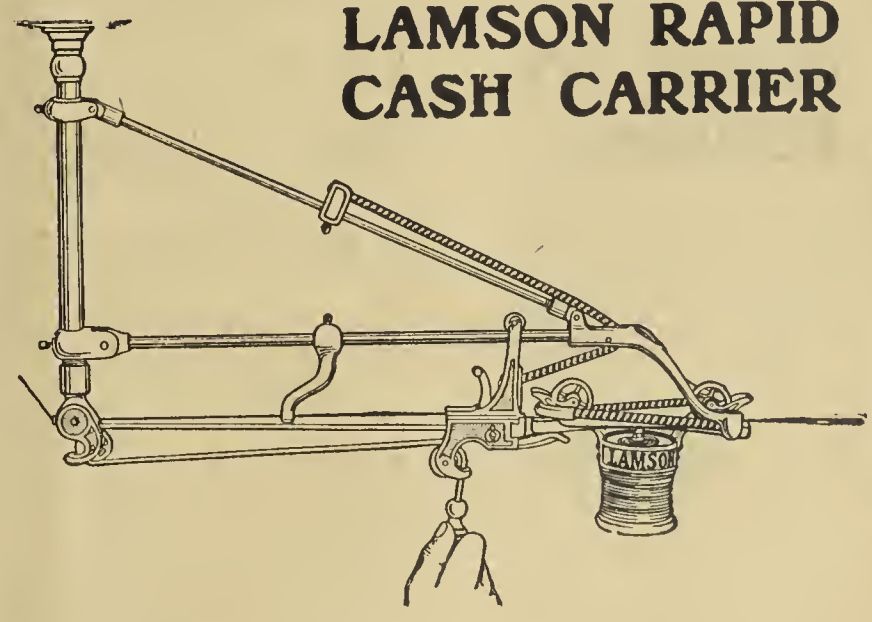
Philip J. Ritter Conserve Co.

PHILADELPHIA, PA.

Fruit Butters	Preserved Fruits	Fruit Syrups
Cranberry Sauce	Catsup	Honey
Mince Meat	Chili Sauce	Mustard
Jellies	Salad Oil	Baked Beans
Jams	Crushed Fruits	Soups

Canned Fruits Canned Vegetables

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1 .... 1.45
Leader, fancy, red, No. 1, tall ....
Defender, medium, red, Alaska, No. 1, tall..

Plain.

La Champagne, ½'s, key 25 00
" ¼'s, key 17.00
Lucullus, ¼'s 13.00
C. Morel, ¼'s 10.00

SARDINES—Boneless.

Le Marchand, ½'s ....
La Champagne, ¼'s, key ....
Cadean, ¼'s, key 25.00
Imported—
French,
¼s, Martels 9.40
½s, Martels 13.50
Morel, ½s, boneless 17.50
¼s, Aurora, smoked 8.25
Mustard—
¾s, Irma, 100 cans 3.42½
¾s, Eureka, key, 100 cans 3.27½
¾s, Luncheon, 100 cans 3.10
¾s, Fox, 100 cans 3 00
¾s, Underwood's, 50 cans 3.95
¾s, Irma, 50 cans 3.25
¾s, Harbor, 50 cans 3.30
¾s, Booth's, extra, in cartons, 50 cans 2.75
¾s, Continental, key, 48 cans 2.50
¾s, Bianchville, 50 cans 2.30
Oil—
¼s, Irma, 100 cans 3.67½
¼s, Continental, key, 100 cans 3.40
¼s, Le Baron, 100 cans 3.12½
Gold Label, ¼s, oil, 100 cans 6.25
" ¼s, mayonnaise dressing, 100 cans 6.40
" ¾s, " " 50 cans 4.30

Skipper Sardines— Per case
Quarters, Olive Oil, key, 100 tins 12.00
Halves, Olive Oil, key, 50 tins 12.00
Quarters, Tomato Sauce, key, 100 tins 13 00
Halves, Tomato Sauce, key, 50 tins 13.00

CANNED MEATS.

Corned Beef. Per doz.

Armour's Veribest, with key, No. 1, 2 doz 1.20
" " with key, No. 2, 1 doz 2.25
Fairbank's, with key, No. 1, 2 doz 1.15
" with key, No. 2, 1 doz 2.15
" with key, No. 6, 1 doz 7.65
" with key, No. 14, ½ doz 16.50
Libby's, with key, No. 1, 2 doz 1.20
" with key, No. 2, 1 doz 2.20

Chipped Dried Beef.

No. 1, 2 doz 1.85
No. ½, 2 doz 1.05
Glass, No. ½, 2 doz 1.35
Glass, No. 1, 2 doz 2.35
Beechnut Sliced Beef, No. 1, glass jars, per doz. 2.72½
Beechnut Sliced Beef, No. ½, glass jars, per doz. 1.55

—14—

Acme Sliced Smoked Beef. Per doz.

Large tins, 2 doz 2.60
Medium tins, 4 doz 1.60
Medium tins, 2 doz 1.65
Small tins, 4 doz 1.00
Large glass jars, 1 doz 2.85
Special jars, 1 doz 2.60
Junior jars, 2 doz 1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars 2.72½
Beechnut Bacon, No. ½, glass jars 1.55
Acme, large glass, 1 doz 2.75
Acme, junior glass, 2 doz 1.60

Roast Beef.

Fairbank's, No. 1, 2 doz 1.12½
Fairbank's, No. 2, 1 doz 2.15
Armour's, No. 1, 2 doz 1.22½
Armour's, No. 2, 1 doz 2.25
Libby's, No. 1, 2 doz 1.20
Libby's, No. 2, 1 doz 2.20
Kingan's, No. 1, 2 doz 1.05
Kingan's, No. 2, 1 doz 2.05

Lunch Tongue.

Fairbank's, No. 1, 2 doz 2.20
Libby's, No. 1, 2 doz 2.90
Armour's, No. 1, 2 doz 2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz 7.00
Libby's, No. 2½, 1 doz 10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz .... .42½
Armour's Veribest, No. ½, 2 doz .... .75
Libby's, No. ¼, 4 doz .... .45
Libby's, No. ½, 4 doz .... .80

Potted Chicken or Turkey.

Armour's—
No. ¼, 4 doz .... .82½
No. ½, 2 doz 1.45
Libby's—
No. ¼, 4 doz .... .85
No. ½, 2 doz 1.50

Boned Meats.

Curtice Brothers, "Blue Label"— Per Doz.
Chicken, No. ½ 2.85
" " 1 .... 5.00
Turkey, " ½ 2.85
" " 1 .... 5.00
Whole Rolled Ox Tongue, No. 2 .... 11.00
Whole Ham, No. 1½ 9.00
Whole Ham, No. 2½ 13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—

	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—

	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2 25
Tongue	1.25	2 25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup— per doz.
3 lb. cans, 2 doz 2.35
2 lb. cans, 2 doz 1.35
1 lb. cans, 4 doz .... .90
Gallons, cans, ½ doz 5.00
Schimmel's, assorted, 1 lb., 4 doz .... .85
Campbell's:—
No. 1 cans, 4 doz. to case, straight or assorted, all kinds except Tomato ...... per doz. .87½
No. 1 cans, 4 doz. to case, assortment No. 1 containing 8 cans Tomato ...... " " .87½
No. 1 cans, 4 doz. to case, Tomato ...... " " .95
No. 8 cans, 24 to case, all kinds except Tomato ...... " " 2.50
No. 8 cans, 24 to case, Tomato ...... " " 2.65
Gallon cans, 6 to case, all kinds except Tomato ...... " " 7.75
Gallon cans, 6 to case, Tomato ...... " " 8.25
Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONERY.

Croft & Allen Co.— Per lb.

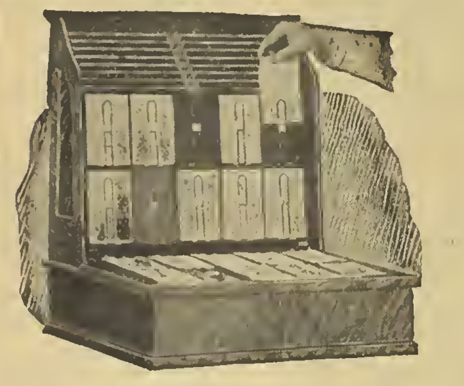
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08¼
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09¾
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.09¾
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.10
I X L Assorted Chocolate	"	.11½
King B Assorted Chocolate	"	.12½
No. 1 Fine Assorted Chocolate	"	.15½
Nonpariel Drops	"	.10½
Chocolate Covered Caramels	"	.11
Dairy Chocolate Chips	25-lb. pails	.15½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.16½
Cream Cocoanut Balls	28-lb. pails	.09½
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.07½
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes	30-lb. cases	.11½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP. Per Doz.

Beef Steak Catsup, Medium 2.00
Waldorf, medium, 12 oz., screw top, 2 doz. .... .92½
Snider's Catsup:—
Pints, 2 doz 2.10
½-pints, 2 doz 1.30
Quarts, 1 doz 3.25
Gallons, 6 jugs in crate .... per jug .85

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—Per Case.
Small, 25 bottles in case 2.75
Medium, 25 bottles in case 4.25
Large, 12 bottles in case 3.25



The McCaskey Account Register

The MOST COMPLETE Filing Device ever invented for handling Sales Slips.

The McCASKEY SYSTEM takes care of ALL your Accounts—Both Bills Receivable and Bills Payable.

It's a COMPLETE SIMPLIFIED SYSTEM.

The Union Supply Co., Romney, W. Va., say:—

"It saves the extra expense of a bookkeeper. Therefore, we save the salary of one clerk."

The Stewarton Lumber Co., Stewarton, Pa., on Sept. 3, '07, writes as follows:

"We are starting a new store. Want another Register. WE ARE USING THREE OF THEM NOW. Send your agent to see us."

They are NOW USING FOUR McCASKEYS.

Are you looking for a Silent Partner that will give you ALL the PROFIT of the Business?

If you are, you better get a McCASKEY!

Write for our FREE 64-page Catalog.

THE McCASKEY REGISTER CO., 30 Rush St., Alliance, Ohio

Manufacturers of the Famous Multiplex Duplicating Sales Pads; also End Carbon, Side Carbon and Folded Pads.

New York Office: 140 West Forty-second St., G. M. Orton, Mgr.

New Jersey Office, 15 Clinton St., Newark.

C. T. Baxter, Dist. Mgr. for Maryland, Delaware and Eastern Penna. Office at 406 Central Trust Bldg., Cor. Market and 4th Streets, Philadelphia, Pa.

J. D. Lasley, Dist. Mgr. for Virginia, North and South Carolina and District of Columbia. Office at Room 15, Central Nat'l Bank Bldg., 7th Street and Pennsylvania Avenue, Washington, D. C.

AGENCIES IN ALL PRINCIPAL CITIES

Bought Simply. Because She Liked the Glass Package

It's odd what little things make sales sometimes. A grocer told us the other day that the day before a woman had bought a jar of **Croft's Swiss Milk Cocoa** simply because she liked the novelty of the glass package. She didn't ask any questions about the peculiar characteristics of the cocoa; she liked the glass jar and bought.

There is a point in that for grocers who study the public—the useful novelty is usually the seller.

Croft's Swiss Milk Cocoa, the only cocoa packed in glass, has a smoother flavor than any other cocoa made. That is because our exclusive process of making takes out certain substances that other manufacturers leave in.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. PHILADELPHIA Pennsylvania . .

—17—

Campbell's Beefsteak Tomato Ketchnp:—

½ pints, 24 bottles to case	1.10
Pints, 24 bottles to case	2.00

Campbell's Tomato Ketchnp:—

Pint bottles, 24 to case, per dos	1.40
½-pint bottles, 24 to case, per dos	.90

Campbell's Chili Sauce:—

Pints, 2 dos. to case	1.40
½ pints, 2 dos. to ease	.90
Asst. Condiments, 2 doz. to case, per dos	.90

CHOCOLATE AND COCOA.

Walter Baker & Co's:—	Per lb.
Premium, 12 to 25 lbs	.32
Caracas, sweet, 6 lbs	.32
German, sweet, 6 to 12 lbs	.23
Auto, sweet, 6 lbs	.32
Cocoa, ¼-lb. cans, 12 lbs. in box	.38
Cocoa, ½-lb. tins, 12 lbs	.38

W. H. Baker s:—

Best Cocoa, ½-lb. size ...per lb.	.36
" ⅕-lb. " ... "	.38
Premium Cbocolate, ⅛s, 12 lbs	.30
" ¼s. 12 lbs	.31
Best Sweet Chocolate, ¼s	.21
Best Sweet Chocolate, 1-5s	.21
Vanilla Sweet Chocolate, ⅛s	.29

Hersbey's—

Vanilla Sweet, ⅙s, 6 lb ...per box	1.55
Swiss Milk, ⅙s, 6 lb ... "	1.45

Cocoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ⅛s, 6 lb	.43
" " ¼s, 6 lb	.45

Bensdorp's Royal Dutcb Cocoa, 12-lb. cases—

		Per can.	Per doz.
¼-lb. round cans		.18½	2.21
½-lb. "		.29	3.48
1-lb. "		.57	6.84
1½-os. "	50 cans in case	.07	
			Per lb.
5-lb. "		2.75	.55

Bensdorp's Cbocolates, 6-lb. boxes, 24 boxes in case—

Milk Cbocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Cbocolate, ½-lb. cakes	.32

Blooker's Cocoa Powder—

¼-lb. tins, 2 doz. in box ...per doz.	1.88
½-lb. tins, 2 doz. in box ... "	3.50
1-lb. tins, 1 doz. in box ... "	6.50
5-lb. tins, 1 doz. in case ...per lb.	.52
10-lb. bags, 1 doz. in case ... "	.50

—18—

Wilbur's Cocoa—

Breakfast, ¼-lb. tins, 6-lb. boxes ...per lb.	.38
" ½-lb. tins, 6-lb. boxes ...per lb.	.37

Wilbur's Cbocolate—

Premium, ⅛s, 12-lb ...per lb.	.32
Sweet Clover, ⅙s, 6-lb ...per lb.	.25

Hooton Cocoa and Cbocolate Co.—

Cocoa, labeled, ½s	.36
Cocoa, labeled, ⅕s	.38
Premium Cbocolate, ½s	.28
Premium Cbocolate, ¼s	.30

Ideal Cbocolate and Cocoa Co.:—

Ideal Cocoa, ½-lb. size ...per lb.	.40
" " ⅕-lb. " ... "	.41
" Baking Chocolate, ½-lb sise ... "	.27
" " " ¼-lb. " ... "	.29
" Milk Cbocolate, 6-lb. box ...per box	1.65
" Vanilla, Sweet, 6-lb. " ... "	1.65

Lowney's:—

Premlnm Cbocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.35
Premium Cbocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.35
Premium Cbocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.35
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box ...per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fiftb-lb. tins	.41
Cocoa, 12-lb. boxes, 6 boxes in case, fiftb-lb. tins	.41
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.40

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Cbocolate, sweet, ¼-lb. pkgs. 6-lb. boxes, 12 boxes in case ...per lb.	.27
12 " " 6 " " ... "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75

Peter's Milk Cbocolate:—

No. 61—½ lb. sise, croquettes ...per lb.	.48
No. 62—¼ lb. " " "	.48
No. 63—½ lb. " flat packets ... "	.48
No. 64—¼ lb. " " " "	.48
No. 93—⅛ lb. " " " "	.48
No. 66—⅛ lb. " " " "	.50
No. 67—1/16 lb. " " " "	.50
No. 68—1/32 lb. " " " "	.50

Croft's Cocoa and Chocolate—

Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ⅕s, 2 dos. in box	1.85
" " ¼s, 6 lb. "	.37
" " ½s, 6 lb. "	.35
" " 1s, 12 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Cbocolate, 48 5-c. cakes	1.50
" " " 120 2-c. cakes	1.50
" Caracas, ¼-lb. cakes, 6 lb. in box	.30
" Superior Sweet, 6 lb. "	.22
" Premium, ¼s, 12 lb. "	
" " ½s, 12 lb. "	

Hawley & Hoop's Breakfast Cocoa—

A No. 1, ½-lb. tins, 12 in box	.34½
" ¼-lb. " 24 "	.35½
Cocoa Sbells, cleaned, bags ...per lb.	.01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Cbocolate—

½-lb. deeorated cans, 12-lb. boxes ...per lb.	.30
½-lb. " " 24-lb. " ... "	.29
Special 10-c. packages, 30 to box ...per box.	2.10

Blue Ribbon Breakfast Coeoa—

Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36

Bedford Cocoa—

Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ⅕-lb. " 6-lb. "	.31½
" ⅕-lb. " 12-lb. "	.31

Vanilla Sweet Cboeolate—

Blue Ribbon, ⅙s, 6-lb. boxes	.26½
" ⅙s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes ...per box,	1.35
" 3-e., 72 " ... "	1.40

—20—

Premium Cbocolate—

½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

Milk Cbocolate—

40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to balf case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	4.00
Defiance, 4 doz	4.00
Dime, 4 doz	3.75
Winner, 4 doz	4.40
Baby, 1 doz., glass	1.90
Red Cross	4.25
Peninsular	4.40
Dr. Hand's, 2 dos	3.10
Leader	4.10
Banner, 4 dos	4.15
Star, 4 doz	4.35

EVAPORATED MILK.

Peerless, family size, 4 doz	3 50
Peerless, 5c. size, 4 doz	2 00
St. Cbarles, family size, 4 doz	3 95
St. Charles, hotel size, 2 dos	3.95
Silver Cow, 5c. size ...6 doz.	3.25
Pet, 10-c. sise, 4 dos ...per case	3.25
Pet, 5-c. size, 6 dos ...per case	2.75
Van Camps, 6 doz., small	2.80
Van Camps, 4 doz., medium	3.55
Van Camps, 4 doz., large	3.85

HIRES CONDENSED MILK AND CREAM

	Per case.
Hires Condensed Milk	**5.60**
Queen	**4.40**
Blue Ribbon	**4.05**
Premium	**4.05**
Silver	**4.50**

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	**4.00**
Five cases or more	**3.95**
Twenty-five cases or more	**3.90**
Fifty cases or more	**3.85**

SOLE LEATHER, NAILS, Etc.

If you carry a line of Sole Leather, Strips, Cut Soles, etc., send to us for quotations. We shall deliver all goods to your destination prepaid.

G. B. Weiss & Son

229 EAST FORTY-SECOND ST., NEW YORK CITY

We Pay You According to the Work You Do for Us

Besides the regular profit on **Ariosa Coffee** we give you an additional profit according to the amount you sell. The vouchers which we give you with every case of **Ariosa** are exchangeable for almost anything you want. You can use them instead of cash and as you get them for nothing and your cash don't come that way, you will see the importance of securing as many of them as possible. The values of the free merchandise you get from us each year depends of the amount of **Ariosa Coffee** you sell.

ARBUCKLE BROTHERS

NEW YORK

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23¼
" " ½ lbs.	.22¼
Dunham's, 5-cent package	.29
" ½s	.26
" ¼s	.28
" ½s and ¼s	.26¼
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10¼
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10¼
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10¼
" Strip, " 120 lbs.	.10¼

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08¼
Oyster "	.08	.08¼
Wine Scroll	.10	.10¼
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Bijou Cookie	.07½	.08
Brown Edge Water		.09
Butter Toast	.07¼	.08
Clover Mixed		.08
Cocoanut Ripple		.10
Cry Babies		.09
Fig Bars		.10
Fruit Cookies	.07¼	.08
Fruit Gem	.08	.08
Ginger Snaps, XX	.06	.06¼
Ginger Vedettes	.07	.07¼

—22—

Graham Wafers		.10
Grandma Cookies	.07¼	.08
Honey Jumbles, XX		.10
" " Iced		.10
Honey Kernel		.10
Iced Ginger Tablet		.08
Iced Penn Treaty		.07¼
Iced Vedette Wafer	.07¼	.08
Macaroon Cookie		.10
Man-in-the-Moon		.08
Matchless	.08	.08
Milk Lunch	.07	.07¼
Oriental Cookie	.07½	.08
Quaker City Mixed	.07¼	.08
Quiver Mixed	.07	.07¼
Orange Cookies	.07¼	.08
Peerless		.08
Soda Biscuit, XX	.06	.06¼
" " No. 1	.07	.07¼
Spiced Wafers	.07¼	.08
Sunshine Cookie	.07½	.08
Suprema	.08	.08
Wavelets		.09

Package Goods—	Per doz.
Bonnie Water	.95
Butter Toast	.50
Cracker Meal	.84
Cresco Cookies	.95
Fairy Oyster	.50
Gingerettes	.95
Gold Medal Soda (10-cent size)	.95
" " (5-cent size)	.50
Graham Wafers	.95
Milk Lunch	.95
Ivinettes	.95
Butter Thins	.95

Freight paid on 100 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish.p. dz.	1.15

—23—

Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish.p. dz.	1.75
Wein Senf, in bbls...per gal.	
" 1 gallon stone jars...per jar	.75
" 5 gallon kegs...per keg	2.50
Prepared Mustard, in bbls...per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case...per doz.	.46
" with Horse-radish, 2 doz. in case, per doz.	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
...loaf,	.26½
Sap Sago, 3 to a lb...cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs...loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
" in tin...per lb.	.26
" 1-lb. tins...per case	3.25
Camembert, in wood boxes...per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1...loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each...per lb.	.19
Limburger Cheese, No. 1...box, .15; ½ box, 15; less	.16
Muenster Cheese...per lb.	.18
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.19½
Pineapple (Picnic size), 6 in box...per box	3.00
" (Gem size), 6 in box "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case...per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size.per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.25
Neufchatel (Cow brand), 25 in box...per box	1.05
Star Cream, or Phila., 12 " ... "	2.20
Miniature Cream, or Phila. 12 " ... "	1.10
Hand Cheese, 8 doz. "	1.25
" 4 " "	.65
" 4 " Thuringer "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.15
Schutzen Cheese, 12 in box "	1.25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages...per lb.	.16

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight)...per lb.	.48
Wiener Wurstel, 16 in tin...per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervelat Sausage (Rolff's)...per lb.	.48
Imported Frankfurters...per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size...per doz.	3.00
American Holsteiner..by bbl. 11¼ less, per lb.	.14
" Landjager, short...per lb.	.24
" " long "	
" Mortadella, Dry...per lb.	.25
" Knackwurst, 25 in box, per box, $4.75...per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .21½; less	.23
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.22
" Cervelat, Crescent, 50 and 100-lb. boxes, .16½; less	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23¼; less	.24
" Salami (E), 50 and 100-lb. boxes, .21; less	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .19; less	.20
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less	.18
" Tongue Sausage...per lb.	.18
" Smoked Braunschweiger Liver Sausage...per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz.	.90
" Petit Delicatess Frankfurters, with Sauer Kraut...per doz.	.90
" Lebanon Beef Bologna...per lb.	.16
" Paprika Speck "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen...per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2.50
Calves' Head, in round tins...per doz.	1.65
Pickled Meats, in glass "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

ABSOLUTELY PURE FOOD

Guaranteed; Serial No. 8447

MARMALADES—Made from the best California oranges and grapefruit and granulated sugar. No preservative or adulterant. This is a pure, straight Marmalade and a fine seller.

FRUIT JAMS—Only the variety of fruit named on the label and granulated sugar. No filler here, and no chemicals or glucose.

LEMON JUICE—The pure juice of the real lemon, pressed, filtered and bottled. Contains no preservative or artificial coloring. Straight goods and good goods.

For Samples and Prices, Write to Me

H. P. D. KINGSBURY

REDLANDS - CALIFORNIA

They'll Want to Pay

It is true that under many collection laws a debtor who doesn't want to pay can't be made to pay, even though he is able to pay.

We can't bring any more pressure on your debtors than any other collector, but we have learned how to apply that pressure differently, not to force the debtor harder to pay, but to make him want to pay.

We have taken thousands of debtors who were just as indifferent as they could be, and after we got through with them they wanted to pay so badly that they couldn't send in their checks quick enough.

You have some old money on your books we can get.

Union Mercantile Agency

314 Court Exchange Building BRIDGEPORT, CONN.

Ham Confidence

There is a vast difference between merely "ham" and Swift's PREMIUM Ham.

The grocer who just keeps "ham," who buys no special brand, and buys from no particular packer, is just as certain to have a small and irregular ham trade as night is certain to follow day.

But the grocer who sells only Swift's PREMIUM ham, which is always the same and always fine, will have a ham trade that amounts to something. His trade won't care to experiment with other grocers; they're getting what they want and they're getting it all the time.

PREMIUM Hams are tender, delicious and—this is important—well advertised.

Swift & Company, U. S. A.

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

—25—

Beef Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	
Lamb tongues, in glass	"	1.60

HOLLAND AND SCOTLAND HERRINGS.

		Kegs or Pails.
Holland Herring, mixed, "Y. M." ½bbl.	5.50	60–75
" milkers, " ½ bbl.	6.50	75–85
" mixed, Standard, bbl. ½ bbl.		5.50–6.50
Holland Herring, milkers, Standard, bbl. ½ bbl.		
Scotland Herring, mixed, large fulls, bbl. ½ bbl. 8.00		
" milkers, large fulls, bbl. ½ bbl. 8.00		
Marinirte Herring, Imported, about 40 in pail.		1.25
Roll Herring, Imported, about 25 in pail		1.00
Spiced Herring, Imported, about 40 in pail.		1.00
Norway Stockfish, dry	per lb.	15
Matjes Herring	per pail	

BISMARCK HERRING.

Pint size, round tins, with key	per tin	.20
Quart " " "	"	.35
2 Qt. " " "	"	.55
4 Qt. " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz.	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
Russian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

Original Package	per ½ bbl.	5.50
Repacked in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" in 5-gal. kegs	per keg	2.75
" in ½-lb. flat tins	per doz.	.95
" in ½-lb. tall tins	"	1.50
" in 1-lb. tall tins	"	2.00
Fancy Kegs—1|1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg		.20

SALT SARDELLEN.

Original Package, 1902	per anker	16.00
Repacked—kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz	19 50	½ kilo Cans, per dz.	19 50
½ " "	10.50	¼ " "	10.50
¼ " "	5 50	⅛ " "	5.50
⅛ " "	2 75	1/16 " "	2 75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—about 2000	per cask	
50 " bbl.— " 1200	per bbl.	
15 " keg— " 500	per 100	
10 " keg— " 300	"	1.00
5 " keg— " 150	"	
10 lb. pail— " 50	"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitzkngeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg	per bundle	.30
Basler Lebkuchen, No. 1, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.50
Green Kern	per lb.	.09½
Potato Flour	"	.07
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.80
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

COTTOLENE.

30 2-lb. tins	per case	6.50
15 4-lb. "	"	6.50
6 10-lb. "	"	6.50

Freight prepaid on two-case lots.

—27—

EGGS.

	Per Doz.
Nearby, candied and selected, 30-doz. crates	.27
Western	.25–26

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.16
New York, Full Cream, new, 1st's, 40-lb. bxs.	.15
Picnic, Full Cream, new, fancy, 20-lb. bxs.	.16

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.	.27
Anchovies, in oil, ½ bottles	4.50
" " ¼ "	3.25
Anchovy Paste, fancy, per doz.	4.75
" plain, per doz.	3.75
Bouillon, Burnham, pints, 2 doz. in case	3.75
" " ½ pints, 2 doz. in case	2.00
Capers, Nonpareil, ½ gallon kegs	1.50
" " Quart, glass......per doz.	7.00
" " bottled, ½ size......per doz.	2.35
" " " ½ " "	1.90
" " " ¼ " "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.50
" med. " " 12 " "	5.00
" small " " 24 " "	4.50
Cherries in Maraschino, in glass, 1-doz. case	8.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" " 3 lb., 2 dz. case "	2.20
Currie Powder, pints, per doz.	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ⅛'s	2.85
" ¼'s	5.50
" ½'s	10.50
" 1's	20.00
French Peas, Extra Fins, per case	17.00
" Fins, per case	15.00
" Moyen's, per case	13.00
Kippered Herring, 6 doz. in case......per doz.	1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	.29
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz.	1.25
" " ½ pints, per doz.	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz.	6.50
" " " 2 oz., "	3.55
Armour's Beef Extract, 2 oz., "	4.45
" " " 4 oz., "	8.20
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz......per doz.	4.00
" " " 8 oz. "	7.25
" " " 16 oz. "	13.50
Theodore Marquet Mushrooms:—	
First Choice	
Choice, 100 tins per case	
Extra, " "	
Hotel, " "	22.00

—28—

Truffles, 1/16	per tin,	.30
" ⅛	"	.55
" ¼	"	1.15
" ½	"	2.25
Shrimps, Pickled, small size		1.00
Dunbar's Shrimps, 2 doz., per doz.		2.25
" Figs in Cordial, 1 doz., per doz.		5.00
Bishop's Figs in Cordial, 1 doz., per doz.		6.50
Crystallized Ginger, 1-lb. tins, per doz.		4.00
" " ½-lb. " "		2.25
Rose's Lime Juice, per doz.		3.60
Victor Rose Water, per doz.		2.25
" Peach Water, per doz.		2.25
Pitted Olives, per doz.		5.25

FLOUR.

	Per Bbl
Gold Medal	6.15
King Midas	6.70
Millbourne	6.15
On Top	6.30
Ceresota	6.15
Pillsbury's	6 15
Taylor's Fancy	5.50
Semper Idem	4.75
Pride of the West	5.20
Sunbeam	5.10
Quaker City	6.00

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages	2.85
Franklin Pancake, 30 2s	3.65
Uncle Jerry's Pancake, 40 packages	2.85
Hecker's Buckwheat, 16 3s	
" " 64 1½s	
" Flapjack Flour, 24 pkgs	1 50
Log Cabin Pan Cake Flour, 36 2s	3.25
Ralston's Purina Pancake Flour, 36 2s	3.00

HONEY.

Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz.	per doz.	.95
Selser's, medium bottles, 2 doz.	per doz.	1.35
Schimmel's, 12-oz. bottles, 2 doz. in case		1.35
" 6-oz. " " "		.90

We Can Show You How to Increase Your Business

If you walked down Market or Chestnut Streets at night and one window in a block was brilliantly illuminated, while the rest were in darkness, which would you stop to look at? The **lighted** one most certainly. If that window displayed goods **you needed** at a **low price**, that store would impress itself upon you and most likely you would go back and buy when it was open—**because an impression would be made on you.**

Did it ever strike you that if **you lighted your store window** up at night after you closed and exhibited something in it that would attract attention, that passers-by would remember your place and come in when you opened up, to get what you offered, particularly if nearby competitors left their windows in **darkness?**

If it seems like an unnecessary expense to light your windows when your store is closed, write or phone us and we will show you that you can make up what it will cost you for a month, in one day's new business.

The Philadelphia Electric Co.
TENTH AND CHESTNUT STREETS

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

—29—

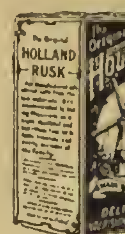
FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, 100 lbs.	2.10
" yellow, granulated, 100 lbs.	2.00
" " table, 100 lbs.	1.95
Western yellow, 100 lbs.	1.75
Quaker, 36 packages	
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.12½
Beans—	
California Lima ... per lb.	.06½
Marrows, Fancy N. Y. State, grain bags ... bush.	2.30
Marrows, New, Extra Choice, N. Y. State, grain bags ... bush.	2.25
Medium, Fancy N. Y. State, grain bags, bu.	2.20
Pea, fancy, N. Y. State, grain bags, bushel	2.25
Pea, fancy, Michigan, grain bags ... bushel	2.20
Red Kidneys ... "	2.50
Peas—	
Green ... per bushel	2.40
Scotch ... "	2.20
Split, yellow ... "	2.00
" green ... "	
Lentils—	
110-lb. bags ... per lb.	.08¾
Less quantity ... "	.09¼
Shaker Corn—	
Fancy, barrels ... per lb.	
Less quantity ... "	
Hominy—	
Lea's Breakfast, 10 pkgs ... case	1.65
Lea's Pearl, 100 lbs ... per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	
Barley—	
OO	.07
No. 3, 100-lb. bags	3.65
Noodles, Climax, 24 10c. pkgs., asst., case	1.10
" " 48 5c. pkgs., case	1.20
" " asstd., 24 5c., 12 10c. case	1.15
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Oatmeal, B, per bbl	
" " kegs 100 lbs., per keg	
Oaten Goods, in cases—	**Per case**
Avena, 18 packages	1.55
Banner Oats, 20 packages	4.25
Friends' Oats, 36 packages	3 00

—30—

Mother's, 18 packages	1.57
Pawnee, 36 packages	
Quaker, 18 small size	1.55
Quaker, 20 large size	4.30
Rolled Oats—	
Avena, per bbl., 180 lbs	7.35
Avena, per keg, 90 lbs	
Standard, 180-lb. bbls	7.00
" 90-lb. bags	3 45
Sago—	
Fine, bags about 160 lbs	.05½
50-lb. lots	.06
Admiral, Pearl, 24's	.07½
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 24 1-lb. pkgs	.07¾
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs ... per lb.	.06
" " less quantity ... "	.06½
" Pearl, 150 lbs ... "	.06
" " less quantity ... "	.06½
Ralston Hominy Grits, 36 2-lb. pkgs ... case	2.70
Purina Cream Graham ... per bbl.	5.00
Ralston Barley Food, 24 2's ... per case,	3.15
Purina Health Flour, 20 5's, Cartons "	3.60
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour	5.00
Packed in 12's, 24's and 48's.	
No. 1, assorted case containing 15 2-lb. packages Wheatlet and 10 5-lb. packages Franklin Flour	4.00
Egg-O-See, 36 packages	2.85
Egg-O-See Corn Flakes, 36 packages	2.85
Cook's Malto Rice, 36 2-lb. packages	4.25
Force Food, 36 packages	4.10
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2 75
Pettijohn's Food, 18 packages	1.80
Quaker Puffed Rice, 36 packages	2.80
Quaker Wheat Berries, 36 packages	2.75
Vigor, 36 packages	2.65
Ralston Kornkins, 18 25-lb. sacks ... per bale	3.75
" Health Crisps, 36 10c. packages	2.80
Ralston's Breakfast Food, 36 2-lb. pkgs. pr. case	4.50
Ralston Health Food, 24 1s ... per case	
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.85
Zest, 36 packages, 10 cent size	2.25
Zest, 36 packages, 15 cent size	2 70
Zest, 20 packages, 25 cent size	3.40

—31—



HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs.	4.75
Cases, 3 doz. pkgs.	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling	per doz	1.07½
" Acidulated	"	1.07½
Cox's, large	"	1.57½
" small	"	.95
Plymouth Rock, Pink or White	"	1.20
Nelson's	per doz.	1.35
" small	"	.95
Bromangelon, assorted 3 doz	"	.87½
Fruit Puddine, 2 doz., asst. flavors	"	.80
Jell-O, assorted flavors, 2 doz	"	.87½
Jell-O Ice Cream Powder, 2 doz	"	.97½
Chalmer's	"	.90
Peter Cooper		.90
Tryphosa	per doz.	.92½
Imperial Wine Jelly	per doz.	.95
" "	per gross	11.00
Gelatine, McKinley's	per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs.	per case	2.70
Kusto, 60 5-cent packs	per case	2.00
Puddine, assorted, 2 doz	per case	1.60
D-Zerta Jelly, assorted, 2 doz	per doz.	.90

—32—

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05½
" Elbows, " "	.05½
" Marcaroni, long, "	.05½
" " square "	.06½
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05½
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.91
Spice Drops, in baskets, 20 lbs	1.64
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle ... per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2 ... per doz.	9.00
" " " 3 ... "	6.50
" " " 4 ... "	4.50

The Butter's Better Than Its Picture

This is a poor picture of a carton of **Gurnse Butter.** The butter itself is wrapped in brine-dipped paper, which keeps the flavor and the freshness absolutely unimpaired.

Gurnse Butter

is getting famous. Our trade on it shows enormous increases, partly because we're spending considerable money in advertising it, but mostly because those who eat it have found that it never varies from a superfine delicious quality of the fanciest grade.

Produced by our own creameries and inspected by the Philadelphia Produce Exchange inspector. It must grade extra. As a leader it is par excellence.

P. F. BROWN & CO., 39 S. Front St., Phila.

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA

AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY

POPPING CORN
C/S 50/10 oz. Pkgs.
C/S 100/10 oz. Pkgs.
C/S 24/20 oz. Pkgs.
C/S 48/20 oz. Pkgs.
ASK FOR PRICES

Say, Mr. Grocer:—

Popping corn, like nearly everything else, is mighty high this season, still you can sell a 20-oz. package **"Brad's Tip-Top"** at 10 cents and make a fair profit; a 10-oz. package at 5 cents, or a 1-lb. package **"I-X-L"** at 10 cents showing better profit, so it's up to you. Ask your Jobbers, or write,

BRADSHAW CO.
New York

Cases of 40/1s

—33—

Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1⅛ to 2 in	1.60
Can Openers, "Never Slip" ...per doz.	.90
Hopper's Can Opener ...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4 ...per doz.	9.00
" 5 "	12.00
" 6 "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3 "	2.60
" 4 "	3.00
" 5 "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**

Dime cartons, 2 doz. in case ...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins. 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case "	.90

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1..	45 00	23 10	11.75	2.60	2.05
Ex. Norway, No. 2...	36.00	18.60	9 50	2.05	1.69
Ex. Norway, No. 3...	25.00	13.10	6.65	1.50	1.25
Ex. Norway, No. 4...					
Ex. Bloaters, xxx......	36.00	18.50	9.40	2.05	1.69
Ex. Shore, No. 1					
Shore, No. 1					
Large, No. 1					
Med. Shore, No. 1 ...	25.00	13 10	6.65	1 50	1.25
Large Irish, No. 2.....	22.00	11.60	6.00	1.35	1.13
Extra Irish, No. 2.....	21.00	11.10	5.75	1.30	1.09
Medium Irish, No. 2..	20.00	10.60	5.50	1.25	1.05
Small Irish, No. 2.....	20.00	10.60	5.50	1.25	1.05
Irish, No. 3					
Large, No. 3					
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...					
Ocean Whitefish,......	6.00	3.60			
Salmon, Halifax					
Shad, No. 1, Mess.....	15.00	8.10	4.10	1 00	.85
Shad, No. 2, Mess.....					
Haddock, Pickled	6.00	3.60			

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06½

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

—35—

LOOSE CODFISH.

Extra Large Georges Cod	.08
Large Bank	.08
Medium Bank	.07
Pollock	
Hake	

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring ...per box	.15
Small Extra Scaled Herring ...per box	.15
Boneless Herring, fancy 10 lb. boxes, per lb.	.13
Smoked Salmon, whole fish ...per lb.	.27
New Cromarty Bloaters, 50s ...per box	
" " 100s ... "	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	
Fancy N. Y. State, 48 1 lb	
Fancy N. Y. State, 50-lb. boxes	.10½
Apricots—	
Extra Choice Royals, 25 lbs	.22½
Choice Royals, 50 lbs	.19
Cherries—	
California, Royal Ann, unpitted, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.08⅝
Gold Medal, loose, 25 lbs	.08⅜
Private Growth, extra, cleaned, 36 lbs	.08¾
" cleaned, 30 lbs. bulk	.08½
Nectarines—	
White, 25 lbs ...per lb.	
Peaches—	
Fancy Muirs, 25 lbs	.14½
Extra choice Yellows, 25 lbs	.14
Choice Muirs, 25 lbs	.13½
Choice Yellows, 25 lbs	.12¾
Pears—	
Fancy California, Bartlett, 25 lb	

—36—

PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs......				
30– 40, 25 "	.10½	.10		
40– 50, 25 "	.09½	.09		
40– 50, 50 "				
50– 60, 25 "	.08⅛	.08		
50– 60, 50 "				
60– 70, 25 "	.07¾	.07¼		
60– 70, 50 "				
70– 80, 25 "				
70– 80, 50 "	.06			
80– 90, 50 "	.05½	.05¼		
90–100, 25 "	.05¼			
90–100, 50 "	.05			
100–120, 50 "	.04	.03⅞		

Raisins—	
Muscatels, 4 crown, 50 lb	
" 3 " 50 lb	
" 2 " 50 lb	
Cal. Thompson Seedless, 50 lbs	
Cal. Cleaned Sultanas, 50 lbs	
Cal. Sultanas, 50 lbs	
Seedless Muscatels, 50 lbs	
Raisins, Seeded—	
Ensign, fancy, 36 1s	.14⅛
Not-a-Seed, Ideal, 36 1s	.11¾
Citron, 10 lbs	.17¾
" 25 lbs	.17½
Lemon Peel, 10 lbs	.11¼
" 25 lbs	
Orange Peel, 10 lb	11¾
" 25 lb	

CEREAL COFFEE.

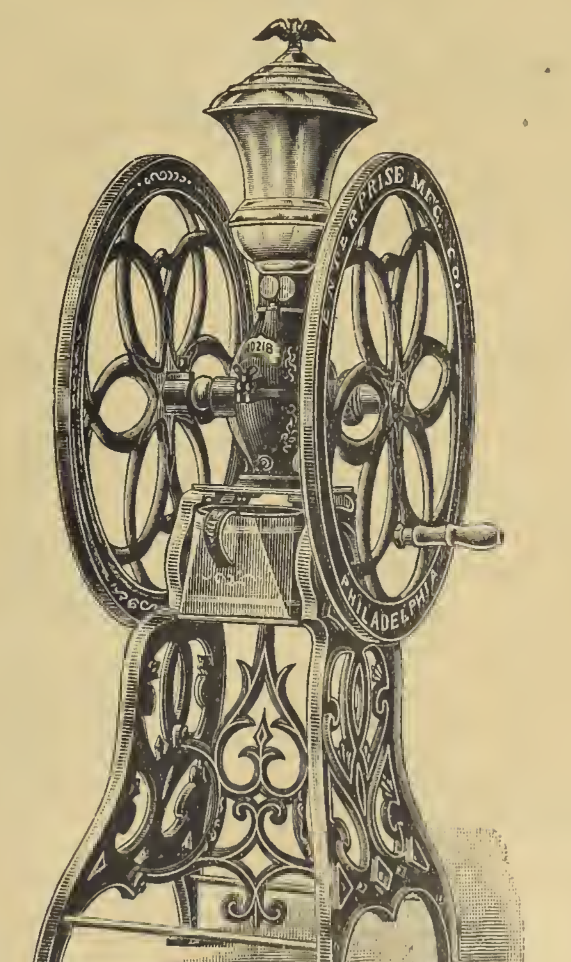
Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case ...per case	2.30
Case No. 5, 1 doz. 25-cent size " "	2.05
Case No. 6, 2 doz. 15-cent size " "	2.47½
2 doz. 15-cent size, 1 lb...... per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case ...per doz.	2.15
24-12 oz. package, packed 2 oz. in case " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz ...per doz.
Tumblers, 5-c. size, 4 doz "
Tumblers, 10-c., Lord's Prayer, 2 doz. "

MARKED "ENTERPRISE"

Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.



The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.

—37—

INK.

Arnold's, black, 3032 ..... per bottle	.48
Continental, red, 1 doz	.30
" black, 3 doz	.25
Royal, black, 3 doz	.25
Stafford, Commercial, 3032 ..... per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.84	4.60	5.30
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		4½ doz.	3.38

	No. 1.	No. 2.
Jumbo Chimneys, plain ..... per doz.	.75	.85
" " dec., 107, "	.90	1.00

	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00

Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case ..... per doz.	.52½
Chloride, sifting, 25 lb. boxes, 1 lb ..... per lb.	.05¼
" " 25 lb. boxes, ½ lb ..... "	.06¼
Acme, 1 lb., sifting, 25-lb. boxes	.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.60
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.95
" 4 doz	"	3.85
Popular, 4 doz	"	1.45

MATCHES.

	Per gro.
Swift & Courtney's, 200's, 1-gross case	1.75-1.90
" 400's, 1 "	3.50-3.70
" 500's, 1 "	3.75-4.00
Blue Hen, 200's, 1 "	1.50-1.60
" 500's, 1 "	4.00-4.25

—38—

	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.92½
" 500's	3.95
Vulcan Safety, 65s, No. 1	.55
" 65s, No. 2	.50
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50-3.75
Searchlight, 300's	4.25-4.50
Press, 200's	1.80-1.90
" 500's	4.50-4.75
America, 200's	1.30-1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue bead, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5 00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1 00
Blue Ribbon, 165s, 1 gross to case	1.05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—	
Barrels and half barrels, Superior ..... per lb.	.08¾
18, 37 and 68-lb. buckets, " ..... "	.09
10-lb. buckets, 6 in crate, " ..... per crate	6.25
5-lb. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " ..... per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior .. per lb.	.13
5-lb. gl. jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Fairmount ..... per lb.	.07¾
18, 37 and 68-lb. buckets, " ..... "	.08
Wm. J. Troth:—	
Barrels and half barrels, Famous ..... per lb	.08¾
18, 37 and 60-lb. buckets, " ..... "	.09
10-lb. buckets, 6 in crate, " ..... per crate	6.25
5-lb. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " ..... per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous .. per lb.	.13
5-lb. glass jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Golden ..... per lb.	.07¾
18, 37 and 60-lb. buckets, " ..... "	.08
Campbell's Mince Meat, 30-lb. pails ..... "	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits, per lb.	.06
New Year, bbls and kegs and 30-lb. kits .. per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits "	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls ... per lb.	.07½
" 18 and 37 lb. Kanakins ..... "	.08
" 10-lb. Kans, 6 to crate ... per doz.	9.80
" 5-lb. " " "	5.30
" 5-lb. Glass Jars, 6 to case "	6.25

—39—

National, 30-lb. Kits, bbls., ½ bbls ..... per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls. "	.04¾
Atmore & Son, Extra Family—Seedless:—	
No. 5, glass jars ..... per case 6 jars	4.50
No. 3, glass jars ..... per case 6 jars	3.15
Family—Seedless.	
No. 5, wooden pails ..... per box 6 pails	3.75
No. 10, wooden pails ..... per box 6 pails	6.40
No. 18, 37 and 68, wooden pails	.09¼
Celebrated—Seedless.	
Barrels, Halves, Quarters ..... per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs ..... "	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz	2.00
Cartons Condensed, (3 dozen in case,) per gross	11.00
Keystone—	
Barrels, Halves, Quarters ..... per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs ..... "	.08¼
Wooden Kits, No. 20 and 35	.08

OILS.

Stove Gasoline ..... per gal.	.18
Headlight, 150 test ..... "	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Per Doz.
Theodore Marquet, Mammoth, 64 oz	15.50
" Extra, 64 oz	13.50
" Mammoth, quarts	7.25
" Extra, quarts	6.75
" Extra, pints	4.50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz.	2.40
Farcies	3.75
Queen, 6 oz.	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

—40—

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.90
" " pts., 2 doz	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz	6.50
" " pts., 2 doz	7.50
" " ½-pts., 2 doz	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz	9.00
" Sublime, 8-oz. flasks, 2½ doz	6.50
" " 12-oz. " 2½ doz	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	20 00
10 1 gal. cans, case	21.00
20 ½ gal. cans, case	22.00
40 ¼ gal. cans, case	23.00
80 ⅛ gal. cans, case	25.00

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8 50
5 gallon tins, 2 tins to case	26 50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.	
Quarts, Cal. style, 1 doz. in case ..... per case,	8.50
Pints, " 2 " " ..... "	9.00
½ Pints. " 2 " " ..... "	4.75
Oliver's Olive Oil—	
1 dozen quarts	6.00
2 dozen pints	6.75
2 dozen half-pints	4.25
6 1-gallon tins ..... per gal.	2.00

Special prices for quantities, on application.

AMERICAN OIL.

Lubon's No. 8, 2 doz. ..... per doz.	.52
Lubon's, No. 16, 2 doz. ..... per doz.	.95
Lubon's No. 32, 1 doz ..... per doz.	1.85
Table Oil, No. 61, bottles, 2 doz., per doz	1.00

3 POINTS to BEAR IN MIND

"IT *IS* PURE"

"IT *IS* PURE"

"IT *IS* PURE"

WE GUARANTEE it to contain NO Adulterants or Preservatives

ATMORE'S MINCE MEAT

ATMORE & SON - Philadelphia

MW

How We Could Make Thousands of Dollars

If we had been willing to degrade the quality or the purity of **Ralston Health Food** or **Purina Whole Wheat Flour** one degree, we could have made thousands of dollars more in the last few years than we have made.

But—leaving conscience out of it—would our business have grown as it has? Would we have at our back to-day such an army of healthy people who swear by these two perfect products.

No, had we done that we would not have been certain of anything—except that while we were building at the top we were undermining at the base.

Ralston Health Food and **Purina Whole Wheat Flour** embody 100 per cent. purity. They are ideal foods. If you will stock them in and let the fact be known you will probably get an order the very first day through the advertising we are doing in the magazines.

Samples supplied for your trade upon written request to the Mills.

Ralston Purina Mills

ST. LOUIS, MO.

PORTLAND, ORE. TILSONBURG, ONT.

—41—

PAPER.

WRAPPING.

Manila, 15 x 20, full .... per ream .36
" 24 x 36, full, 20 lbs............... " .70
" 18 x 24, full, 10 lbs............... " .37½
" Special, 15 x 20, 6 lbs.......... " .18½
Manilla, Bakers', 15 x 20, 10 reams in bundle .... per ream .11
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide........ per lb. .03
Roll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide................ " .03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide........................... " 03⅛
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide........... " .03½
White Tea Paper, 12 x 16, reg..... per package .14
Wax Butter Paper...................... per package .11
Parchment Butter Paper 9 x 12... " .40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼......	.48	.29		.31	.35	.45
⅜......	.53	.35		.37	.43	.55
1......	.71	.45	.78	.49	.55	.73
2......	.89	.53	.97	.61	.71	.93
3......	1.09	.65	1.25	.75	.89	1.15
4......	1.25	.77	1.39	.87	1.05	1.33
5......	1.45	.91		1.07	1.21	1.55
6......	1.73		1 95	1.23	1.41	1.81
8......	2.09	1.19	2.29	1.49	1.68	2.19
10......	2.27	1.37	2.55	1.65	1.83	2.41
12......	2.69	......	3.11	......	......	2.89
14......	3.37	......	3.97	......	......	3.75
16......	3.87	......	4.41	......	......	4.01
20......	4.39	......	4.79	......	......	4.55
25......	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.
12½-lb. Plain Flour Sacks.................... per M 4.00
25-lb. " " .... " 5.75
50-lb. " " .... " 11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints........ per doz. 4.75
" " quarts ..... " 5.75
" 10-oz. jars.............. " 2.50
" 10-lb. pails.............. per pail 2.50
Tripe, 10-lb. pails.............................. per pail .90
" 5-gal. kegs.............................. per keg 2.00
Pig's Feet, 10-lb. pails........................ per pail 1.00
" 5-gal. kegs .... per keg 2.25
Pickled Beef Salad, in glass............... per doz. 1.10
" Tripe, " .... " 1.10
" Ox Heart, " .... " 1.10
" Pig's Feet, " .... " 1.10

—42—

Russian Sardines .... per keg .75
" 5-lb. pails .... per pail .50
" 10-lb. " .... " 1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs...................... .18½
Loose, barrels, 30 lbs...................................... .18

POPPING CORN.

Brad's "Tip-Top":— Per case
50 10 oz. packages.............................. 2.10
100 10 oz. packages.............................. 4.00
24 20 oz. packages.............................. 2.05
48 20 oz. packages.............................. 4.00
I-X-L, 40 1s, White Rice.......................... 2.75

PEANUT BUTTER.

MacLaren's— Per doz.
Small, 2 doz.. .90
Medium, 2 doz.. 1.45
Large, 1 doz.. 2.75
Peanutene, No. 2 jars, 2 doz......................... 1.85
Peanutene, No. 4 jars, 3 doz......................... .92½

PICKLES.

Barrels, 45 gal., 1200s.................................. 10.25
10-gallon kegs, 700s 2.75
Sweet Pickles, 500s to 600s, 5 gal...... per keg, 2.90
Sweet Pickles, 700s, 5 gal....... .... " 3.25
Sweet Pickles, 1,000s, 5 gal.............. " 3.90
Sweet Pickles, 2,000s, 5 gal.............. " 4.75
Chow-Chow, No. 1, 5 gal. kegs...................... 1.95
Chow Chow, No. 2, 5 gallons 1.75
Chow and Mixed Pickles, 2 gal., per pail 1.00
Williams Bros.— Per Doz.
English Spiced Pickles, 8 oz., octagon (any assortment except onions......................... .85
English Spiced Onions, 8 oz., octagon .... .90
English Spiced Pickles, 10 oz., octagon...... .90
English Spiced Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart.............. 3.00
Sweet Gherkins or Sweet Mixed, 32 oz., octagon 3.10
Highland Brand Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart... 2.35
Sweet Gherkins or Sweet Mixed, 32 oz., octagon 2.35
Crosse & Blackwell's:—

	Octagonal Style. Qts. Casks. 4 doz.	Pts. Casks. 5 doz.	Pts. Casks. 4 doz.	½-Pts. Casks. 6 doz.
Chow-Chow ... Gherkins........ Mixed Pickles Cauliflowers ... Piccalilli	5.75	3.25	3.50	2.10
Smaller Quantities. Walnuts......... Onions...........	5.90	3.35	3.60	2.25

Chow-Chow, quarts, stone.......................... 5.50
Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.20

—43—

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:— Per gal.
Pure Apple Vinegar, Extra old, bbls.......... .16
" " " 40 grain, bbls.......... .15
Pure Cider, 40 grain .... .12
Pure Cider, 45 grain .... .15
Corson's Gold Seal Cider Vinegar, Pure Apple .14
White Wine, 90 degrees............................. .20
Crown Brand Pure Cider Vinegar, qts., p. doz. .90
White Vinegar, Distilled, 40 grain................ .08
" " 45 " .... .09
" " Extra Strength...... .15
Crosse & Blackwell's......................... per doz. 2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs......................... .13¼
" 14–16 lbs.. .12
" 10–12 lbs.. .13
Picnics, 6–8 lbs.. .09¼
N. Y. Shoulders, 10–12 lbs.............................. .10
Dried Beef, sets (city smoked)........................ .13
" Tenders and Knucks.................. .17
" Flats...................................... .11
" Air Dried, sets......................... .18
" " Tenders and Knucks.. .21
Jersey Pork, Butt............................ per bbl. 18.50
" Family .... " 20.50
Breakfast Bacon, rib in.................................. .14½
" boneless .... .15½
S. P. Bellies, 14–15 lbs................................ .11½
Bologna, 25-lb. boxes.................................... .08
Boiled Boneless Ham..................................... .21
Beef Tongues, smoked, 5–6 lbs.......... per doz. 10.00
Cooked Compressed Ham, 25-lb. boxes.......... .10½
Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra
John Bower & Co.—
Honey-cure Brand Hams, skinback........... .15½
" " large .... .14½
" " medium .... .14¼
" " small .... .14½
" Breakfast Bacon..................... .15
" " boneless .... .17
Beef, air-dried, regular sets......................... .20
" " Insides and knuckles............ .23
Ham Bologna.. .10
Beef " .... .10
Boiled Hams.. .24
Beef Tongues .... per doz. 11.00–12.00

—44—

Swift & Co.—
Premium brand Hams, 10 lb......................... .15½
Premium brand Hams, 12 lb......................... .15
Premium brand Hams, 14 lb......................... .14
Premium brand Hams, 16 lb......................... .14
Premium brand Hams, 18 lb......................... .14
Premium brand skinned Hams, 18–20 lb...... .15
Premium brand boiled Hams, skinned, fatless .25
Premium brand Bacon................................. .21
Premium brand Dried Beef, insides .... .20
Premium brand Beef Tongues, short cut...... .17
Winchester brand skinned Hams, all aver.... .14
Winchester brand Picnics........................... .09

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs..............................	10¼	9¼
Plain Tubs, 50 and 60 lb. cans..................	10¼	9⅜
10-lb. Tin Pails, 60 lbs..............................	11¼	10
5 " "	11⅜	10⅛
3 " "	11½	10¼

John Bower & Co.—
Pure Kettle Rendered, tierces...................... .11½
" " tubs .... .11½
" " 3, 5 and 10-lb. cans. .12½
Swift & Co.—
Premium brand, tierces.............................. .11½
Silver Leaf brand, tierces... .... .10½
Jewel, compound, tierces .... .09½
Cotosuet tierces.. .09¾

DRESSED MEATS.

City Dressed Beef— Per lb
Choice, native..09½–.10½
Common to fair, native..............................07 –.08
Western Dressed Beef—
Choice, native cattle..................................09½–.10½
Common to fair " ....07 –.09
City Dressed Veal—
Prime .... –.12
Good to choice... –.11
Dressed Hogs—
Pigs.. –.09½
Hogs, heavy.. –.09½
" 180 lbs... –.09⅝
" 160 lbs... –.09½
" 140 lbs... –.09½
Dressed Sheep and Lambs—
Lamb, Western, good................................ .12
Lamb, Western, culls................................ .09
Sheep, choice .... .09½
" medium .... .08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues.................................. .90–1.00
Cow Tongues... .75–1.00

Are You One of the Silly Ones?

In any year when a future canned goods contract is of any use at all, it is important that you should get all you bought. That is the only reason why you bought ahead—to protect yourself against a shortage.

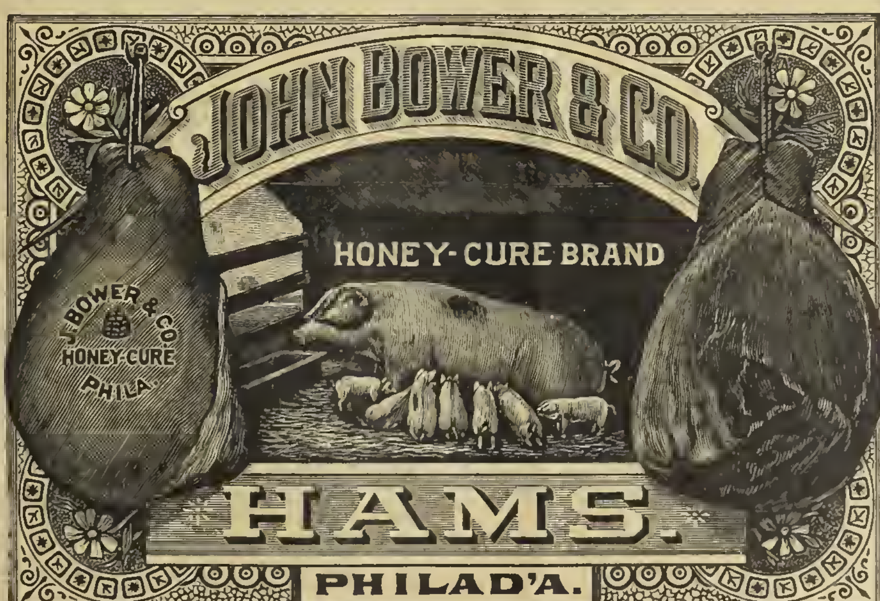
Isn't it silly then to allow your future protective contract to be wholly neutralized by letting your jobber deliver what he pleases? If you are not to get what you bought, why buy ahead at all?

You can get all you bought by buying **Blue Bell** or **Clover Farm** canned goods. We give your jobber 100 per cent. contracts on them, and he can give it to you.

Strasbaugh, Silver & Co.
ABERDEEN, MARYLAND

JOHN BOWER & CO.

GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc. **HAMS** Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
SUPERIOR AND FAIRMOUNT MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

Read the Point In Large Type

Here's the proposition of James T. Shinn's **Liquid Rennet** in a nutshell:—

1. It is the cleanest rennet made.
2. It coagulates milk in 2 to 5 minutes.
3. It will not spoil.
4. Every bottle is guaranteed.
5. Jobbers everywhere indorse it.

And last, but not least—this is in large type because it's a large point—it pays 100 per cent. profit. Costs $1.50, sells for $3.00.

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.05
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.10
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.14
" " western		.14

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H.	.16 –.17
" Y. T.	.16 –.17
Old hens and toms	.16 –.17
Common to Good	.11 –.12
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.24 –.27
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.24 –.27
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.24 –.27
Western, 4 to 4½ lbs. to pair, fancy	.18 –.20
" 3 to 3½ lbs. to pair, fancy	.16 –.20
" fair to good	.15 –.16
Fowls—	
Western, fancy	.14½–.15
Heavy Roasters, 4 to 5 lbs.	.18 –.20
Fair to good	.15 –.17
Old cocks	.10 –.11
Western capons, fancy, frozen	
" " small, frozen	
Squabs—	Per doz.
Prime, large, fancy	4.00
Mixed	2.50–3.50
Dark	1.00–1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.12 –.14
Large Springers	.14 –.15
Fowls	.14 –.15
Roosters	–.10
Ducks	.12 –.13

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

—46—

SAUER KRAUT.

Extra Quality Long cut, 50-gal. tierces	6.90
Extra Quality Long Cut, 15 gals., kegs	2.60
Compass, No. 3, cans, 2 doz	.82½

PLUM PUDDING.

Richardson & Robins:—		
Individual Size, 2 doz. in case, ¼ lb.	per doz.	1.00
No. 1, round conical, with key, 1 doz.	"	2.35
No. 2, " " 1 "	"	4.25
No. 3, " " ½ "	"	6.50
No. 4, " " ½ "	"	8.50
P. P. Sauce, 2 doz., No. 1	"	1.50
Atmore's Genuine English Plum Pudding—Seedless:—		
Individual, per case of 2 doz		2.00
1-lb. cans, " 1 "		2.25
2-lb. " " 1 "		4.00
3-lb. " " ½ "		3.25
4-lb. " " ½ "		3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 2, stone crocks	
No. 33, jars	1.05
No. 5, toy pails	2.85
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06½
Southwark, 4½-lb. toy pails, ½ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 2, stone crocks.	1.50
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.05
Apple, No. 5, toy pails	2.85
Apple, 30-lb. pails ...per pail	1.20
Apple, 20-lb. crocks ...per lb.	.07¾
Apple, Schimmel's, 30-lb. pails ...per lb.	.06
Prune, 30-lb. pails ...per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

—47—

		Per Doz
Curtice Bros. Preserves—		
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb.	per ca.	2.40
" " " ½-lb., "	"	2.60
" " " ¼-lb., "	"	2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.09
" Lump, bulk	"	.09
Butter Color, W. & R.	per doz.	2.00
Bluestone, bulk	per lb.	.09
Copperas	per lb	.01¾
Camphor, gum, 1-oz. blocks	"	1.40
" Flakes, bbls	"	.02¼
" " less quantity	"	.02¾
" Tar Balls, bbls., 250 lbs.	"	.02½
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Chill Tonic	per doz	3.60
Epsom Salts	per lb.	.01½
" Bee Brand, ¼-lb. carton,	per doz.	.30
" " ½-lb. "	"	.40

—48—

Glauber Salts	per lb.	.01½
Glue	"	.11
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.55
Haarlem Oil	per doz.	.35
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.27
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.24
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.65
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10.c. "	"	.75
Paris Green, 100-125-lb. kegs	per lb.	.28½
" ¼-lb. packages	"	.32
" ½-lb. "	"	.31
" 1-lb. "	"	.30
Jamaica Ginger, Hires', flasks	per doz.	.90
Sewing Machine Oil, 3 oz.	"	.35
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.05
" granulated, kegs, " 100 "	"	.0[illegible]
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2.45
" 100-lb. bags		2.25
" less quantity		.03½
Squills, Syrup, 1 oz.	per doz.	.34
Syrup of Figs	per doz.	2.00
Venetian Red	per lb.	.02
Whiting	"	.02

		1 oz.	2 oz.
Glycerine	per doz.	.37	.65
Laudanum	"	.45	.85
Paregoric	"	.35	.65
Peppermint	per doz.	.40	.58
Sweet Spirits Nitre	"	.40	.70
Sweet Oil	per doz.	.30	.40
Turpentine	"	.36	.45

Husband's Magnesia	per doz.	2.85
Bull's Cough Syrup	"	1.90
Roach Powder, Omega, 4-oz. cans		.80
" "	per gross	9.00

	Per Doz.	Per Gross
Roachsault, large	4.00	45.00
" medium	2.00	22.50
" small	.80	9.00

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.40

	Per doz.
McCormick & Co., Bee Brand—	
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

BY MERIT AND INTEGRITY
BORDEN'S

EAGLE BRAND CONDENSED MILK

Milk Products Have Continued in Popularity with Dealer and Consumer for

50 YEARS

PEERLESS BRAND EVAPORATED MILK (UNSWEETENED)

BORDEN'S CONDENSED MILK CO., Originators of Condensed Milk and "Leaders of Quality."

How to Answer Their Questions

Put a box of **I-V Washing Tablets** on your counter. They will be such a novelty that every woman who comes in will ask what they are and what they will do. Tell them this:—

1—They contain no acid of any sort.
2—They wash clothes without rubbing.
3—They make clothes beautifully white;
4—They can be used in hard water;
5—They take stains from table linen without any rubbing whatever.

Any one of these points would sell a package—just see the women's eyes glisten when you name them all.

I-V WASHING TABLET COMPANY, Inc.
251 North Front Street, Philadelphia, Pa.

—49—

Reliable Brand—	10c. size.	25c. size.
Castoria, Dr. Pitcher		2.00
Castor Oil, tasteless	.80	2.00
Death-to-Pain	.80	2.00
Diarrhœa Cure	.80	2.00
Vermifuge	.80	2.00
Congh Cure	.80	2.00

F. Young's Veterinary Remedies, wholesale prices—

	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days. F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

cid Phosphate, Horsford's	per doz.	4.15
ath Brick, box 25 bricks	per box	.60
ealing Wax	"	.03
ilver Sand	per bbl.	1.25
'ar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00

IcCormick & Co.—

Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S, Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand— Per doz.

Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00

Sauer's Flavoring Extracts:—

No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen, No. 25,	per doz.	2.00
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
" Lemon, " " No. 25,	"	1.75
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45

Ingersoll's Flavoring Extracts:—

High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.75
" Lemon	"	.75
" assorted	"	.75
" small size	"	.45
Vanilla	per gal.	11.00
Lemon, 1 oz	per doz.	.80
" 2 oz	"	1.50
" 4 oz	"	3.00
"	per gal.	7.00

Orange, Almond, Peppermint, Wintergreen and Jamaica Ginger same price as Lemon.

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hanson's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

Draught Cider—	Per gal.
Corson's Champagne	.18
" Dry Hard	.18
Bottled Cider—	**Per case**
Duffy's 1842 Apple Juice, 1 doz. qnarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06¾
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05¾
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04¾
Extra Fancy Head, XXXX, 100-lb. bags	.07¼
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.05
Prime, 100-lb. bags	.03⅝
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.
WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS TABLE SALT PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz	doz.	.87½
Durkee's, large, 1 doz	per doz.	4.00
" small, 2 doz	"	2.40
Schimmel's, small, 2 doz	per doz.	.87½
My Wife's, large, 1 doz		2.30
My Wife's, small, 2 doz		1.45

Snider's Salad Dressing:—

Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Luncheon, 3 doz	"	.90
Gallons, 6 jugs in crate	per jng	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.67½
Kegs, 150 lbs	per 100	.85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz		.77½
North of England Sauce, No. 8, doz		.77½
Chef Sauce, 2 doz., doz		.75

Snider's Chili Sauce:—

Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

Snider's Oyster Cocktail Sauce:—

Pints, 2 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jngs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

REFERENCES

Goldberg, Bowen & Co.
San Francisco, Cal.

H. Jevene Co.
Los Angeles, Cal.

Lutey Bros.
Butte, Mont.

Colorado Supply Co.
Pueblo, Col.

F. Dresser & Co.
Portland, Ore.

Henuessy Mercautile Co.
Butte, Mont.

Liou Grocery Co.
El Paso, Texas

J. A. FLESCH & SON

Architects and Designers

Of Store Fixtures for Modern Grocery Stores

1010 and 1012 Chicago Opera House Block
112 CLARK STREET

CHICAGO

CORRESPONDENCE FOR PARTIAL OR COMPLETE OUTFITS SOLICITED

FLESCH'S PATENT
COOLERS and COUNTERS

HENRY TROEMNER'S
SCALES, BINS, CANS, etc.

REFERENCES

S. P. Nissen Co.
Oak Park, Ill.

Simpson, Crawford Co.
New York City

Henry Siegel Co.
Bostou, Mass.

Greenough Bros. Co.
Spokane, Wash.

Chris Keller
Laucaster, Ohio

Louis Kuukel
San Antonio, Texas

John B. Watson
El Paso, Texas

—53—

SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.07½
Caraway..............	.08	Mustard, Yellow..	.06½
Celery..................	.10	Rape, per lb.........	.05½
Coriander, bleached	.05	Poppy, per lb.......	.10
Flax......................		Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs....................................	per keg	1.80
" bulk, 25-lb. boxes..................	per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes...	"	.04⅝
Arm & Hammer bd., ¼'s, 36 lbs............	per lb.	.05⅝
" " " lbs., 36 "...............	"	.04⅞
" " " ¼, ½, 36 lbs..........	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04⅞

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz..................	1.50
Hires' Root Beer, Carbonated, 2 doz..............	.87½
Hires' Ginger Ale, Carbonated, 2 doz............	.87½
Welchs Grape Juice, case quarts, 1 doz.........	4.50
" " " pints, 2 doz...........	4.75
" " " ½-pints, 3 doz.......	4.25
" " " 3-ounce, 8 doz........	6.00
" " " ½-gallons, 1 doz....	8.00
" " " gallons, 6 gal.........	7.50
5 per cent. discount on 5 case lots.	
Clicquot Club Co. :—	Per case
Ginger Ale, extra dry, pints, 2 doz............	2.10
Sarsaparilla, extra quality, pints, 2 doz.......	2.10
Blood Orange, extra quality, pints, 2 doz...	2.10
Birch Beer, extra quality, pints, 2 doz........	2.10
Lemon Soda, extra quality, 2 doz...............	2.10
Root Beer, extra quality, pints, 2 doz.........	2 10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross..		2.50
Bon Ami, 10-cent size..	¼ gross	2.50
Electro Silicon, 1 doz.......................	per doz.	.72
Putz Liquid, large, 3 doz...............	per gross,	16.50
Putz Liquid, large, 3 doz..................	per doz.	1.45
Putz Liquid, small..........................	per gross,	7.00
Putz Liquid, small...........................	per doz.	.60
Putz Paste, large..............................	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans..................	per gross	9.00
No. 1, half-pint cans.....................	"	18.00
No 2, pint cans.............................	"	32.00
No. 3, quart cans............................	per doz.	4.50
No. 4, half-gallon cans....................	"	7.50
No. 5, gallon cans........................	"	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs................................per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme..	100	3.40
Acorn..	120	2.70
Ark..	100	1.72½
American....................................	72	2.80
Bee..	100	3.85
Best, Babbitt................................	100	3.70
Babbitt's New York City..................	60	2.95
Benzine-ated...............................	100	4.10
Big Master..................................	100	4.25
Brown.......................................	60	2.40
Borax, Dreydoppel.........................	40	2.60
" Pearl, Yonng & Co.....................	40	2.80
" Day & Frick, Novelty.................	40	2.80
" Handsome................................	69	3.10
" Eavenson, large........................	100	4.75
" " small..................................	100	3.75
" Kirkman's................................	100	3.80
" Red Seal..................................	100	4.00
" Swift's.....................................	100	4.00
Circus..	100	3.50
Cotton Oil...................................	100	5.80
Coal Oil Johnny............................	100	3.50
Cygnet.......................................	100	4.00
Dobbins' Electric..........................	100	4.15
Dewey..	100	2.15
Fairy..	100	4.00
Fels-Naptha.................................	100	4.00
Five-case lots freight prepaid..........	100	3.95
German Family.............................	100	4.30
Good Morning..............................	100	3.77½
Glycerine Tar...............................	100	3.75
Gloss..	100	3.50
Grand Pa's..................................	50	3.15
"	100	3.80
Ivory..	100	7.00
"	100	4.00
Lenox...	100	3.50
Life Buoy....................................	50	2.00
"	100	4.00
Lautz's Naphtha...........................	100	4.00
Magic Cleaner..............................	100	3.00
Marseilles, laundry size..................	100	6.00
" 5-cent size...............................	100	4.00
" toilet size................................	100	4.00
Mayer's......................................	100	3.80
"	50	1.90
Miller's Naptha............................	100	3.75
Naphtha, Swift's...........................	100	3.75
Naptha, P. & G.............................	100	4.00
Octagon......................................	100	3.90
Old Mill.......................................	100	3.30
Ozone...	100	3.75

—55—

Oleine, Conway's..........................	60	2.90
" Golden....................................	60	2.55
" Eavenson's...............................	60	2.50
" Hamilton's................................	60	2.50
" Kirk's.......................................	60	2.30
" Philadelphia, 1 lb.......................	60	2.90
" " 14 oz....................................	60	2.65
" Pennsylvania............................	60	1.75
" Procter & Gamble......................	60	3.00
" Young's Best............................	60	2.80
Pride, Swift's...............................	100	3.75
Polo...	120	2.45
Quaker City, boxes........................	100	2.90
" tubs...	150	4.50
Sunlight, oval..............................	100	3.85
" twin bars..................................	100	3.95
Santa Claus.................................	100	3.10
Saratoga.....................................	120	2.70
Star...	100	3.50
Sunny Monday..............................	100	4.00
White Cloud.................................	100	3.85
Wool Soap, large..........................	100	6.75
Wool Soap, small..........................	100	4.00

TOILET SOAPS.

Buttermilk Cosmo..........................	gross	6.40
Buttermilk Cosmo..........................	doz.	.60
Buttermilk, Swift's........................	gross	4.05
Castile, imported, Conti..................	lb.	.13½
Castile, Conti, original boxes...........	lb.	.11¾
Cutaneous, Dr. Raub's....................	doz.	.70
Elderflower, large cake...................	gross	4.40
Fleur-de-lis..................................	gross	4.50
Fleur-de-lis..................................	doz.	.45
Hearts and Flowers........................	gross	10.25
Maxine Elliot................................	gross	8.10
Oatmeal, 3 cakes in box..................	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box......	lb.	.09
Turkish Bath.................................	doz.	.40
Sweetheart, 50 cakes......................	box	1.75
Witch Hazel, 3 cakes, ½ gross.........	gross	3.25
Witch Hazel, Swift's.......................	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars..........................	1.24
Young's, 48 bars..	1.80
Brooks' Crystal, 100 bars..............................	3.70
Philadelphia Standard, 60 bars......................	.60
Sapolio, 36 bars..	2.25
" Hand, 36 bars..	2.25
Wrigley's, 100 bars......................................	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars................................	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes..............	per box	2.70
" 6 oz., 100 packages..........................	"	2.65
" 8-oz. packs.....................................	"	2.70

—56—

Soapine, 7 oz., 100 packs..................................	2.37½
" 12 " "	3.90
" 17 " 36 packs...........................per box	2.42½
Babbitt's 1776 Powder, 100 6-oz.........................	2.20
Finola, 100 packages...	3.60
Gold Dust, Fairbank's, 100 12-oz. packages...	4.00
" " 24 4-lb. " ...	4.50
Naptha Borax, 100 packages, large...................	4.75
" 100 5-cent packages....................................	3.75
Kirkoline, white, 24 4-lb. packs.........................	3.30
Young's Pearl Borax, 60 1-lb. packages............	3.60
Snow Boy Washing Powder, 24 4s.....................	4.00
" " 50 2s..	4.00
" " 100 1s..	4.00
Nine O'clock Tea, 100 packages.......................	3.15
I-V Washing Tablets, 3 doz......................per doz.	43
Swift's Washing Powder, 100 1s.........................	3.85
Swift's Washing Powder, 24 4s..........................	3.85

SPECIALTIES.

Anker's Bouillion Capsules..............................	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade.................	.18½	.19½	.21½
Black, Low Grade..................	.14	.15	.17
White, High Grade.................	....	.32	.34
White, Low Grade..................	....	.23	.25
Cayenne, High Grade..............	....	.21	.23
Cayenne, Low Grade..............	....	.16	.18
Cinnamon—			
High Grade..........................	.22	.23	25
Low Grade...........................	.13	.14	.16
Cloves—			
High Grade..........................	.31	.32	.34
Low Grade...........................	.24	.25	.26
Allspice—			
High Grade..........................	.12½	.13½	.15½
Ginger—			
High Grade..........................	.25½	.26½	.28½
Low Grade...........................	.12	.13	.15
Mace—			
High Grade..........................	....	.78	.80
Nutmegs—			
High Grade..........................	....	.35	.37
Mustard—			
Yellow, High Grade...............	.19	.20	.22
Yellow, Low Grade................	.14	.15	.17
Brown, High Grade................	.14	.15	.17

		Per doz.
McCormick & Co., Bee Brand—		
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice..............	⅛ lb.	.40
	¼ lb.	.75
Banquet Brand—		
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice..............	⅛ lb.	.40
	¼ lb.	.75

WALKER STORE FIXTURES

—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

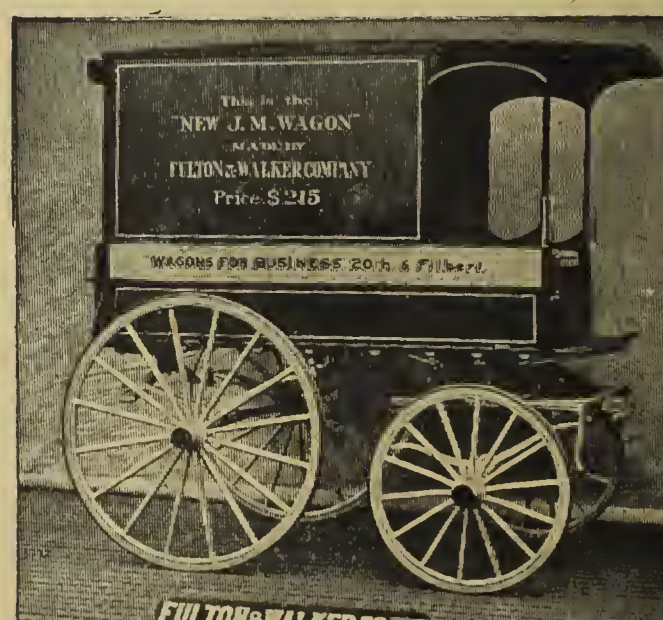
We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St.

PHILADELPHIA, PA.

Don't Buy a Cheap Wagon



If you do, you'll remember this advice. A cheap wagon looks nearly as well in the factory as our "J. M.," but oh, what a difference in six months!

The "J. M." wagon is the best delivery wagon made. Only the finest materials go into it, and they're put together right, too.

If we haven't what you want, though we probably have, we'll build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PENNA.

—57—

ura's Philadelphia Mustard, D. S. F.:—	
ent tins, 2 and 4 doz..........per doz.	.45
me size, 2 and 4 doz.......... "	.85
lb. net, tins, 2 and 4 doz. .... "	1.00
" 2 doz.......... "	1.90
" 1 doz.......... "	3.70
lb. cans, full weight..........per lb.	.23
" " .... "	.22
aan's Mustard, D. S. F.:—	
-lb. tins..........per doz.	5.40
-lb. tins .... "	2.70
-lb. tins.......... "	1.45
-lb. tins.......... "	.90
-lb. kegs..........	.43

MUSTARD—Prepared.

	Per doz.
pbell's, jar, 2 doz..........	.87½
len's, No. 6, with spoon, 2 doz..........	.95
len's, No. 20, with spoon, 2 doz..........	.88
len's Mustard and Horseradish, 2 doz..........	.85
Mug, fancy, large size, 2 doz..........	.65
ionade Glass, tall, 2 doz..........	.67½
seradish and Mustard, 8 oz., with spoon, 2 doz..........	.90
Jar, glass top, 2 doz..........	.85
er Tumblers, glass, 10 oz., 4 doz..........	.37½

WHOLE SPICES.

	Per lb.
per, Black..........	.10
pice..........	.07
es..........	.17
e	.48
megs, 80's..........	.24
" 110's..........	.17
namon Bark, China..........	.13
" Canton..........	.12
" Java Thin Quills, 5-lb. rolls..	.30
" Saigon..........	.79
n Ginger Root..........	.06
le Mixed Spices, bulk, 6-lb. boxes..........	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages..........per case	1.80
Davis, 36 10-cent packages..........per case	2.70
Duryea's, 40-lb., 1-lb. packages..........	.06⅝
Niagara, 40-lb., 1-lb. "	.04¾
Cream, 48-lb., 1-lb. "	3.45
Kingsford's, 40-lb., 1-lb. "	.06⅝

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes..........	.03⅝
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05¾
" Linen Gloss, 3-lb. cartons..........	.04¾
Kingsford's, Pure, 3-lb. cartons..........	.06¼
" Pure Gloss, lb. packages..........	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.....	.07⅝
Duryea's, Superior, 3-lb. cartons..........	.06¼
" Satin Gloss, lb. packages..........	.07¼
" Superior B, bulk..........	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes..........	.07⅝
Niagara, laundry, 50-lb. bulk..........	.03½
" 1 lb. packages, 48 lbs..........	.04¾
" 3-lb. cartons, 48 lbs..........	04¾
" 6-lb. boxes..........	.05¾
Celluloid, 64 10-cent packages..........	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages..........	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages..........per package	.08
Starch Polish. 20 cakes..........per box	.50

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross..........	4.00
Enameline Paste, large, ¼ gross..........	7.00
Enameline, Liquid, large, ¼ gross..........	6.65
Enameline, Liquid, small, ¼ gross..........	4.90
Electic Paste, ¼ gross boxes..........	4.20
Magic Paste, ¼ gross boxes..........	4.75
Parlor Pride, large size..........per doz.	.87½
" " ....per gross	10.25
" small size..........per doz.	.70
Climax Enamel ¼ gro..........per gross	9.40
Black Jack, ¼ gross, per gross..........	6.60
Rising Sun ....per gro.	5.75
Sun Paste, 5-cent size.......... "	4.50
" 10-cent size.......... "	7.20

—59—

X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross..........	1.25
Per box of ¼ gross..........	2.50
14 dozen to gross..........	5.00
10-cent size, No. 10, per box of ¼ gross..........	2.25
Per box of ¼ gross..........	4.50
Per gross..........	9.00

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round..........per pkge.	.04¾
Excelsior, 24 packs.......... "	.05¾
McAllister, 36 packs.......... "	.05¾
Rosensteins, 1lb. pkgs., 2 doz..........per lb.	.05¼
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz....per doz.	.35
Red, quarts, 3 doz.......... "	.70
Silver, pints, 3 doz.......... "	.35
" quarts, 3 doz.......... "	.70
Bath Brick, 25 bricks..........per box	.60
Toothpicks, Eureka, 100 boxes..........case	1.85
Toothpicks, Perfection, 2 doz. ....per doz.	.42½
Royal Glue, 1 doz..........per doz.	.80
Palst's " 1 " .... "	.40
Carpet Tacks, Wooden Keg, ¼ gross case, assorted, 6, 8, 10's..........per case	90
Carpet Tacks, Silver Steel, 4 oz..........per doz.	.06½
6 oz.......... "	.07
8 oz.......... "	.07½
10 oz.......... "	.08½
12 oz.......... "	.09½
Matting Tacks—	
No. 10, steel..........per doz.	.09
No. 11, steel..........per doz.	.09½
No. 12, steel..........per doz.	.12
G. B. Weiss & Son—	
Sole Leather, No. 1, .25; No. 2, .23; No. 3,	.21
Cut Sole Leather. cut into taps, 6 inches high	1.50
5½ inches high..........	1.48
5 inches high..........	1.42
4½ inches high..........	1.25
4 inches high..........	1.18
3½ inches high..........	1.05
3 inches high..........	.90
Fly Paper, Tanglefoot..........per case	
Fly Paper, Sticky, 10 cartons..........	2.20
Sticktite Fly Paper, 100..........per case	3.00
Sticktite Fly Paper, 10 cartons..........per case	2.35
Wax, White and Yellow..........per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb..........per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.	.80
Cleveland, extra fine cotton twine..........per lb.	.22
Orange Brand, fine cotton twine.......... "	.20
Texas Medium, cotton twine.......... "	.16
Cotton Candle Wick.......... "	.20
Colored Twine, 8 balls to bx., lb. to bx. "	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches.......... "	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches.......... per lb.	.16
Best Jute Rope, 16 yds. to lb.......... "	.09
Best Jute Plow Line, 8 yds. to lb.......... "	.09
Jute Clotheslines, 90 ft. to hank..........per doz.	1.60
Jute Clotheslines, 108 ft to hank.......... "	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 610..........	.52
Fancy, No. 626..........	.50
Strictly Choice, No. 615..........	.49
Strictly Choice, No. 628..........	.45
Strictly Prime, No. 627..........	.38
Good, No. 635..........	.29
Black Strap..........	.11
Foundry Molasses..........	.11
B. H. F., Horse Food Molasses..........	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid..........	.35
Gold Mine, in bbls..........	.30
Fancy, No 101	.34
Fancy, No. 100..........	.32
Choice, No. 576	
Prime, No. 102..........	.26

PORTO RICO MOLASSES.

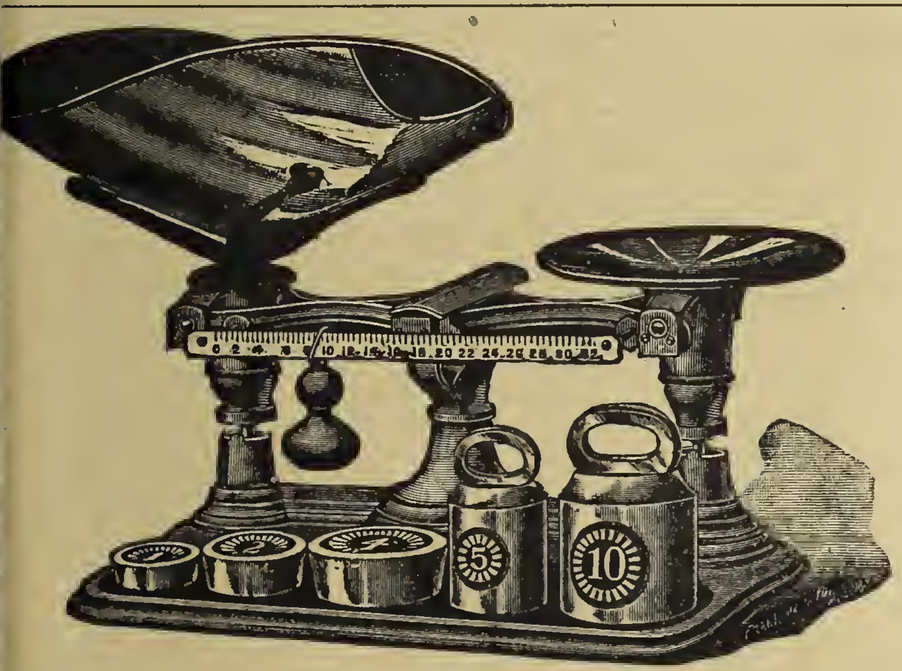
Extra Fancy Ponce, No. 637, new crop..........	.38
West India, choice, No. 634, compound..........	.29
West India, choice, No. 510, compound..........	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery..........	2.60
Five A, for confectionery..........	2.70

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—	
4 doz. in barrel..........per doz.	.92½
1 " case.......... "	.95
Karo, 10 cent size, 2 doz..........per doz.	.85
Karo, 25 cent size, 1 doz..........	2.20

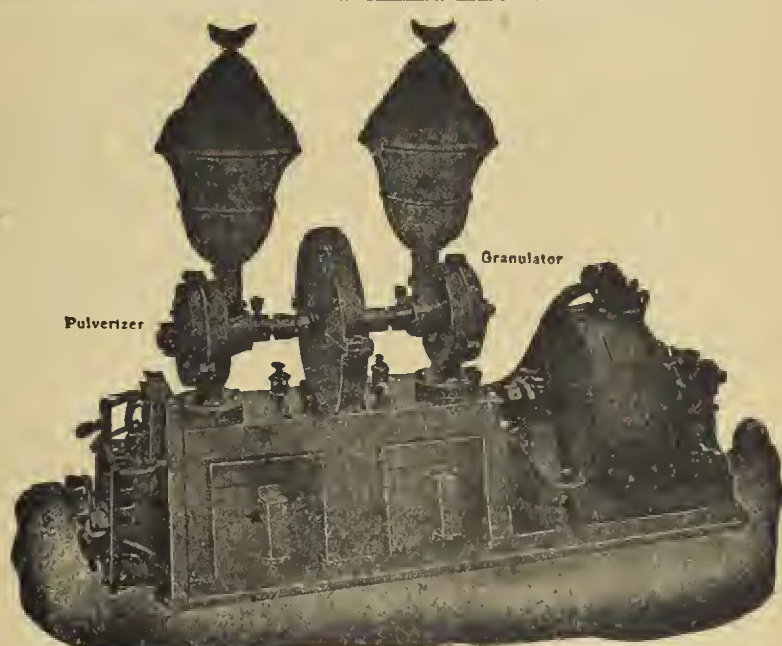


oemner's No. 151 B, "AGATE" Bearing Scale, sensibility 32 oz. Leaves your profit in the bin every time. NO /ERWEIGHT.

Troemner's No. 44, "BALL" Scale

STANDARDS OF EXCELLENCE

USED BY ALL LEADING GROCERS



TROEMNER'S

New Electric Coffee Mills

The ONLY successful machine of the kind on the market. PULVERIZING and GRANULATING coffee as it should be done.

FAMOUS "STAR" COFFEE MILLS
STEEL and AGATE BEARING GROCER SCALES
TEA, COFFEE and SPICE CANS and BINS

Don't be talked into something "just as good"; there is NOTHING like the GENUINE TROEMNER FIXTURE. WRITE FOR CATALOGUE.

HENRY TROEMNER

No. 911 ARCH STREET — PHILADELPHIA, PA.

J. A. FLESCH & SON 112 Clark Street, Chicago, Ill.
GENERAL AGENTS FOR UNITED STATES

—61—

Banner, in jars, compound	per doz.	1 00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00
Maplecane, 2 doz. 2½-lb. cans	per case	3.80

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, 3 string, split handles	2.50
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protector	3.40
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118, Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.70
Clear, 3 hoop	1.80
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	1.55
3, Solid oval	1.75
5, Solid oval	2.20
1, Wire ends	1.30
2, Wire ends	1.50
3, Wire ends	1.70
5, Wire ends	
Picnic Plates, 8 inch	
Picnic Plates, 9 inch	

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.

Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
20, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.15
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.	Per
Battle Ax	.3
Deer Skin	.3
Gold Rope	.5
Jolly Tar	.3
Newsboy	.3
Old Honesty	.4
Piper Heidsick	.6
Spear Head	.4
Standard Navy	.3
Toddy	.3
Vinco	.3
Town Talk	.2

SMOKING TOBACCO.	Per
Briar Pipe	.3
Duke's Mixture	.2
Greenback	.3
Green Turtle	.2
G. & A. Navy, 3½ oz	.3
Honest	.3
Polar Bear	.3
Ripple	.3
Sensation	.3
Wild Rose	.3
Brown-Holland Pipe Tobacco, 2½-lb. cartons, 2½-oz. packages	1.1

YEAST CAKES.

Compressed, per doz.	.2
Magic, 1½ doz. packages, per box,	.2
Yeast Foam, 1½ doz, per box	.2

GOOD TIME TO PUSH A GOOD THING

"It's All in the Shreds"

The prices of foods of all kinds are soaring skyward. Your customers naturally "squeal."

If you carry

SHREDDED WHEAT BISCUIT AND TRISCUIT

you can always please a dissatisfied customer. Shredded Wheat contains more muscle-building, strength-giving material than meat, eggs or vegetables, and is always the same price, always pure, always clean, always wholesome. It's a good time to push it.

THE NATURAL FOOD COMPANY, NIAGARA FALLS, N. Y.

If 1000 Retailers in Philadelphia Recommended Us, Would YOU Believe in Us?

One of the hardest propositions which confront the retailer is to turn their bad debts into cash. Lots of them have tried different collection agencies, paid retaining or subscription fees and got no results; so it is hard to convince them that **any one** can help to bring the beats to book.

We show you how to **collect your own** accounts; nobody handles your money but **you.** We can give you the names of a thousand merchants in Philadelphia whom we have shown how to get money due them which had been charged off long before they heard of us.

It costs you nothing to find out what our plan is—can you afford **not to?**

The Consolidated Law Association, Inc.

1325 SOUTH FIFTY-EIGHTH ST., PHILADELPHIA, PA.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLIV. PHILADELPHIA AND NEW YORK, OCTOBER 14, 1907. NO. 16.

Contents.

PAGE

No Defence at Dried Fruit Hearing..... 8

Complain Over Our Small Use of Porto Rico Coffee 8

The New York Letter 9

Business Failures Vary Only 200 From Last Year..... 11

Editorial 12
The Pennsylvania Dried Fruit Case.
The Wholesalers' Attorney.
Automobiles and the Grocery Business.

Pennsylvania Food Commissioner on the Dried Fruit Situation. 12

The Pittsburg Produce Wrangle Again... 13

Collier and Post Still At It..... 14

Retailers Liable for Adulterated Butter Tax Only When They Know of Adulteration 14

Co-operative Buying Among Dry Goods Men 14

Window Dressing for Grocers..... 15

The Grocery Markets 16

Individual Market Reports..... 17

Market Notes..... 18

Among the Trade 18

The Science of Advertising..... 19

The Stroller's Column (Contributed)..... 20
What You Read.

Two-Minute Sermons for the Retail Grocer..... 22

Jots from a Jobber's Note Book..... 27

Legal Department 28

Heart-to-Heart Talks with Grocery Clerks..... 29

Association News 30

Want Department..... 31

Baltimore Prices-Current..... 33

New York Price-List..... 34

"Grocery World" Prices-Current..... 35

Index to Advertisements.

PAGE

"Advertising World"..... 27

American Slicing Machine Co., The..... 27

Anker's Bouillon Capsules..... 19

Arbuckle Bros..... 39

Atmore & Son..... 44

Babbitt, B. T..... 40

Baker Co., The Franklin.....Cover 1

Baltimore Manufacturers' Advertising Association..... 6

Beardsley's Sons, J. W..... 5

Bell & Sons, Samuel..... 41

Bishop, R. W. 27

Bower & Co., John..... 45

Bown Bros. 36

Bradstreet System, The 18

Brown & Co., P. F..... 42

Buchan's Soaps Corporation..... 4

Buckley, Elton J. 8

Butler Brothers..... 21

Carter & Williams..... 32

Corn Products Mfg. Co. 28

Cowan & Sons, H..... 36

Crescent Mfg. Co..... 16

Croft & Allen Co..... 38

Daetwyler & Co., R..... 32

Dilliard Remedy Co..... 32

Dixon Crucible Co., Jos..... 4

Durham Display Fixture Co. 45

Enterprise Mfg. Co. of Pa., The..... 43

Esterbrook Steel Pen Co., The.....Cover 4

Exton & Co., A..... 13

Fels & Co..... 15

Fell Manufacturing Co., E. C. .....Cover 2

Fischer & Co., B. 11

Fleischmann's Yeast..... 32

PAGE

Floto's Sons, George..... 50

Forbes, J P. 16

Franklin Sugar Refining Co..... 6

Freihofer Vienna Baking Company..... 5

Fromm & Co., F. H. 30

Fulton & Walker Co..... 48

German-American Coffee Co.....Cover 2

Goff & Sons Co., S. B. .....Cover 1, 19

Gold Medal Flour..... 41

Grocers' Printing Co..... 31

Habben & Co., H..... 3

Hagan & Co., Arthur..... 36

Harding & Co., E. E. 16

Hires Condensed Milk Co..... .....Cover 3

Indexed Coupon Books. 16

Johnson, A. W..... 22

Kellogg & Sons, H. 47

Knight Cooking Extract Co..... 19

Lamson Consolidated Store Service Co., 37

Lautz Bros. & Co..... 44

Levering Coffee Co., The 19

Loughery & Co., Jas. J. 40

Lowney Co., The Walter M..... 50

Lutz & Schramm Co..... 20

Maher's Veterinary Hospital, Dr...Cover 1

Manufacturers' Trade-Mark Association, 29

Martindale & Co., Thos..... 36

Mentor Cigarette Co. 36

Miller & England 39

Mince Meat 44

Morgan & Cornell..... 46

McCahan Sugar Refining Co., The W. J., Cover 3

McCanna & Fraser Co..... 4

McCaskey Register Co., The..... 38

Philadelphia Electric Co., The..... 41

Phillips & Co., F. H. 30

PAGE

Quaker City Preserve Co..... 31

Quinn, Chas. S..... 28

Rae's Lucca Oil..... 47

Ralston Purina Mills. 20

Rapid Motor Vehicle Co..... 42

Reeve, James Knapp 30

Ritter Conserve Co., Philip J..... 37

Royal Milling Co..... 41

Royal Specialty Co..... 19

Sauer Co., C. F.....Cover 4

Scott & Co., Inc., John.....Cover 4, 9

Sea Foam Baking Powder Co..... 5

Shafer Co., Jacob C..... 19

Shane Bros. Co..... 16

Smith's Sons Co., John E..... 47

Snider Preserve Co., The T. A..... 15

Stickney & Poor Spice Co. 13

Strasbaugh, Silver & Co. .....Cover 3

Sulpho-Napthol Co., The..... 5

Swift & Co. 28

Toledo Computing Scale Co.....Cover 1

Tongue & Bros., R. E..... 30

Troemner, Henry..... 49

Union Mercantile Agency 10

Wagner Co., Martin..... 32

Walker Patent Pivoted Bin Co..... 48

Washburn-Crosby Co..... 41

Weller Co., The W. J..... 27

Welles & Davis Mfg. Co., The..... 30

Wells & Richardson 27

Whittemore, Bros. & Co.....Cover 2

Wilde, Carl .....Cover 3

Wilde's Sons Co., Samuel.....Cover 2

Williams Bros. Co., The..... 47

Wrigley Mfg. Co..... 4

Young & Co., Chas. W..... 10

Young, P. D. F., W. F..... 31

No Defence at Dried Fruit Hearing

Charles Kephart, of Altoona, Heard on Charge of Selling Dried Peaches Containing Sulphurous Acid. Jobbers' Association Not Represented. Department's Witnesses Find Five Grains of Acid in Two Pounds.

The hearing of the case brought by the Pennsylvania Dairy and Food Department against Charles Kephart, of Altoona, Pa., on the charge of selling dried peaches containing sulphurous acid occurred late on Saturday, the 5th. Rather singularly, after all their announcements of what they proposed to do, the jobbers' associations were not represented. In fact there was no attempt at a defense, and a penalty of $50 and costs was imposed on the defendant. He did not pay it, but will appeal and give the jobbers another chance.

At Mr. Kephart's hearing the department had several expert witnesses and was prepared for a hot fight. The chief chemical witness was Dr. Frear, of the State College, who testified that he examined two pounds of peaches bought at Kephart's store and found five grains of sulphurous acid. To the lay mind this seems like an infinitesimal quantity.

Two other witnesses were Dr. Horace Smith and Dr. W. Albert Nason, both representing the State. Both testified that the quantity of acid mentioned was injurious to health. It impaired digestion, they said, destroyed the red corpuscles and inflamed the kidneys.

There being no defense presented, the magistrate promptly found Mr. Kephart guilty. In this case there was no chance to transfer the prosecution to the jobber, as the firm which sold the peaches to Mr. Kephart was R. C. Williams & Co., of New York.

The Tri-State Wholesale Grocers' Association has retained Samuel L. Clement, Jr., to represent it in whatever fight will be made The Grocers' and Importers' Exchange will probably retain an attorney of their own.

The Dried Fruit Association of New York, whose letter to the Pennsylvania Commissioner stirred up the dried fruit matter, has taken the rather extreme stand that until Commissioner Foust says exactly what he proposes to do, no sulphured dried fruits should be shipped into Pennsylvania. This would mean the exclusion of almost all dried fruits, as they are all sulphured to a greater or less extent. The association's letter to the trade, issued during the week, is as follows:

> In our bulletin of October 1 we advised you that the wholesale grocers of Pennsylvania and other States had taken the matter up with the Commissioner and Attorney-General and that it was decided that the matter was to be settled by a test case, and that pending the decision of the court in this case there would be no prosecutions for the sale of dried fruits that had been bleached with sulphur.
>
> We are advised to-day that there is some hitch in these proceedings and that further conference on the subject will be held on Wednesday of this week. As soon as we have further information we will advise you. In the meantime it would seem to be advisable not to ship sulphured fruits to Pennsylvania.

Western Butter Men Accuse Railroads.

Charges of discrimination and conspiracy are made in a petition filed with the Interstate Commerce Commission last week by the Fairmont Creamery Co. and several other creamery companies against the Illinois Central Railroad Co., a large number of other Northwestern and Western railroad companies, and the United States, Adams, American and Wells Fargo & Co. express companies. The creamery companies have an aggregate capital of $5,000,000 and produce annually sixty million pounds of butter of an aggregate value of $14,000,000, the net profit on which is asserted to be less than one-half a cent a pound. The complainants alleged that, under the present rates for the transportation of cream they pay the defendant lines more than $600,000 a year in freight and express charges. It is alleged further that, by concert of action, the defendants decided and announced they would increase their charges for the transportation of cream after September 1, 1907, from the average of 1 cent a pound of the butter produced to an average of 1⅔ cents a pound. The complainants allege that the increased rates will cost them more than $400,000 annually and that they are unjust, unreasonable and discriminatory; and that they will wipe out absolutely all profit the complainants realize from their business. The Illinois Central, the Chicago, Rock Island and Pacific, the Chicago Great Western, the Chicago, Burlington and Quincy and the Chicago, Milwaukee and St. Paul are the most powerful of the defendants which are charged with having entered into an illegal conspiracy and that it will subject them to enormous losses. They ask, therefore, that the proposed rates be declared illegal and of no effect.

Complain Over Our Small Use of Porto Rico Coffee.

Imports Into United States Show Heavy Decrease in Last Three Years. American Dominion Over the Island Held Responsible.

Special correspondence of "Grocery World."

Washington, D. C.,
October 11, 1907.

The people of Porto Rico are exceedingly disappointed that the United States is not taking more of their coffee, which they claim is superior to most other varieties. As a matter of fact, a marked decrease in the coffee business has been shown since the United States came into possession of the island. Depression continues among the planters. The protected Spanish and Cuban markets are lost to them, while the market of the United States obtains its supply of coffee elsewhere. The problem is an intricate one. In interviews with planters in various parts of the island the desirability of obtaining the market of the United States, or protection in some form for their product, is deemed by them as necessary for the welfare of Porto Rico. It is certainly true that if the selling price of coffee could be increased 25 per cent. of the population would be benefited thereby. Coffee may be cultivated with a comparatively small outlay of capital, and a large acreage lies in the mountainous interior of the island which is adaptable to no other product. There are at present 17,000 plantations, comprising 185,000 acres under cultivation, the average yield of which is 200 pounds an acre.

It is claimed that the future of the industry will not be solved until improved methods of cultivation are adopted, thereby insuring an increased yield.

The Cuban market takes all inferior grades of Porto Rico coffee, or seconds, which, while inferior in appearance, both as to bean and color, have a good flavor, and being cheaper finds a ready sale in that market. American markets take very little of Porto Rican coffee, and although shipments have been made of superior qualities of large and even-sized beans, the same as shipped to Europe. Coffee for home consumption is roasted both with and without sugar, a much darker berry resulting from the addition of 20 per cent of sugar. It is asserted that the berry thus roasted yields a stronger flavor, though it is increased in weight. The domestic retail price a pound for coffee roasted with sugar is 20 cents; roasted without sugar, 25 cents.

The official figures show a remarkable decrease in the imports of Porto Rico coffee into the United States within the last three years. They show that in 1904 the imports amount to 2,415,559 pounds, valued at $279,461. In 1905, they were 1,519,149 pounds, valued at $201,642, and in 1906 only 303,455 pounds, valued at $27,069.

HOLT.

Another Way to Preserve Eggs.

An experiment station in Germany kept eggs eight months, testing twenty methods. Most of the eggs spoiled, but all of those preserved with water glass, lime or vaseline were good at the end of the period. The vaseline method is a new one and consists simply of coating the eggs with the petroleum product and keeping them in a cool place. The covering of the grease-like substance keeps the air out of the pores. This method requires little expense, a 10-cent bottle of vaseline being sufficient to preserve ten dozen if the substance is heated until it is semi-liquid and the eggs are rolled around in it. Care should be taken to see that every part of the shell is covered. The vaseline also may be applied cold.

ELTON J. BUCKLEY

Editor "Grocery World"

Attorney and Counsellor at Law

730-731 Drexel Building, Philadelphia, Pa.

Telephones { Bell, Lombard 1727
Keystone, Race 746

COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS

TRADEMARK REGISTRATION

The New York Letter

The Salt Trust Situation in the East. Independent Salt Concerns to Make a Stand. Grocers Watching Standard Oil and Tobacco Suits. Callanan Again Denounces Department Store Advertising. Small Trade News.

Special correspondence of "Grocery World."

New York, October 11, 1907.

Your correspondent called to-day at the offices of the International Salt Co. to learn if there was any desire to say anything for publication with reference to the reports that the so-called trust has eliminated competition here and so has now the entire Eastern field to itself, this being said to be in violation of the anti-monopoly law of this State. The people at the office were not communicative. One of them said that the company makes it a policy not to notice rumors and newspaper stories which are often originated by outsiders with ulterior motives.

This position, in these days of increasing publicity for corporation affairs, was not taken, however, by some other persons who are in the salt business and who were willing to talk freely enough provided only that their names were not published. They were evidently not looking for the trouble that might follow any statements which would not be satisfactory to other people in the trade.

One man who is prominent in a company which certainly was independent of the trust until recently—if it is not now—said:—

"People buy salt from any one of a large number of salt companies or agents, but hardly know whether or not they are really buying from the International, because the conditions are confused by the number of subsidiary companies. The selling agency of the International in this city is the Independent Salt Co., an odd name, of course, under the circumstances. But the trust sells under various other names and through various agencies, so that many people are getting 'trust' salt, as it may be called, and do not know it.

"It is not true, however, that the trust has obtained control of all the companies that had been operating in this field. Last year several independent companies were fighting the trust and prices were cut to a level at which there was no profit or no reasonable profit for any of the companies. It may be that the trust has extended its influence over one or more of these companies, but it certainly has not obtained control of all. We have all found, however, that it is time to get a fair price for our salt. The International advanced its prices and we find that we can get just as high prices as it is getting. Nobody could expect us to sell for lower prices than we can readily get. All the salt that we wish to sell in this market we dispose of easily without leaving the office to make a sale. I think that there are other independent companies that are similarly situated, but this does not indicate that the trust has absorbed any of us.

"Nobody who is not on the inside knows anyway just how the various companies in the trust are held together. It is not likely that the ties are any stronger than those that are sometimes called a community of interest—that is, they decide at what prices they shall sell the output and maintain this agreement. This is the idea of many people, although we could not say positively that such is the arrangement.

"The advance since last year is not unreasonable and does not go any farther than putting the business on a fairly profitable basis. The advance falls entirely on the jobbers. Salt is one of their most profitable lines, and while the prices were being cut the margins of the jobbers were very large. They can now afford to pay the higher prices and still make good money. As far as I have heard, no retailer has been called upon to pay more for his supplies and the consumers are paying the old prices."

As instances of the advance, it may be mentioned that a 320-pound barrel of table salt that sold a few months ago for $1.43 is now bringing $1.62; a 200-pound bag that sold at 80 cents is now 91 cents; a 324-pound bag that was sold at 91 cents is now $1.

The Ohio Salt Co., of Cleveland; the Wadsworth Salt Co., of Wadsworth, Ohio, and the Colonial Salt Co., of Akron, Ohio, are mentioned as companies that formerly fought

STATE HOUSE

CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

the trust, but are now getting the same prices as does the trust.

In advancing the prices the salt companies apparently made some effort to remove a grievance of which the New York jobbers formerly complained loudly—that the trust discriminated against them by giving more favorable prices elsewhere, thus trying to divert business that naturally belonged to the jobbers of this city. It is said that the prices now are all on the same basis at the works, the only differences being such as are made by the differences in freight rates. So Western jobbers may buy Ohio salt more cheaply because the freight is lower.

All the jobbers are not satisfied on this score, and some say that there is still discrimination because some of their old customers, in places where the freight rates are the same as to New York, may buy in comparatively small quantities at the same prices quoted to jobbers here on large lots. In other words, the trust is suspected of having designs to squeeze out the old middlemen, substituting its own various agencies.

Talk is heard in the trade of a movement to present the facts to State or Federal officials, but there does not appear at present to be any substantial basis for such talk.

The New York directory gives the names of about 40 salt companies having offices in this city. The International has its principal offices in the new building of the United States Express Co. in the Wall street district. The names of E. L. and Mortimer B. Fuller appear on the door. The Avery Rock Salt Mining Co. occupies the same offices. The Independent Salt Co. has separate offices in other parts of the city.

* * *

Grocers are watching the progress of the Federal suits against the Standard Oil Co. and the American Tobacco Co. with as much or more interest than other people, and many old-fashioned dealers are beginning to dream of a degree of competition in that used to prevail, in contrast with the system with which the "large interests" have been doing things in late years. The legal developments and the evidence as to the smothering of small companies and other details of high finance have surprised even those who expected the worst, while conservative old merchants are dumfounded.

* * *

The advertisements of some department stores in the Sunday papers, whose misleading character has been exposed from time to time in your columns, have recently awakened new indignation because of the tricks that are being practiced, and this was voiced to-day by L. J. Callanan, who said that when the pure food law was passed it should have carried a companion measure providing for the stamping of the true weight on all packages.

A recent advertisement, he pointed out, announced packages of California seedless raisins at 11 cents. Now, in view of the fact that people are in the habit of buying raisins by the pound and that other articles mentioned in the same advertisement were pound packages, he said, the unwary customer supposes when he buys such a package of raisins that it weighs a pound. The text and the circumstances naturally would lead a person not used to scanning advertisements closely to suppose that a pound of raisins was offered, and without a question the purpose of the wording was to give this impression. Yet the package contained only three-quarters of a pound.

The other tricks the regular grocers already know, as Mr. Callanan suggested. There is the sale of an article at a low price for an hour and only a small percentage of those who chase after the bargain are able to get it in that hour. Or the big store sells something really cheap, but stipulates that it can only be bought with an order for other groceries, so that by the time the customer pays for all, including the high prices of some other articles on the list, he will pay more than he would for the same articles at any regular grocery store.

It is Mr. Callanan's opinion that the authorities made a grave mistake in dropping the plan for requiring the weight to be stamped on packages, at the same time that they put through the food law, and he hopes that a lively movement will be started by retailers to get such a law as soon as possible.

* * *

Letters have been sent out this week by the National Wholesale Grocers' Association advising mem-

Everything to Gain Nothing to Lose

What will you lose if you let us collect your bad accounts? *You* can't collect them—you've tried everything you know. Suppose we fail too—how have you lost anything?

But in a great many cases we won't fail. We have cracked the elephantine hide of many a seasoned dead beat, and have gotten thousands of dollars that the creditors had wholly given up as lost.

We can do the same for you. Write us.

Union Mercantile Agency

314 Court Exchange Building BRIDGEPORT, CONN.

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

bers to have all labels comply in every particular with the requirements of the food law and the regulations made by the Federal authorities. The association in this way gives up its effort to get an extension of the time for using labels that in a technical way do not comply with the regulations.

An officer of the association said that after this the efforts of the organization will be centered, as far as the food law is concerned, in trying to obtain its complete and general enforcement. The officers realize that as the right thinking jobbers will do exactly as the law directs, they must, for their own protection in trade, see that, as far as it can be brought about, everybody does the same. So the jobbers are to assist wherever they can in the enforcement of the law.

It is said that the Department of Justice is about ready to begin some suits at the request of the Department of Agriculture against concerns that are said to be flagrant violators of the new law.

* * *

W. H. Montayne & Co., coffee and spice dealers at 68 Barclay street, filed Tuesday schedules in assignment, showing liabilities of $64,437 and actual assets of $11,372, of which $5,900 is in accounts, $2,000 in stock and $3,000 is investment in branches. The largest creditors are Eppens, Smith & Co., to whom $26,650 is due for coffees sold.

* * *

H. O. Havemeyer, the president of the American Sugar Refining Co., is on a Western trip inspecting the company's beet sugar plants.

FRED A. MCGILL.

Business Failures Vary Only 200 From Last Year.

Official Figures Show Difference of Only 178. New England, Southwest, Central States and Western States Had Fewer Failures in 1907, Other Sections Had More.

According to the official figures just received from the Dun Mercantile Agency, there were slightly less than 200 more business failures in 1907 than in 1906. The actual difference was 178. The aggregate liabilities were $84,660,237 in 1906, as against $116,036,348 in 1907.

It is interesting to note how the failures varied in number in different sections of the country. In New England 1907 brought 885 failures and 1906 993. The Middle Atlantic States (North) experienced 1,937 failures in 1907 and 1,612 in 1906. Middle Atlantic States (South) report 1,526 in 1907 and 1,389 in 1906. The Southwest States had 705 in 1907 and 823 in 1906. The Central States had 1,419 in 1907 and 1,475 in 1906. The Western States had 842 in 1907 and 962 in 1906. The Pacific States had 776 in 1907 and 658 in 1906.

The records of the different States with the liabilities in each, are as follows:

States.	—Total 1907.— No.	Liabilities.	—Total 1906.— No.	Liabilities.
NEW ENGLAND.				
Maine	130	$743,007	103	$1,040,782
New Hampshire	43	172,170	35	232,527
Vermont	30	314,785	33	158,765
Massachusetts	468	5,446,910	574	4,933,780
Connecticut	135	3,880,042	176	1,348,616
Rhode Island	79	814,212	72	949,902
MIDDLE.				
New York	992	$47,855,328	779	$13,511,611
New Jersey	84	1,693,954	108	2,241,603
Pennsylvania	861	9,142,870	725	7,745,008
SOUTH.				
Maryland	140	$1,247,356	142	$4,280,224
Delaware	35	225,539	29	677,956
Dist. Columbia	35	1,223,932	20	453,223
Virginia	113	761,695	149	731,383
West Virginia	69	588,746	73	625,675
North Carolina	101	1,709,620	70	531,759
South Carolina	65	494,778	83	305,668
Florida	100	684,105	101	505,247
Georgia	185	1,890,396	186	1,177,790
Alabama	169	1,254,899	106	1,445,777
Mississippi	70	577,457	53	430,723
Louisiana	101	1,063,637	103	786,753
Tennessee	202	1,115,500	155	1,141,167
Kentucky	141	1,324,378	119	948,956
SOUTHWEST.				
Arkansas	202	$906,872	229	$1,210,458
Texas	187	1,404,952	279	1,786,022
Missouri	316	2,064,759	315	2,468,333
CENTRAL.				
Ohio	876	$4,628,785	363	$6,159,631
Indiana	200	2,029,012	224	2,494,399
Michigan	151	1,991,165	98	775,416
Illinois	605	5,728,084	682	12,866,018
Wisconsin	87	1,352,805	108	1,083,239
WEST.				
Minnesota	174	$1,011,172	173	$1,602,224
Iowa	162	752,500	174	905,400
Nebraska	48	448,174	55	296,106
Kansas	157	686,649	183	889,522
Oklahoma	46	417,882	81	289,376
Indian Territ'y	51	136 505	48	335,683
Montana	78	269,553	59	255,063
North Dakota	22	230,970	27	257,540
South Dakota	33	181,444	45	241,213
Colorado	63	300,691	111	651,242
Wyoming	2	20,500	3	13,000
New Mexico	6	36,400	3	7,252
PACIFIC.				
Nevada	12	$118,500	5	$50,000
Utah	36	309,323	44	95,082
Idaho	47	208,295	40	268,800
Arizona	11	120,700	11	52,000
Washington	208	1,539,426	164	1,195,241
Oregon	96	955,006	104	578,523
California	362	3,725,408	287	1,617,259
Alaska	4	235,500	3	8,300
Aggregate	8,090	$116,036,348	7,912	$84,660,237
Half Year	5,607	69,568,662	5,612	62,664,074
Third Quarter	2,483	46,467,686	2,300	21,996,163

The cold weather has curtailed the receipts of tomatoes, though plenty are still coming forward. The quality, however, is poor. The market ranges from 35 cents per basket down, and the demand is only fair.

Now Is the Time to Buy Fish.

The season is here when Holland and Scotch herring, Norway mackerel, Norwegian anchovies, sprats and fish of similar character, are in demand. It will pay you to buy these goods from Carl Wilde, 357 N. Second street, Philadelphia, who is one of the largest importers, and who will give you the best goods for the least money. He has new summer Ementhaler Swiss Cheese, the finest cheese that comes to America ready for you.

WE CAN GET YOU ORDERS

We knew when the repeat orders came in from the hotels for **Hotel Astor Coffee** that we had a blend that would succeed anywhere under all conditions.

Because if a coffee can succeed with the high-grade New York hotels it can succeed anywhere.

We make and sell many brands of coffee, but we're a bit fonder of **Hotel Astor** than any other. It is truly a delicious blend and there isn't one chance out of a hundred that it won't make the same hit with your trade that it has everywhere else.

We have a special plan getting you orders for **Hotel Astor Coffee**—may we tell it to you?

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

Grocery World

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Manager "Prices-Current."

The Pennsylvania Dried Fruit Case.

The Pennsylvania action against dried fruits, from a legal standpoint, analyzes itself thus:—

If the sample of fruit on which prosecution is brought contains a percentage of sulphur which is permitted by the Federal rules and regulations, no case can lie against it in Pennsylvania, provided that part of the State law which protects it is constitutional. If the sample contains a percentage of sulphur in excess of the 35-1000 of 1 per cent. permitted in Federal Decision No. 76, it will be necessary for the defence to prove that the Federal authorities have issued a further regulation permitting the percentage shown to be present in the sample. To prove this may or may not be easy. Certainly the Federal authorities have issued no written regulation permitting more than 35-1000 of 1 per cent., and when forced into a corner they are therefore in a position to deny having *officially* issued such a regulation at all. It is well to remember that a Federal regulation permitting more than 35-1000 of 1 per cent. *must* be proven in order to protect—in Pennsylvania—dried fruits containing more, and that in the absence of anything in writing it may be difficult to prove that such a regulation exists. But if the existence of such a ruling can be proven, the case falls.

If the protective provision of the State act is unconstitutional, or if the percentage of sulphur in the sample is in excess of the Federal regulation, and, therefore, unprotected by it, the defendant still cannot be convicted unless the department can prove that the percentage present is in itself injurious to health. At the test case hearing in Altoona the State chemist testified that two pounds of dried peaches examined contained five grains of sulphurous acid. The chance is that a consumer at a sitting would not consume more than two ounces of dried fruit, which would mean a consumption of 5-16 of one grain of sulphurous acid. Some chemists will doubtless swear that this atom will harm the eater, but by no means all will. Further than that, it is a matter of evidence that dried fruit when ready for the table contains much less acid than when sold over the counter, because it is soaked and cooked, both of which processes eliminate a large portion of it. There is no specific provision in the State act authorizing the examination of dried fruits when ready to be eaten instead of when sold, but that that is the spirit of the act is shown by that section which says that where preservatives are externally applied to food, to be partly or wholly removed before eating, their legality shall be estimated by their condition when ready for the table and not when sold.

It will be an exceedingly interesting case.

The Wholesalers' Attorney.

Under ordinary circumstances the identity of the attorney engaged by the Wholesale Grocers' Association of Pennsylvania, New Jersey and Delaware to represent it in the dried fruit conflict would be exclusively its own business, and any criticism of its choice would be gratuitously impertinent. The dried fruit case, however, is not an ordinary case. Interests representing millions of dollars center in it, and the business of every grocer in Pennsylvania will be directly affected by the result. The Wholesale Grocers' Association has assumed the burden of showing dried fruits as now sold to be wholesome and legal, and its plans in that direction are therefore of consuming public interest and a legitimate subject for discussion and criticism if criticism reasonably lies.

In the "Grocery World's" judgment criticism does lie against their selection of an attorney, and this is said without the slightest flavor of disparagement for Samuel L. Clements, Jr., the man selected. Mr. Clements is a fair all around lawyer, a man of good character and is credited with much political influence with the ruling Republican dynasty. But he is decidedly not the man to handle a case which must be fought out in the highest courts of the State and which involves the welfare of the entire grocery trade of Pennsylvania.

Pennsylvania Food Commissioner on the Dried Fruit Situation

PENNSYLVANIA DEPARTMENT OF AGRICULTURE
DAIRY AND FOOD DIVISION

HARRISBURG, October 8, 1907.

E. J. Buckley, Esq.,
730 Drexel Building, Philadelphia, Pa.

My Dear Mr. Buckley:—The "Grocery World" of October 7th, has misquoted me regarding my attitude in the enforcement of the new Pennsylvania Pure Food Law.

I am quoted as saying, "important protective part of law is unconstitutional." In this I am misquoted. I must accept the law as constitutional and uphold it as such in every particular until the Courts decide otherwise. In your editorial of same date you quote me as saying, "that I would much prefer not to bring a single case during my official term." This is correct, provided the law is not violated.

As Dairy and Food Commissioner it is my duty to enforce the laws as I find them. The Legislature made the law, it is my duty to enforce it and the Courts to interpret it. I assure you this is my position.

A number of propositions were made to me by the trade, setting forth numerous reasons why I should do certain things, and I stated that the questions were questions for the Courts and not for the Commissioner. I made the proposition myself to go to see the Deputy Attorney-General, and stated that I would most certainly carry out his instructions regarding the matter.

There were several questions raised as to the attitude of the Federal authorities. I suggested that all these matters be placed before the Court, inasmuch as the sulphurous acid was found in excess of the amount allowed by the Federal rules. Had the amount been 350 milligrammes or less, as allowed by the Federal rule, then, under the Pennsylvania Food Law, there would have been no case. The trade contended that a written statement or agreement was furnished by the Federal authorities that no action would be taken notwithstanding the sulphurous acid was found in excess of 350 milligrammes in this year's crop. I stated that this was undoubtedly a matter entirely for the Courts and not for me, unless an official ruling was issued by the authorities at Washington.

I think that you will agree with me that my position, as stated above, is no unreasonable one; on the other hand, is perfectly fair.

I feel that this statement is necessary at this time in order that my position may be properly understood.

With kind regards, am

Sincerely yours,
JAMES FOUST.

This dried fruit controversy is the ost important food case which has ver transpired in Pennsylvania or ny other State. That being true, ow utterly silly to go into the fight ith any less than the very best wyers obtainable—men like John . Johnson, of Philadelphia, or D. . Watson, of Pittsburg. This isn't time for political lawyers, for olitics will have absolutely nothing o do with this case.

What is said here will of course ot change the ideas of the Whole- le Grocers' Association in the ast. It will go right ahead, fol- wing its motive of saving money, r of winning the case through po- tical pull, whatever the motive is. he unfortunate feature of it is that nce it has assumed the initiative e entire trade must stand or fall n what the association does.

The automobile is beginning to e held up by the pulpit as an enemy to the merchants who handle the necessaries of life. Rev. Frederick A. ould, of Grace Methodist Church, Vorcester, Mass., recently preached most bitter sermon against the utomobile, in the course of which e made these remarks:—

Automobiles and the Grocery Business.

Another moral phase of it is that multitudes are purchasing automobiles who cannot afford to do it. It is one of the most expensive luxuries of our day, and many spend money for high-priced machines at the expense of their grocer and dry goods merchant, and at the sacrifice of benevolences and the church. Dr. Buckley says in one city of moderate size in two months fifty men mortgaged their homes to get money to buy antomobiles, and in a smaller place twenty-nine did the same thing.

There is much solid truth in this. p to date the automobile has rought good only to the manufac- rer of the vehicles and its sup- lies, the physician and the under- ker who have fattened off the in- umberable accidents, and the tandard Oil Co., which sells the ost of the gasoline. The automo- ile is a luxury pure and simple, nd, like other luxuries its excess- e use robs all businesses that deal n necessities. Probably ten thou- and automobile owners have held ff their grocers in the last five ears because they had automobile xpenses to pay and couldn't pay oth. In such a case it is always the uxury that gets the preference.

The virtue of a catsup depends on its avor. Snider's Catsup is not too sweet, ot too sour. It's just right, it suits par- cular people.

The Pittsburg Produce Wrangle Again.

Pittsburg Paper Lays Blame for the Situation Upon Retail Grocers. Say They Maintained Famine Prices for Their Products.

Special correspondence of "Grocery World."

Allegheny, Pa., October 11, 1907.

Here is a clipping from one of the Pittsburg papers:—

A significant fact in connection with the failure of a produce commission house yesterday is that while a Scottdale retail grocer also filed a petition in bankruptcy, one seldom hears of the failure of a Pittsburg retail grocer or of one of the hucksters who have amassed fortunes in the diamond market.

H. G. and W. G. McCracken, doing business as H. G. McCracken & Co., yesterday filed a petition in bankruptcy, the liabilities being $245,387.47 and assests $166,200. Recent events in the produce yards and the absence of business at the retail groceries and in the market foreshadowed the failure. In the produce yards the wholesalers were selling potatoes for 13 cents a bushel less than the tubers cost them at the farms 500 miles away. Peaches, offered away down, were such a drug on the market that they were allowed to rot. Hundreds of boxes of cantaloupes decayed because the market house stall holders and the retail grocers would not buy them.

Directly on the shoulders of the grocers and market house sellers the blame for the condition of the wholesale business is laid, for while produce and fruit were rotting in the yards, the retailers were asking famine prices from the private consumers.

This is the canning season, when housekeepers ordinarily buy great supplies of fruits and vegetables, but because of the high prices asked by the market men and the grocers housewives are not buying.

William M. Kennell, a Scottdale grocer, also filed a petition in bankruptcy, placing his liabiliities at $2,841.08 and his assets at $2,055. No reason for the failure is stated, but recently retail grocers in Scottdale were complaining that some fellow went there every week from Pittsburg with a carload of fruits and vegetables and undersold the local grocers.

It seems to me strange that the poor commission merchants of Pittsburg, who have continually controlled the fruit and vegetable business over the retailers for so many years, having their own way absolutely, could not operate their business so as to come out on the right side of the ledger.

I suppose by the first of January there will be many more in the same boat.

JOSEPH C. KANE,
Sec'y Retail Merchants' Assn.

Soap and Soap Powder.

It stands to reason that when a firm gives the market the best soap of its kind, that it can and will give the best soap powder. It is an absolute fact that Pearl Borax Soap and Pearl Borax Soap Powder stand at the top. both are pure and both contain full pounds. The wrappers and cartons are redeemed for gifts. They are made by Chas. W. Young & Co., makers of soaps of merit, Philadelphia.

A Good Old Recipe

Our **Spiced Poultry Seasoning** is made from an old recipe which we have never been able to improve on and which certainly nobody else has.

It is a blend of all those spicy and savory garden herbs that, used with poultry, so delights the palate.

There is a quality about **Stickney & Poor's Spiced Seasoning** which other prepared seasonings, good as some of them are, entirely lack.

Isn't there a safe feeling in dealing with a house 92 years old?

Stickney & Poor Spice Co.

BOSTON, MASS.

FOUNDED 1815

There Is Only One "Exton"

The "**Exton**" Oyster Cracker has been **the** Oyster Cracker for 60 years! Think of it! For 60 years no other cracker manufacturer has been able to equal the "**Exton**" in quality or in popularity.

To-day it is "**The best known and known as the best**" throughout this broad land wherever oysters are used.

Is not that a good reason why you should be prepared for this season's business by ordering your stock now?

No better value **has** been offered you. No better value **CAN** be offered you, and no better value **WILL** be offered you.

A. EXTON & CO.

TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers Stamped "Exton"

Collier's and Post Still At It

"Collier's Weekly" Replies to Mr. Post's Charge That They Attacked Him Because He Refused to Advertise. Say They Refused His Advertising As It Was Written. Mr. Post's Tart Reply.

The conflict between "Collier's" weekly and C. W. Post, of Postum Cereal fame, waxes warm, and promises to be both amusing and entertaining before it is concluded. In answer to Mr. Post's charge that the "Collier's" attacked him because he refused to give them advertising, the publishing company has issued a statement, which in part runs as follows:—

> If this were the mere rhetoric of ignorance we should pass it by; but Mr. Post knew all, and confesses that he wrote the charge himself. This being so, is not the correspondence almost beyond belief? On November 7, 1905, the Grandin Advertising Agency said, in the course of a letter to us: "Enclosed you will find Postum advertisement No. 1236, 'The Coffee Heart,' and Grape-Nuts, No. 1203, 'A Brain Worker,'" etc. In his reply of November 17 our advertising manager wrote to Mr. Post:
>
> Owing to the advertising policy recently adopted, copy of which I am enclosing herewith, it will be impossible for me to publish the style of copy you have been sending for Postum and Grape-Nuts.
>
> The following, of November 29, is from Mr. Post's reply:
>
> I observe from yours of the 22d, that you question the advisability of publishing our Postum and Grape-Nuts advertisements on the ground that they claim some medicinal effect.
>
> I have never written, in my recollection, a Postum or Grape-Nut article that makes any claim in that direction.
>
> I will be obliged to you for any announcement of mine that makes claim for medicinal ingredients or results.
>
> On December 11 Mr. Post begins a lengthy argument to induce us to take his advertising with these words:
>
> I have yours of the 6th forwarded from Battle Creek. I am making reply, not for the purpose of asking you to use our advertisements, but to see if it is possible to make clear to your mind the differences between food and the results of food and medicines.
>
> At the end of his long harangue in celebration of his foods, Mr. Post give us the naive permission to print his letter if we wish! Mr. Post was hard to discourage. On December 18 our advertising manager wrote to him:
>
> It seems to be rather difficult for us to understand each other in the matter of inserting this copy.
>
> Your standpoint is upon the ingredients of Postum and Grape-Nuts, and mine upon the method of advertising them. I do not, for one moment, maintain that Postum and Grape-Nuts are medicinal in ingredients; but I do maintain that Postum and Grape-Nuts can not be advertised in "Collier's" as a cure for certain diseases.
>
> Our business office wished his advertising only if it was honestly expressed, and would take it on no other terms. Mr. Post begged us to publish statements which we believed were untrue and should not be made. That was the whole issue.

Mr. Post comes back in a lengthy advertisement under the rude heading "'Boo Hoo' Shouts a Spanked Baby." Some interesting extracts from this follow:—

> Usually a private controversy is not interesting to the public, but this is a public controversy.
>
> Collier's has been using the "yellow" methods to attract attention to itself, but, jumping in the air, cracking heels together and yelling, "Look at me" wouldn't suffice, so it started out on a "Holier Than thou" attack on the religious press and on medicines.
>
> We leave it to the public now, as we did when we first resented Collier's attacks, to say whether, in a craving for sensation and circulation, its attacks do not amount to a systematic mercenary hounding. We likewise leave it to the public to say whether Collier's, by its own policy and methods, has not made itself more ridiculous than any comment of ours could make it.
>
> Does Collier's expect to regain any self-inflicted loss of prestige by demonstrating through suits for damagers that it can be more artful in evading liability for libel than the humble but resentful victims of its defamation, or does it hope by starting a campaign of libel suits to silence the popular indignation, reproach and resentment which it has aroused?
>
> Collier's cannot dodge this public controversy by private law suits. It cannot postpone the public judgment against it. That great jury, the Public, will hardly blame us for not waiting until we get a petit jury in a court room before denouncing this prodigal detractor of institutions founded and fostered either by individuals or by the public itself.
>
> No announcements during our entire business career were ever made claiming "medicinal effects" for either Postum or Grape-Nuts. Medicinal effects are results obtained from the use of medicines.
>
> Thousands of visitors go through our entire works each month, and see for themselves that Grape-Nuts contains absolutely nothing but wheat, barley and a little salt; Postum absolutely nothing but wheat and about ten per cent. New Orleans molasses. The art of preparing these simple elements in a scientific manner to obtain the best food value and flavor required some work and experience to acquire.
>
> Now, when any publication goes far enough out of its way to attack us because our advertising is "medical," it simply offers a remarkable exhibition of ignorance or worse.
>
> We do claim physiological or bodily results of favorable character following the adoption of our suggestions regarding the discontinuance of coffee and foods which may not be keeping the individual in good health. We have no advice to offer the perfectly healthful person. His or her health is evidence in itself that the beverages and foods used exactly fit that person. Therefore, why change?

The lawsuit which "Collier's" weekly has brought against Mr. Post will doubtless be an extremely interesting event.

Retailers Liable for Adulterated Butter Tax Only When They Know of Adulteration.

So Says Internal Revenue Commissioner in a Letter of Instructions to Agents. Manufacturers Primarily Responsible and They Must Bear the Blame Where They Sell Butter Through Commission Men.

Special correspondence of "Grocery World."

Washington, D. C.,
Oct. 11, 1907.

Apropos of the protest by butter dealers all over the country against being taxed 10 cents per pound for selling butter adulterated with more than 16 per cent. of water, where they bought the goods from the manufacturer believing it to be pure, the Internal Revenue Department has issued a statement to revenue agents and collectors. The statement clearly defines the status under the adulterated butter law of the retail and wholesale dealer caught selling watered butter innocently. The order in part is as follows:—

> It has been developed by investigations made by the officers of the bureau that the adulterated butter act is and has been disregarded or ignored by many manufacturers of creamery, ladle and process butter, the result of which has been the cause of assessment and collection of the internal revenue taxes imposed by the act of Congress known as the adulterated butter law above referred to. Of course these taxes would not have become due had the persons interested kept their product within the limit fixed by the law and regulations.
>
> Practically all the trouble has arisen from failure on the part of butter makers or manipulators to see to it that the moisture content of their product is kept below the 16 per cent. limit, thus placing on the market a class of butter designated by the law as adulterated butter, taxable at 10c. per pound, and fixing the liability of the producer as a manufacturer, requiring the payment of a heavy special tax as well as the tax on the product. When these taxes have accrued no authority exists for omitting their collection.
>
> In addition to the taxes imposed on the manufacturer who produces and markets the taxable product, are the special taxes accruing against persons or firms who sell the same as wholesale dealers or retail dealers according to the quantity sold at one time. These latter taxes have necessarily been collected from dealers who have handled adulterated butter furnished them by the manufacturers, and their liability has been incurred without knowledge of the character of the butter handled and without intent to violate the law or carry on a business subject to tax.
>
> In this class of cases in almost every instance no liability would have been incurred had the proprietor of the creamery or other factory where the butter was produced, furnished an article that did not contain an abnormal quantity of water. Thus have innocent persons been caused expense, loss of time and injury to business through no fault of their own, but by the handling of an illicit product which they had a right to suppose was free from liability to internal revenue tax.
>
> From interviews with a number of prominent butter merchants and commission men, it is found that much of the butter handled by them is dealt in on commisssion and sold for account of the creameries, ladlers or renovated buttter manufacturers, who retain the ownership of the goods until sold. In such cases it is held by this office that if the butter so consigned for sale is adulterated butter, the liability to special tax as dealer is on the creamery and not the commission merchant, who acts simply as an agent of the manufacturer.
>
> Hereafter, in reporting persons or firms as dealers in adulterated butter, it must be ascertained whether the sales were made by the manufacturer through an agent, broker or commission merchant for account of the manufacturer, in which case the tax as dealer will be reported against such manufacturer and not against the agent so selling.
>
> When it is found that the merchant broker, etc., has become the actual owner of the adulterated butter by purchase or otherwise and has sold the same for his own account the liability to special tax as dealer is his and should be so reported for assessment. In such cases the name of the manufacturer or producer must if possible be ascertained and reported so that the business of such producer may be investigated with the view of requiring the payment of the special tax as manufacturer as well as the tax on the product removed and sold illegally.
>
> As I view the matter the entire responsibility for the exaction of any tax on the product of creameries and other manipulators of butter rests with the manufacturers. If the butter is so made as to avoid its being classed as adulterated butter or process or renovated butter, no tax accrues thereon under the internal revenue laws. It is believed that the manufacturers can control the per cent. of moisture in their product so as to keep it within the lawful limit.
>
> HOLT.

Co-operative Buying Among Dry Goods Men.

How It Grows in Pennsylvania. New Association Life at Luzerne. No Soap Ordinance at Pottstown.

Special correspondence of "Grocery World."

Erie, Pa., October 10, 1907.

The Beaver Falls dry goods merchants recently placed an order collectively with a leading supply house for a carload of window shades at a big saving to the merchants participating. Co-operative buying is practical to many trades

On September 27th Secretary D M. Evans, of Pittston, visited Forty

Fort and Luzerne and secured four new members. Merchants at Luzerne had an organization two years ago which died in an effort to regulate early closing. The merchants are very anxious for an association. Forty Fort, Luzerne and Kingston ought to organize jointly with a strong association.

We are informed by the Burgess of Pottstown, Pa., that the press dispatch stating that the town had passed a local ordinance which will compel Pottstown women as well as men to pay a $10 license fee for soap soliciting is absolutely without foundation. No such ordinance has been introduced or passed.

The Retail Merchants' Association of Jeannette and vicinity, through a committee consisting of W. C. Permar, J. A. Pehrson and D. H. Rankin, secretary, has successfully induced 95 per cent. of the butchers and bakers in their locality to close Sundays all day and weekdays at 6 P. M., excepting Monday and Saturday.

A. M. Howes,
State Secretary.

Advice of a Collecting Agency.

———— ————, Va., Oct. 8. 1907.

Editor "Grocery World."

Dear Sir:—Kindly give us any information you may have as to integrity and reliability of a collecting agency styled the National Credit Exchange, Baltimore, Md. We have given them a list of accounts and got no response from them. Yours truly,

* * *

The "Grocery World" has never heard of the concern in question, and knows nothing of its standing or methods.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Apple Butter Display.

Place in centre of window a wheelbarrow upset. Put in about one bushel of apples, part of which are on floor of window. On one side place a small half barrel or keg

with the word cider on it, then place your crocks and jars of apple butter in an artistic manner on the floor of the window where you have plenty of space. Do not crowd your window.

Then have a few limbs with apples grown on same, or if you cannot secure them you can tie the apples on the limbs with very fine wire so as not to be detected.

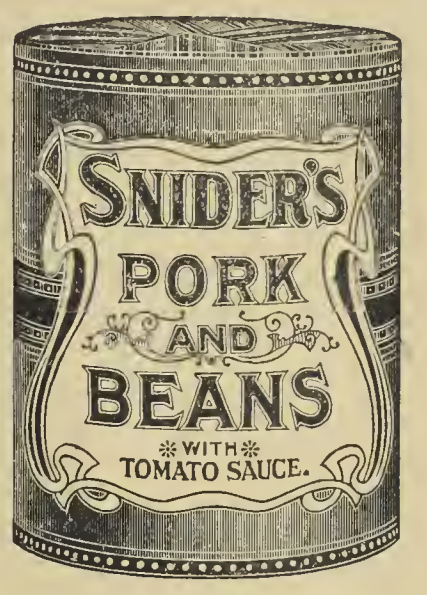
Your sign can be of two words—Apple Butter—or you can use some name as "Heinz" or Williams, or the words Special Sale. Do not try to say too much on a display card.

This window was a winner for us.

S. B. Bernhart.

Mt. Joy, Pa.

Special Offer to Retail Grocers
ON
SNIDER'S
PROCESS
Pork and Beans



Write our nearest office at once for information on this special offer

The T. A. Snider Preserve Co.
Makers of Snider Catsup CINCINNATI, OHIO

NEW YORK OFFICE 105 Hudson St. | BOSTON OFFICE 46 Clinton St. | CHICAGO OFFICE 12 & 14 State St.

Fels-Naptha soap is profitable, and well advertised.

Policy demands that you keep prominent in your store goods that pay and are advertised, because there is the minimum amount of work in selling them.

Fels-Naptha's great quality and prominence move it quickly.

MAPLEINE

THE BACKBONE

of business—is more business.

MAPLEINE

is the right prescription for your business. There are no two ways about it, Mapleine is in stronger demand than ever, and mail orders are coming in right from your section. The question is, do you want to take hold of a live wire and tell your customers you have it. There is more in it than our "Say-so."

Send in the order to-day for a case

E. E. HARDING & CO., Agts., Philadelphia
CHAS. W. JACOBS & ALLISON, Agents, NEW YORK CITY
Manufactured only by
CRESCENT MFG. CO. - - SEATTLE, WASH.

HE DID NOT KNOW

although using them, the full value and merit of our

FORBES' INDEXED COUPON BOOKS

until he ran out of them. He says:

Please ship me 300 books ***. I never knew how much these books saved me until I ran out of them, and in the future I intend to urge the use of them wherever I can.
H. McNELLY, Washington, Pa.

All sizes. F. O. B. your nearest express office. Prompt shipments. Stop worry, book-keeping, forgotten charges, etc. Best for cash or credit. Many have used them for more than ten years. You need them and will want them. Ask us for samples.

J. P. FORBES, Forbes Building, Coshocton, Ohio

MILLBOURNE
AND
ONTOP
SPRING WHEAT
FLOUR

It will be difficult to make these flours better than they have been—expensive, too—but it is possible. Wheat washing and a double system of purification will do it, and these improvements are now being made. It will cost more to make MILLBOURNE and ONTOP, but they will bring a better price and sell more easily.

MILLBOURNE MILLS
63d and Market Sts.

SHANE BROTHERS & WILSON CO.
Proprietors
672-688 Bourse Philadelphia

THE GROCERY MARKETS

Tea.

To use the language of one of the largest operators, "there is a better tea market to-day than we have had for three years." The demand for cheap teas is particularly active, due to scarcity. London is buying Foochow Oolong in this country now at an average price of 11 cents. This is an advance of 2 cents per pound from the price ruling a few months ago. Foochow Oolong even at 11 cents is about the cheapest tea on the market. Hysons, Young Hysons and Gunpowder also show an advance of 1 cent per pound within a short time. The market seems stronger than for some time and the demand very fairly active.

Coffee.

The market for Rio and Santos coffee has shown practically no change for the week. The market has shown some slight fluctuations, but they have not been important. The consumptive demand is fair, but the speculative demand is still very narrow and dull. Mild coffees are strong, particularly Bogotas. Javas are also strong. Mocha is unchanged. The general demand for coffee is good.

Sugar.

The sugar market shows practically no change for the week. Raws are steady at ruling prices. Refined sugar is also unchanged, and now seems reasonably certain not to advance, although it is doubtful if the refiners are making much money at the present market. The Federal Refinery has secured a large number of orders on a basis below the Trust, and there is expectation in some quarters that the latter may decline its price to meet the Federal's. Other authorities predict that the Federal may advance to meet the others. The demand for refined sugar is rather better than usual at the season.

Syrup and Molasses.

The market for syrup and molasses shows absolutely no change for the week. Glucose is unchanged, as is compound syrup, the demand for the latter being fair. Sugar syrup is unchanged and moderately active. Molasses is selling in a small way at ruling prices.

Fish.

The mackerel market is still excited, due to scarcity of all desirable grades and active demand. Figures as to the new catch of fat Norway fish are now obtainable. The current yield is 16,000 barrels, against 38,000 last year. A notable feature of this year's catch is the exceedingly small percentage of large fish. The percentage of No. 1s was only ¾ of 1 per cent., and of No. 2s 5 per cent. The balance were 3s, 4s and 5s. This assures a scarcity of large Norway mackerel throughout the winter season. Prices on all grades of mackerel have remained firm during the week, with an active demand. Cod, hake and haddock are in good fall demand at unchanged prices. The advance in domestic sardines scheduled to occur October 15th, which is next Tuesday, has not aroused much interest. The demand is fair. Imported sardines are firm and unchanged. Salmon is firm and unchanged.

Canned Goods.

The tomato market is firmer, owing to the early cold spell and the fact that the packing season is nearly over. Ninety cents factory is now about the lowest, although probably a car or two might be picked up at 87½ cents net cash. The West is still buying heavily at 90 cents, but up to the present writing the "Grocery World" has heard of no sales in the East above 87½. The pack is about over, and conservative authorities estimate it at 10,000,000 cases. Last year it was 9,500,000, which with a carry-over of one and a half million provided a supply of 11,000,000 cases. This year there is believed to be almost no carry-over. If 10,000,000 is really the pack, the market would seem sure to be steady throughout the season, at about present prices. There will probably be no speculation, as the most uncertain quantity on earth is the tomato market. Corn is strengthening on definite information that most deliveries will be short. The important Maine packers have now all notified the trade what they expect to deliver, their figures range from 60 to 90 per cent. The New York State pack will hardly be more than 25 to 40 per cent. of normal, but as the sales of futures were small the deliveries will probably be fair. Western deliveries are mostly expected to be full. Maryland corn is strong, and probably nothing good is obtainable below 75 cents. Offerings are small. There is no doubt that the corn pack will be much smaller than last year. Some authorities estimate six to seven

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for ıe right man to take charge of its "Window-Dressing Department" ıd contribute a good, suggestive weekly article. We have tried :veral, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, robably every one of whom has some technical knowledge of win-ow-dressing. What we want is articles clearly describing window isplays that can be made by the average retailer; not necessarily new r original—in fact, those which have been used successfully are erhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an verage price of $5 each. All matter sent in under this arrangement ıould be addressed to the "Window-Dressing Department." If rawings are also sent they should be made throughout in black ink ıot pencil).

illion cases. The available sup-y of old corn is comparatively nall compared with the last three acks. Peas are unchanged but eady. There is a good demand at price. Peaches show no improve-ent. The pack is still proceeding Ohio, New York and Michigan, it no recession in prices seems kely. Apples still range $3.75 for allons and the demand is excellent. he Baltimore line of small canned oods is unchanged and dull. The alifornia line shows no change hatever.

Dried Fruits.

New prunes show a decided eakness on the coast, apparently ıe to a desire to sell. Old prunes 're pretty well sold up. The new 're quoted at ¼ to ½ cent below st quotations, and the market is ıther soggy, since the slump romptly choked off everything but ıe necessary demand. Peaches are ıll and unchanged. The trade in ennsylvania has been greatly in-rfered with by the sulphur con-oversy. Apricots are selling in small way. New currants are ettting in and the market rules ıiet at unchanged prices. New ıisins are selling readily at good ices. Apples are firm and un-ıanged.

Beans and Peas.

New pea beans are quoted around 2.40, and good old stock is worth out the same. The demand is ow. The supply of marrows is latively larger and the price is ıerefore $2.40 to $2.50, practically more than for pea beans. Mar-ows are selling moderately. Cal-ornia limas are unchanged and irly active. Split peas are selling ell at practically unchanged prices. ome manufacturers named a price 25 cents off for new peas, but with-drew it without accepting any orders.

Butter.

The butter market is very firm. There is an active consumptive de-mand for all grades. The make is fully 25 per cent. below normal for the season, and stocks in storage are lighter than for years. The market is extremely firm, and if any change occurs during the coming week it will be an advance. The above describes the condition of all grades of butter.

Eggs.

The egg market is practically un-changed. The receipts of fresh eggs are very light, and this grade therefore commands outside prices. There are still some summer packed about, which must be sold at rela-tively low prices. Stocks in stor-age are decreasing satisfactorily and the consumptive trade is about normal. No radical change is likely until freezing weather.

Cheese.

The cheese market is very firm at a further advance of 1 cent per pound. This makes the country markets 16 cents in a large way. The make of September cheese is about half what it was a year ago, owing to the continued short sup-ply of milk and the demand for it for other purposes. All cheese manufacturers are much behind in the orders of September cheese. The future is very uncertain. Stocks are short and the future de-pends on consumers' willingness to go on paying the excessive prices.

Provisions.

There has been practically no change in provisions during the past week. Everything in the smoked meat line is about normal. Stocks are about average for the season. Both pure and compound lard are firm and the demand is very active, but without change in price. Bar-reled pork, canned meats and dried beef are all in satisfactory demand and unchanged in price.

Produce.

Sweet potatoes, primes, 50 to 55 cents per basket; culls, 25 to 30 cents per basket, demand fair; white potatoes, Pennsylvania, 75 to 80 cents per bushel; Jerseys, 40 to 45 cents, good demand; string beans, 40 to 50 cents per basket, de-mand good; tomatoes, 10 to 25 cents per basket; green, 15 to 20 cents; onions, 55 to 65 cents per bushel, demand fair; white onions, $3 per barrel; turnips, 30 to 35 cents per basket, scarce and good demand; pumpkins 20 to 25 cents per basket, fair demand; green pep-pers, red, 30 to 40 cents per bas-ket; green, 20 to 30 cents, demand good; eggplants, 25 to 50 cents per basket, demand fair; cabbage, $2 to $3.50 per 100, demand fair; beets, $2 per 100, fair demand; lima beans, improved, 90 cents per basket; flat, 75 cents; shelled, 18 cents per quart, demand good; carrots, 40 cents per basket, demand good; horseradish, 10 to 15 cents per bunch, demand fair; radishes, $1.50 per 100, demand fair; corn, $1.50 to $2 per 100, demand good; celery, York State, 20 to 35 cents per bunch, demand fair; spinach, $1.50 per barrel, demand good; water-cress, $2 per 100, demand fair; parsnips, $2.25 per barrel, demand fair to good; salad, 50 cents to $1.75 per barrel, demand poor; Savoy cabbage, 40 to 50 cents per barrel, demand slow.

Green Fruit.

Bananas, firsts, $1.25 to $1.75; 8-hands, $1 to $1.25; 7-hands, 65 to 85 cents; 6-hands, 40 to 60 cents, slow demand; lemons, $2.50 to $4.25 per box, demand fair to good; California oranges, $5.50 to $6.50 per barrel, demand fair; Jamaica oranges, $5.25 to $6 per barrel, de-mand poor; Florida grapefruit, $6 to $6.50 per box, demand scarce and good demand; quinces, $5 to $6 per barrel, demand good; pine-apples, $4.50 to $6.50 per box, de-mand slow; limes, 80 cents per 100, demand poor; pears, $5 to $7 per barrel, demand good; apples, $3 to $5 per barrel, demand good.

Nuts.

Almonds, 21 to 22 cents per pound; Brazil, 11½ cents; filberts, 10½ cents; pecans, 16 cents; mar-bot walnuts, 12 cents; mixed nuts, 11½ cents, demand poor; green peanuts, jumbo, 8 cents; fancy, 7 cents; choice, 5¾ cents; roasted, jumbo, $1.65 per bushel; fancy, $1.50; choice, $1.25, demand fair.

INDIVIDUAL MARKET REPORTS.

Spices.

The market continues very ac-tive. There has been a steady decrease in spot stocks, due to in-creased consumption. Crop reports now coming in represent true facts. Pedangs and Tellicherry crops are small, and from present indications crop of cloves will be unusually large.

Pepper.—Situation is practically unchanged. Peppers, however, are slightly firmer, and we expect to see higher prices rule from now on.

Cayennes.—Bright Japans con-tinue scarce; prices are practically unchanged; very scarce on spot; demand very good but there is prac-tically no trading in the futures.

Pimento (Allspice) is quiet but firm. The crop is undoubtedly short and higher prices will likely rule.

Nutmegs in very good demand at the lowest prices ever recorded.

Mace scarce; demand much bet-ter and prices firm and tending up-ward.

Gingers steady and practically unchanged. Jamaicas continue high.

Seeds.—Mustard, caraway and celery in good demand, spot stocks of mustard being small and prices are very firm. It is rumored that California crop will be short. Cori-ander seed is now in good demand and will continue to sell well until late winter.

McCormick & Co.

Baltimore, Md., Oct. 11, 1907.

Baltimore Canned Goods.

No. 1.

Heavy buying of tomatoes con-tinued up to the close of business, and it certainly looks like there is a strong market for them ahead of us. It might be beneficial to all concerned if there should be a breathing spell to enable the pack-ers, jobbers and brokers to catch up with and straighten out the orders already booked, but while the buy-ing fever is on it must work itself out. The entire country east of the Missouri has again been buying here in large quantities all this week and at full prices, and offerings made in the morning are taken be-fore the day closes. Conservative buyers are disappointed and puz-zled, and they wonder if the toma-to market is going the same road with peas, corn, string beans, apples, peaches, pears and all the other staple lines of canned vege-tables and fruits. Every buyer is of course entitled to his own opin-ion, but here on the firing line, so to speak, the opinion seems to be

all one way. It is a safe proposition for a manufacturer to sell his goods when they show him a profit, and that is what we are asking our canners to do with any surplus they may make above their contracts, and not speculate in them. If they do that then the jobber may feel entirely safe with his purchase. The outlook is for continued activity.

The new goods offered are all quite strong, pears, lima beans, spinach, sweet potatoes, etc., with more activity in corn than last week, doubtless because of the damage done to the crop by the frost. Protect your wants in corn fully and at once. Peas are stronger and string beans are active with an upward tendency. September was the banner month of the year, but October starts out equally as active for the first week.

THOS. J. MEEHAN & CO.
Baltimore, Md., Oct. 11, 1907.

—

No. 2.

The tomato market has advanced over last week's quotations. Despite the higher prices buying is good and it is not an easy matter to fill orders. The past two or three weeks have certainly been remarkable ones. It is doubtful if we have ever had such an interesting or exciting market. Packing is still going on, though the glut seems to be over. A peculiar thing about the situation is the limited offerings. There has been some good heavy packing in this section during the past month, but there certainly are not many goods being offered. As far as Baltimore city proper is concerned, there is hardly a packer to-day who is an anxious seller of tomatoes; in fact, most of them are out of the market entirely. With all this excitement, there is hardly any doubt but what the tomato market ought to be thoroughly sound; no old goods carried over, and a short pack in the West ought to be a pretty good, strong combination to make a healthy market.

The corn market closes very much stronger. There is very little new-packed corn being quoted under 80 cents per dozen.

A few lima beans are being packed but the crop is light. New goods are now quoted at $1.10 per dozen for No. 2 standards.

THOS. G. CRANWELL & CO.
Baltimore, Md., Oct. 11, 1907.

—

Imported Fish Products.

Norway Mackerel.—Our agents in Norway report by cable that the catch is a failure this season, and, owing to unusual competition amongst the buyers, prices have reached a much higher level than anticipated in the beginning of the season.

The quality judging from shipments which we have now on the dock, is perfectly beautiful this season, but prices are very high. Not a single barrel of Bloaters has been caught so far. No. 1 and No. 2 are extremely scarce. Buyers here are eager to purchase and are taking the goods in spite of the prevailing high prices.

Good Irish mackerel are scarce and in good demand at advancing prices.

Imported Oil Sardines.—Without change. No catch in France. We have letters from our principal packers stating that they have been unable to pack even a single case; others again have paid for the few fish caught exorbitant prices merely to put up a few cases of their well-known brands. Our market is entirely bare of French sardines. Portuguese sardines are very scarce, but it is likely that there will be some catch this month, and it is to be hoped that this expectation may be realized so that we may have some sardines to sell.

Owing to the extreme scarcity of French and Portuguese sardines the trade has turned to the Norwegian smoked sardines in oil, and demand for the same has increased very largely this season. The catch in Norway may be called a failure also of those sardines, and the principal packers are unable to execute all the orders that they have on hand. In consequence smoked sardines are scarce and prices rising.

Dutch Mackerel.—A few have been caught and are coming over here, but prices paid to the fishermen have been higher than during any previous season. It is rather a pity that the Dutch fishermen should be averse to splitting the mackerel in the usual way, as they could realize very much better prices for the same than for the belly-split fish which they are shipping.

STROHMEYER & ARPE CO.
New York, Oct. 11, 1907.

MARKET NOTES.

A few peaches are still coming forward from New York State, but the season is nearly over. The range in price is $2 to $2.75 per rack, equal to a case, and the quality is poor.

—

The Colorado cantaloupe season is about over, and good melons are bringing a good price—$3.50 per crate.

—

A few new chestnuts have made their appearance, commanding $7 per bushel both for large and small. The crop is fair, but the demand light.

—

Apples are still high, ranging from $3 to $5 per barrel. The demand is good. It looks like even higher prices this winter than last.

—

Cranberries are getting plenty. Cape Cods still average $7 per barrel and New Jerseys $5.50 to $6.50. The crop promises to be very fair and a good demand will set up as soon as the weather gets settled.

—

Concord grapes range from 10 to 12 cents per basket, and are plenty but late. Niagaras and Delawares go as high as 14 cents for the best, and are selling well.

—

The receipts of sweet potatoes have fallen off, and the market now ranges from 45 to 50 cents per basket. A few days ago they were 35 cents.

—

Lima beans are advancing and New Jersey stock now commands $2 per half barrel. This is an advance of $1, due to scarcity and the waning season.

Don't Want Grocers to Make Flour Profit.

The San Francisco (Cal.) "Chronicle" is making war upon the arrangement between the millers of that city and vicinity and the Associated Retail Grocers of San Francisco by which the selling prices of flour are maintained. It publishes a facsimile of a notice by the Associated Retail Grocers, giving the prices of flour of nine mills, and containing a warning against cutting prices. The "Chronicle" states that the mills not only fix the price at which their flour is sold to the grocers, but the price at which retailers are allowed to sell. In order to make certain that there shall be no price cutting, the mills refuse to sell to the wholesalers at all, and the latter are compelled to buy flour from Oregon or Washington. Any retail grocer who cuts the price fixed by the association or the mills can buy no flour of the millers, and the grocers act as detectives on each other.

National Wholesale Grocers' Association on New Label Ruling.

The National Wholesale Grocers' Association has issued a circular to its members urging them to obey the new regulation refusing permission to use old and uncorrected labels after October 1st. The circular is in part as follows:—

> Counsel for the association has been notified that the arrangement of label as suggested in Food Inspection Decision 52 is merely advisory, and a departure therefrom is not necessarily a violation of the law. * *
>
> We recommend that members go over their stocks of labels again, and if they find any violation of the regulations, that they take immediate steps to correct the same.

SUGGESTION FOR CORRECTION.

(a) Run labels through the press again, or—

(b) Stamp with rubber stamp, or

(c) Have stickers made to paste over inaccurate statement or use rubber stamp with plain obliterating marks.

CHIEF IRREGULARITIES TO CORRECT.

(a) Name of wholesaler appearing on label when he is not the manufacturer, without the words "Packed for," "Distributed by," "Distributors," or like phrase—Stamp or print in these words.

(b) Geographical name appearing on label without the word "brand." You do not have to use the word "brand" when a fancy name appears, i. e., "Eclipse," or "Lilas." "Brand" is necessary only when the word is geographical and not true, i. e., "Maine" or "St. Louis."

(c) Labels bearing fictitious firm names—Paste sticker over name. Fictitious firm names cannot be corrected by using the words "Packed for" unless the firm becomes an actual distributing firm and bills the goods. It is not necessary under the national law to have any name on a label.

AMONG THE TRADE.

Practically all brands of flour advanced from 15 to 25 cents during the week, owing to the strong wheat situation.

We are making and selling more books this year than ever before. Forbes' Indexed Coupon Books. See adv.

AGENTS WANTED
To Solicite Subscriptions to
"The Grocery World"
Write for Information.
LARGE COMMISSIONS
to those who desire to devote their entire time, or carry as side line.

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic hustling men, thoroughly trained in *modern salesmanship methods.*

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptional good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.

John R. McFetridge & Son
Printers
927 Arch Street
Philadelphia

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

The trouble with grocery advertising is that it is liable to get into a groove. I see a great deal of grocery advertising in the course of a year, and very little of it gets outside the beaten track. It may be good advertising, understand, but it is still in the groove. I have before me now an advertisement which gets outside the groove, and which I regard as particularly good on that account. It was used by a grocer in Trenton, N. J., and the text is here reproduced:—

Kitchen Management.

We want to talk to you in this space to-day about kitchen management.

The woman that runs her house thoughtfully and successfully is a business woman.

It needs brains for this work.

Now, if there are any leaks or if the expense runs too high, very likely you can trace it to the kitchen.

Every buyer for a big concern must know the place to buy to make his department pay.

It doesn't make any difference how hard it is to get there nor how much "friendship" exists. These things cut no ice.

So it is with you as a buyer—Lehman's is headquarters. You may live miles from any of our stores and you may live next door.

Distance is nothing. It's nothing to the shrewd buyer who comes from California to New York.

Run your kitchen on a business basis.

Never mind your prejudice; never mind the little ifs and ands. Be a broad-minded business woman and try things out.

Come to Lehman's. Have it to say that you do business with the biggest people in the town.

Pride yourself in owning goods at cash-down prices.

This is what we call kitchen management. Hand this ad. over to the gentleman himself and ask him to read it. We can hear his opinion.

Let us see you to-morrow or Friday or Saturday. Thousands of bright women are alive to the value of these stores.

Come on.

This is pretty brainy advertising, for it gets to the root of grocery buying. I believe an occasional little talk of this sort does good. I wouldn't do much of it, because good as it is its effect would soon be gone if used to excess. And more than a very very little would undoubtedly be excess. All housewives try to run their kitchens on a business basis, and every once in a while it occurs to all of them to ask themselves whether they are really doing it or not. Advertisements like this are suggestive and are likely to sink in and make an impression for that reason.

* * *

Let me have more matter, please.

Sears-Roebuck & Co's Enormous Business.

The annual statement of Sears-Roebuck & Co., the Chicago (Ill.) mail-order house, is out, showing that the gross sales of the concern for the year ending June 30, 1907, were more than $50,000,000. Because of a change in the ending of the fiscal year of the corporation it is impossible to make definite comparisons with previous years. The gross sales were $53,285,792. and net $50,722,839. The surplus for the year is $3,238,502, which is equal to 7 per cent. on the $10,000,000 preferred stock, and 8 per cent. on the $30,000,000 common. The only means of comparison is with the results of the period ended December 31 last, when the net sales were $37,943,472 and the surplus $2,868,061. The company was incorporated in its present form on June 16, 1906. The report compares as follows with the year ended December 31, 1906 and December 31, 1905:

	June 30, 1907.	Dec. 31, 1906.	Dec. 31, 1905.
Gross sales	$53,285,792	.....	.....
Less gds. rev. and allow	2,562,953	.....	.....
Net sales	$50,722,839	$37,943,472	$27,604,253
Dividend	70,804	50,000	.....
Total net	$50,793,643	$37,993,472	$27,942,253
Amt. exp. and int.	47,555,151	35,125,141	25,665,381
Surplus	$3,328,502	$2,868,061	$2,276,872

The balance sheet of the company, as of June 30th, shows $39,206,354 as the value of the real estate; merchandise and supplies on hand, $6,911,426; cash, $1,072,215. The value of the assets to $49,707,376. Undivided profits amount to $2,542,899; due officials of the company for loans, $2,226,990; due tradesmen for merchandise, $1,336,718; sundry other open accounts, $2,605,144.

Goff's Cough Syrup has been on the market for more than 35 years. It is made from pure herbs, roots, barks, etc., and it is a standard remedy for coughs and colds. The S. B. Goff & Sons Co., of Camden, N. J., have a special proposition that they would like to tell you about, which will show you how you can make 70 per cent. on their remedies.

SHOW THESE ONCE!

Anker's Bouillon Capsules

If you've never sold these Bouillon Capsules, you have no idea of the trade waiting for them. Make delicious and nutritious bouillon, beef tea or soup. Packed 10 in a box; ready for instant use with hot water.

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

LOOK FOR THE
GLOBE
On Hams, Bacon, Lard and Sausage; if you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

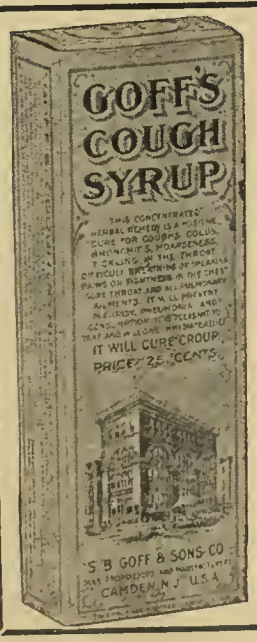
JACOB C. SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.

Tourist Almoco Golden Drip

These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.

Levering Coffee Co.
Baltimore, Md.

Established 1842



71% PROFIT
Goff's Cough Syrup
Write for special proposition to grocers.
S. B. Goff & Sons Co.
CAMDEN
NEW JERSEY
ESTABLISHED 1872

1845
Doesn't This Date Tell You Something?

This is the date **Knight's Cooking Extracts** first decorated grocers' shelves. Time, skill and experience combined have added to the perfection of these goods each year. If an old lady or a child is sent for a cooking extract without being told to get a certain brand, they'll ask for **Knight's** by instinct. This name naturally identifies itself with flavoring extracts in their minds. It's a household word and stands for the highest standard of excellence.

KNIGHT'S
Cooking Extract Co
No. 211 ARCH STREET
PHILADELPHIA, PA.

Baked Beans Ought To Be Baked

Most "baked" bean manufacturers are much exercised over the status of their goods under the National food law. Why? Because their beans aren't baked at all—they are merely boiled or steamed. It's a question whether they can be sold as baked beans.

Actual baking makes a big difference not only in the flavor but in everything else. Boiling or steaming swells the bean and makes it mushy. Baking reduces the size and make it not mushy but mealy. Anybody can see and taste the difference instantly.

The tomato sauce used on ***L. & S. Baked Beans*** is genuine tomato sauce made from the ripe tomatoes; not the catsup that is often used.

Lutz & Schramm Company

ALLEGHENY, PA.

For awhile we had a tough fight to win our campaign for the gospel of purity.

People were indifferent—sometimes we almost concluded they didn't care what they ate.

But the food laws have changed all that. Pure things are wanted, the others are shrinking out of the market. ***Ralston Health Food*** and ***Purina Whole Wheat*** never had such a vogue as they have to-day, partly due to the tremendous advertising we have done, and partly to the fact that they have been held up to consumers as pure as purity itself.

Fine foods in fine demand and paying a fine profit. With our advertising you can't fail to sell them.

Samples supplied for your trade upon written request to the Mills.

RALSTON PURINA MILLS
St. Louis, Mo.
PORTLAND, ORE. TILSONBURG, ONT.

What You Read.

I had a chance the other night to get off something that's been buzzing in my old intellect for a long while.

I had to spend the night down in a town in Maryland, and it happened to be the night the Retail Grocers' Association met. One of my friends in the place knew I'd be stranded there, so he gave me a bid to go.

There were about thirty fellows present. Most of them seemed to be mighty bright, lively men. They went through the usual little business meeting, and then the president asked all who would like to hear from the gentleman from Philadelphia on anything of interest to the trade to please say aye.

By George, they all voted for me to a man, and it was one of the proudest moments of my life. I am an impressive figure on the public rostrum, and as I rose and stood before that admiring throng in one of those attitudes of careless grace, I'll bet I looked all right.

Then I let off this thing that has been simmering. As near as I can recollect, this is what I said, though cold type can't begin to do justice to the beauty of my gestures or the liquid music of my delivery:—

"Gentlemen," I said, "I am going to say something to you to-night which I have felt for a good many years. For a long time I have traveled among grocers, and I know them and their lives pretty thoroughly. It has long seemed to me that the average grocer led a far too narrow life in one respect which isn't often touched upon, and that is as to his reading. Ninety-five per cent. of grocers read far too little for their own good and the good of their business. I don't mean trade papers now; it goes without saying that they are a necessity and every merchant with his heart in his business reads one. I mean general reading—reading of a kind that will keep him posted on the doings of the world and his country. I have made a great many inquiries from time to time, and I tell you, gentlemen, the number of intelligent grocers who don't read a single book in a year, or who don't take a single magazine, is stupendous. Probably you wouldn't believe it. This lack leaves the grocer a good deal lower in the scale than he ought to be. It spoils people's opinions of him, for when you get him in conversation on things outside of his business you'll find he isn't there."

That was about all, and I sat down. They didn't know just how to take it. I didn't get anywhere near as much "tumultuous applause" as I usually get.

Finally one member got up.

"Can I ask the gentleman a question?" he said.

I said sure he could.

"Don't you think," he said, "that the hard, long hours a grocer has are responsible for the fact that grocers don't read as much as they should?"

"I do," I replied, "and yet the hours can't excuse him altogether. I believe a grocer ought to force himself to read something if he can't bring himself to want to naturally."

And then I went on to say that the amount of reading done by the country grocer was much greater than that which the city grocer does. That's the truth, too. I don't know why in all cases. In some cases the city grocer has to get up early and go to the wharf for truck, which means going to bed early and sleeping all day Sunday. And then there's more in the city to eat up the little leisure that a grocer has. The country grocer has more time to himself and less to in it.

After that we got into a general talk and had a bang-up time. After a while I said I wanted to try an experiment.

"I want every man here who subscribes for two magazines outside of trade papers to hold up his hand," I said.

Only one held up. What were the two? "Munsey's" and the "Black Cat," both of 'em bum so far as giving general information is concerned.

"How many take one magazine?"

Twelve held up out of over thirty. I got each of the twelve to tell me what their magazine was. Here's the list: "Munsey," 3; "Everybody's," 2; "American," 1; "Popular," 3; "Metropolitan," 2; "Argosy," 1.

The other eighteen or twenty didn't take a single magazine of any character!

And of the twelve that did, only three are taking a magazine that can teach 'em a darned thing they

Our Santa Claus Catalogue

By the time your request for a copy can reach us—we shall be mailing the first copies of our Santa Claus catalogue.

This new catalogue presents the most comprehensive line of holiday goods ever gathered into the showing of a single house. And it quotes **net prices in plain figures.**

Three score of the largest sample trunks that might be brought to the store would not be as informing as this catalogue is to every buyer of toys, china, dolls, fancy goods, etc., etc.

Tens of thousands of retailers all over America have learned to treat this catalogue as the signal to start their holiday buying without further delay.

They know that it marks the top notch in wholesale holiday preparations—that breaks are not far away—but that prompt ordering will still get what they want and all they want.

That so many shrewd merchants consider our Santa Claus catalogue so important is suggestive. Can you afford not to know the profit possibilities it holds for you?

That Santa Claus catalogue is No. D634. Write for it—NOW.

BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: BALTIMORE, DALLAS

really ought to know. The "American Magazine" and "Everybody's" are all right—they give you a pretty good idea of what's going on. But the others are froth and slush, well enough, some of 'em, if you do other reading beside, but no better fitted for a man's whole brain food than only jelly would be for his tummy.

A man who reads four or five good magazines is going to be a pretty well informed fellow. What five? Well, I should say "McClure's," the "American" (or "Everybody's"), "Harper's," "Scribner's" and the "Century." The magazine ain't the dull thing it used to be—it takes up the current things and serves 'em hot. A man can learn a lot from 'em without doing any other reading at all, though he ought to read some books, too, if he can.

Well, after we had found out where the magazines went, I worked another stunt. I read a lot of magazines myself, on the trains mostly, and I'm pretty well up on 'em. So I jotted down a series of questions on subjects that I remembered reading articles on in recent numbers of magazines, and threw 'em at 'em. There were only six. Here they are:—

1. What is the difference in method between the Walter Wellman campaign to find the North Pole and the Peary expedition?
2. Who is Judge Lindsey, and what has he became famous for?
3. What is the Esperanto language?
4. Give just a rough idea of the principle of wireless telegraphy and who was the inventor?
5. Was Mrs. Mary Baker Eddy the real discoverer of Christian Science? If not, who was?
6. What is the main point of osteopathy?

I read these questions off one by one, and then I said thus:—

"Gentlemen," I said, "I don't want anybody here to misunderstand what this means. I'm not trying to show up anybody's ignorance. Any ordinarily well-informed man ought to be able to answer all these questions, and he can answer them if he makes a habit of keeping posted through the magazines. I know that's so, for I learned all I know about 'em from magazines alone. Now, I want every fellow who can answer all these six questions to hold up his hand." Then I read 'em over slowly again and waited for the hands.

Not one showed.

"How many can answer five?" Not a hand.

"Four?" Not a hand.

"Three?" Ditto.

"Two?" Same.

"One?"

One man answered the question about osteopathy. He had the right idea, though he didn't make his explanation very clear.

See here, I've got to stop! I had no idea I'd written eighteen pages. I guess you get the idea now—see if you can't make something out of it for yourself.

THE STROLLER.

Gloomy Prophecies of Valorization.

Mr. Irving B. Dudley, American Ambassador to Brazil, writes from Petropolis as follows in regard to the progress of the coffee valorization plan: "The outcome of the 'valorization' scheme is fraught with grave uncertainty in the opinion even of its friends, who favor it as probably the lesser of the two evils; while the general opinion of foreigners and others not intimately affected is that it must eventually end in collapse. The withdrawal from the market of the coffee now held by the Convenio (about 8,000,000 sacks) has at least postponed the fall in price; but more purchases are not to be made and good crops hereafter would be fatal to valorization, the success of which is predicted upon an alternation of good and bad yields. For the past year the Brazilian product has reached the unprecedented figure of about 20,500,000 sacks. Two remedial courses are being advanced with increasing insistence. The one is to plant less coffee and in lieu thereof rice, which the country lacks and to the production of which the soil is adapted; the other is by a liberal expenditure of money in advertising coffee and making a systematic propaganda in favor of its increased use in the United States and Europe."

Two-Minute Sermons for the Retail Grocer

XIV.—Learning Business from Cranks.

You can generally learn something from the "cranky" customer.

Too many business men are today looking for the easy side of business so hard that they overlook great opportunities to add to their business knowledge. The effort to dodge a "cranky" customer is probably as great a mistake in this direction as could well be made, for this same "crank" gets his reputation because he feels sure he knows something well and persists in displaying his knowledge in that particular direction.

Give this kind of a customer a chance and he is liable to impart a line of information to you which may be of great benefit, and certainly cannot harm, for if you get no further benefit from the conversation than his good will you will find that it is well worth having, for if you must have cranks for customers, and we all must, you should make them the best of customers by having their good opinion.

A close inspection will convince you that a "cranky" customer is not a fool, so do not make the mistake of treating him as such. He is probably a long ways from it. He has a few queer notions, and may have a mighty good reason for having them. If you will try to get at these reasons you will find that you are not wasting any of your time in so doing, for the information you imbibe is very likely to be worth far more than the time spent in getting it.

F. A. P.

Slices Everything from 6-pound Knuckles to half-ounce Ends.

FACTS, INTERESTING FACTS

A. W. Johnson, a retail grocer, invented, patented, and is now manufacturing Johnson's *"EVERSHARP"* slicer, the only machine that ever did slice soft, moist, cured beef to perfection. In less than a year's time his retail sales of sandwich sliced beef increased to 300 pounds a week in warm weather and 250 pounds a week in the cooler season. While his full size slices, so smooth, broad, thin, moist and glossy cheerfully sell for 36 cents a pound, affording him a handsome profit of $38 to $45 a week on dried beef alone, with a pleasing increase of trade in other goods.

Edward M. Fithian discarded a much advertised rotary cutter and installed a Johnson's *"EVERSHARP"* more than a year ago. His being the only store in Bridgeton, N. J., able to slice dried beef to perfection, he acquires distinction, prestige, increased trade and profits.

Lehman & Co., Dover, N. J., equipped with a circular knife slicing machine, discontinued cutting dried beef because the time, trouble and waste meat counterbalanced the profit on their sales. They have just installed a Johnson's *"EVERSHARP"* and are advertising sandwich sliced beef in full size slices, broad, smooth, moist and delicious.

This as a leading article to draw trade and incidentally yield a profit of 60 per cent.

Send for a sample of sandwich sliced beef and cease to wonder.

A. W. JOHNSON, New Brunswick, N. J.

Jots From a Jobber's Note Book

All wholesale grocers will agree at prices of food products are gher than for many years, yet of a ge number of jobbers with whom nave talked not one but declares it his business is fully as large as ial. Some testify to an actual in-ase in business in the same breath th which they groan of inflated ces. The Philadelphia represen-ive of one of the large millers rolled oats stated to me during week that his sales of rolled oats, the highest price ruling since he ered the business, were larger n ever before. It is hard to derstand how this can be, except the theory that the purchasing wer of the working man, upon ich the prosperity of the country pends, has very largely increased the last few years. But certainly, en if this is true, there must be a nit, and when that is reached the action will doubtless be sharp.

* * *

Speaking of the campaign to push sale of Ceylon tea in this coun-, which has been so ably waged Messrs. Courtney and Welsh, the credited representatives of the ylon planters, there is one point at has always struck me as in-ngruous: the regular Ceylon Tea mmissioner advocates the use of re, selected Ceylon tea, unmixed d unblended with anything, on e theory that it is so fine that it nnot be improved. At the same ne an Indian Commissioner ad-rtising in the newspapers advises e trade that Ceylon tea is only od when properly blended with dia tea, and tells them to take par-ular pains to see that the legend ads "India and Ceylon." In a cent interview Mr. Welsh states at this association of the two ades works to the disadvan-ge of Ceylon tea. India is immense empire capable of oducing itself enough tea to fur-sh baths for the people of the nited States, while Ceylon is a tle island, with a limited capacity. his, if used to its fullest extent and the market is legitimately worked absorb the tea from the island, mixed and unblended with any-ing else, would of itself, by virtue the limited output, considerably enhance the value of Ceylon tea. Under the present conditions, how-ever, whenever the demand for Ceylon tea is increased and the price of Ceylon enhanced by reason of the increased demand the im-mense crop of India steps in and the proportion of India tea is increased, leaving Ceylon just where it stood originally. There is no question but what the dead level price of Ceylon teas could be elevated materially along the lines used by Messrs. Courtney and Welsh in their cam-paign.

THE JOBBER.

How to Get a Roll Top Desk Free.

The Knickerbocker Chocolate Co., of New York, have made an arrangement with the Manufacturers' Trade Mark Association, the big premium clearing-house of New York, which enables them to substantially reward retailers who show an interest in increasing the sale of Barker's Hasty Lunch Chocolate, Bedford and Blue Ribbon Cocoas.

These goods are so fine that it is hard to sell anything else to consumers once they have had them; so besides the re-ward the Knickerbocker Chocolate Co. give grocers for pushing them, they are certain to please their trade.

Suppose, for example, a grocer needs a new roll-top desk, a safe, a cheese cutter, a computing or platform scale; instead of drawing on his bank account to pay for them he pushes the sale of the Knickerbocker Co.'s goods with his customers, saves the Universal Coupons packed in every case for him and adds them to those coming to him from other manufacturers, and in a short time he will have collected enough to entitle him to any of the articles named.

The Manufacturers' Trade Mark As-sociation issue a handsome illustrated catalogue which they send free to gro-cers, showing an almost unlimited array of useful articles of merchandise which they will send grocers in exchange for the Universal Coupons, together with a list of all the manufacturers throughout the country who give these same coupons to the grocers.

The Knickerbocker Co. is the only manufacturer of chocolate and cocoa from whom a grocer can get these Uni-versal coupons; so grocers who want valuable free merchandise as well as their regular profits will concentrate their efforts on the sale of the Knickerbocker Chocolate Co.'s goods.

DANDELION
VEGETABLE BUTTER COLOR
A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.
MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

PATENTS
obtained on inventions and designs. Trade-marks, prints and labels registered.
R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

Getting Out of the Rut

Suppose a wagon has gotten into a deep rut on the road.

To get it out and moving your way, you've got to exert a force not only as great as the force which put it there, but a considerably greater force just because the wagon is in the rut.

Same way with increasing your trade.

You want to get the trade of Mrs. Jones, who is buying at Brown's.

The very fact that she has fallen into the habit—the rut—of buying there makes your task harder.

You've not only got to give her as good a deal as Brown does, but a better one.

You might tell her that you can give her the best goods at the lowest prices, but Brown is telling her the same thing, and, naturally, she won't exert herself to change.

Looks as if you'd have to sacrifice a good portion of your profit on some things to exert the necessary pull.

But wait a minute.

Suppose there's a way for you to give her more goods and better goods for the same money, and still better your own profit on each sale.

There is such a way.

Eight thousand merchants have found it.

The **American Slicing Machine** will enable you to give more slices and better-looking meat for the same money and will increase your profit.

The even, appetizing, uniform slices will bring and hold for you all the high-class trade of your locality.

We want you to write us for proof.

American Slicing Machine Co.
54 FIFTH AVENUE, CHICAGO

Pickles Packed in Tin

The **Hoffman House** little pickles have special features that ought to interest you in them.

First, they are packed in sanitary cans.

Second, they are prepared by a new process, and have a pickle taste instead of a vinegar taste.

They are guaranteed to keep in any climate, and are altogether the tastiest, meatiest, spiciest little pickles ever put on the market.

Being packed in cans, they are a novelty. You can sell novelties.

PACKED BY

The J. Weller Co. Cincinnati, Ohio

Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
Legal Editor GROCERY WORLD,
927 Arch Street.

A Seller May Choose His Buyer.

In the second department of the Appellate Division of the New York Appeal Court last week an important decision was handed down touching the right of a seller to sell to whom he likes and to refuse to sell to whom he likes.

The case involved an action brought against the American Tobacco Co. through its selling agent the Metropolitan Tobacco Co. by John A. Locker, a Brooklyn jobber, who was refused goods by the Trust. Locker sued for $100,000 damages. The lower court dismissed the case on the following ground:—

> The American Tobacco Company, like any corporation or person, may lawfully refuse to sell its goods to the plaintiffs or to any one, for any reason or for no reason. If, however, it should combine with other corporations or persons to do so, that would be a combination in restraint of trade and unlawful. The trouble with this complaint is that there is no allegation of such combination.

The case was carried to the Appeal Court, who affirmed the decision of the lower court in the following opinion:—

> It is the well-settled law of this State that the refusal to maintain trade relations with any individual is an inherent right which every person may exercise lawfully, whether such refusal is based upon reason or is the result of mere caprice, prejudice or malice.
>
> It is a part of the liberty of action which the Constitution, State and Federal, guarantees to the citizen.
>
> It is not within the power of the courts to compel an owner of property to sell or part with his title to it, without his consent and against his wishes, to any particular person.
>
> There being no averment that in its growth and development the American Tobacco Company has at any time entered into an unlawful or forbidden combination or merger, or become a party to an illlegal agreement or arrangement, we must assume that its relations with its alllied companies are innocent and lawful, and that such is its legal status upon the record before us is abundantly supported by the decisions of our courts.
>
> While the plaintiffs allege an injury resulting from the acts of the defendants in refusing longer to sell them their products, such injury and attendant damages flow directly from the breach of the alleged contract with the American Tobacco Company to furnish such products at all times, and adequate and complete damages are recoverable therefor in an action at law.

Want New Method of Grading Rio and Santos Coffee.

Consul-General G. E. Anderson reports from Rio de Janeiro that the adoption of the New York classification for grading Brazilian coffees, which has obtained practically in Brazil for a long time and which now has more or less official sanction through the action of the Santos Commercial Association in issuing a formal syllabus of the system, has met with considerable opposition in Brazilian coffee circles, and may have some very importnat results in the coffee markets of the world. The committee of the National Association of Agriculture of Brazil, which was recently named to consider the matter, has published a protest against the New York classification and is carrying on agitation against a continuation of present methods of selling the Brazilian product. The committee objects to the New York classification on the ground, first, that t recent action was not represent tive of Brazilian coffee interest secondly, the adoption of the ne York classification promotes spec lation rather than legitimate sellin resulting in violent oscillations the prices of coffee and prejudici interests dependent upon the pro uct. In the third place, the co mittee declares that inasmuch as t types best known to consumers, Java, Mocha, Porto Rico and t like, are mostly composed nowada of Brazilian coffees without a recognition of the fact being mad while the coffees generally know as Brazilian are those of inferi grades, the waste coffees, in fa it is necessary for the protection Brazilian coffee interests that t present New York system shall done away with, so that the high grades of Brazilian coffee n known under other names shall presented to consumers as wh they really are. Lastly, the co mittee favors an ideal classificati based upon chemical analys Whether there will be any chan in the present method of gradi coffee as a result of this new agit tion in Brazil remains to be see

Hams That Always Sell

There is another sort of ham much less preferred to the absolutely unidentified and unbranded ham, and that is the ham of the packer who gets good raw material to-day and poor to-morrow.

Both of these kill the grocers' trade, because they are so irregular. They please his customers to-day and provoke them to-morrow. No trade can last long under hot and cold applications.

Swift's PREMIUM Hams are always regular. We have the pick of the hogs of the whole country and hence we can keep the quality even the whole year through. Swift's PREMIUM Hams hold and increase trade.

SWIFT & COMPANY, U. S. A.

HOW TO MAKE YOUR ADVERTISING PAY

Every { MANUFACTURER / JOBBER / RETAILER } ***NEEDS THIS BOOK***

JUST OFF THE PRESS

[200 pages, 8 by 11; 225 illustrations]

This book is invaluable to a manufacturer, jobber, or retailer. It is a complete **ENCYCLOPEDIA OF ADVERTISING;** Covers every branch of Newspaper, Magazine, Trade Journal, Street Car and Billboard Advertising. It fully explains how to prepare your own advertisements, where and when to place it to secure the best results at the lowest cost; how to develop a Mail-order Business; the cost of making Booklets, Catalogues, Mailing Cards, Folders, and Circulars, Window Dressing, Office System, Business-letter Writing, Law of Trademarks and Copyrights, Distributing Samples, Arranging Demonstrations, and hundreds of valuable suggestions to increase your business.

As a special introductory offer, we will send this $10.00 volume to any address in the United States or Canada, charges prepaid, for $3.00

Address all orders to **CHAS. S. QUINN, PUBLISHER**
236 SOUTH ELEVENTH STREET, PHILADELPHIA, PA.

Karo
CORN SYRUP

When you buy **Karo Corn Syrup,** packed in sterilized sealed cans in our factory, we, the manufacturers, are responsible for it. If it is wrong in any way it is our wrong, and we must make it right.

This is so whether you buy through a jobber or not.

When you buy syrup by the barrel the manufacturer or the jobber may be responsible, and he may not. It depends on circumstances, and it's often a weary, acrimonious task to get together.

You can't buy any better syrup than **Karo.** It is made direct from corn and has a smooth, rich, sweetness that sugar syrup never has. 10, 25, and 50-cent sizes. Pays a good retail profit and is for sale by all jobbers.

CORN PRODUCTS MANUFACTURING CO., Davenport, Iowa.

in connection with the propaida movement in favor of Brazan coffees as such the indications that there will be a very demined movement to break up the esent methods of selling coffee the American consumer.

Absorbine and Absorbine Jr.

J. Vanderree, Grand Rapids, Mich., ler date of March 23, 1907, writes: have used your medicine, Absorbine Absorbine Jr, on man and beast, ., bog spavin and thoroughpin, on a -year-old colt. It worked all right. ed it on myself on a large wen nearly on the top of my head, which had been growing there for nearly thirty years, and which was getting to be quite a sight. Had I used a litttle more I think it would have reduced the same entirely. As it was I stopped applying it, with the result that it is yet slowly growing less. My wife also found great benefit from its use in varicose veins in one of her limbs. I am well pleased with its use as far as I have used it." Absorbine Jr., for mankind, is an antiseptic, germicide and discutient, mild and pleasant to use. Cures varicose veins, varicocele, hydrocele; removes wens, goitre and all soft bunches from mankind.

$1.00 a bottle at your local druggist, or postpaid upon receipt of price. W. F. Young, P. D. F., 9 Monmouth St., Springfield, Mass.

eart-to-Heart Talks With Grocery Clerks

Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

INITIATIVE.

We read a good deal these days out initiative. Initiative means, applied to business, originality. means getting out of the rut. It eans doing something differt from the way it was done herefore. But this doing different ust have motive. It must have awing power. It must make ople say, "That's great" or That's the thing to do."

It's a great thing to become imersed in business. When you find our thoughts centering pleasantly n your work outside business hours 's a pretty sure sign you're going make a success of that work.

Any of you that may have new leas about the management of any epartment do not hesitate to give iem to us.

HANDLING CRANKS.

The ordinary man loses his temer when things cross him. Your eal business man seldom does when sale is in sight. We want you to ultivate this spirit of diplomacy. t's one of the many important nings for you to work out. Kill he impulse to retaliate. Handle he cranks like an artist. Really hese people aren't looking for rouble. They're susceptible to paience and kindness and considertion. Their view of life is narrow nd their horizon a little dark. olly them. Say to yourself, "Poor voman, I'll try to show you how to reat people."

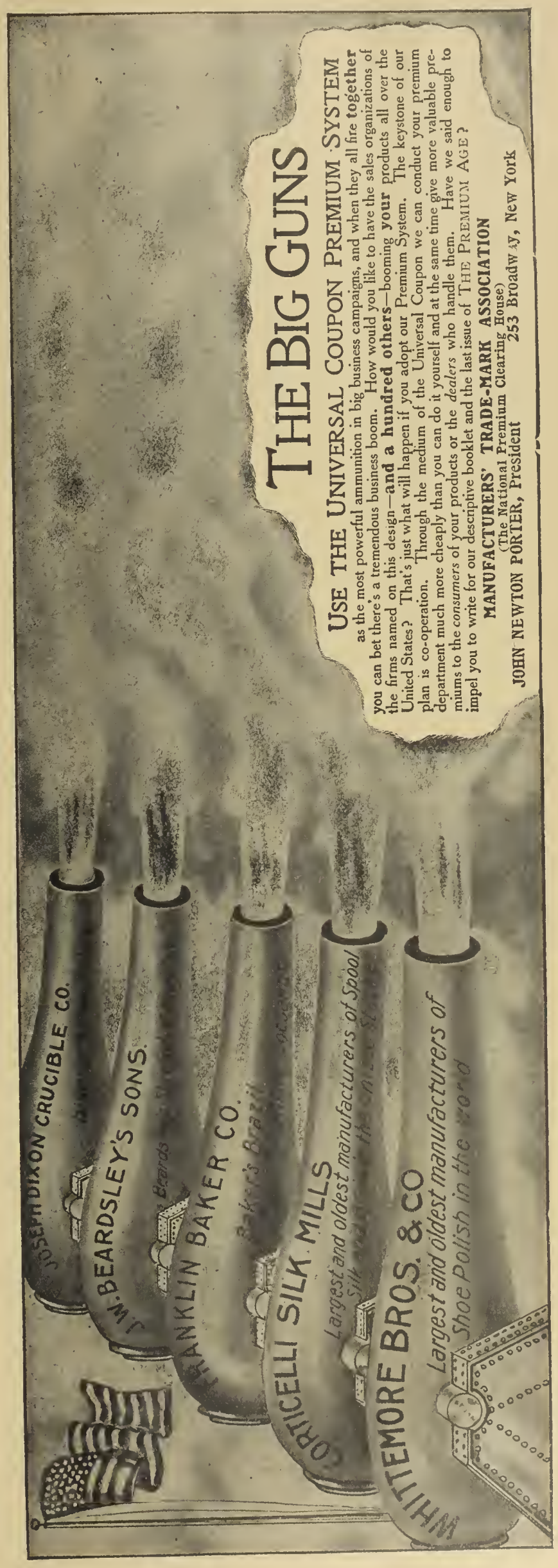
SELLING SUGAR.

When a woman comes in for 5 or 10 pounds of sugar and wants nothing else, for any sake be pleasant about it. Too many salesmen make the mistake of appearing dissatisfied with such a purchase. Of course there's no money in it—that is, in that single transaction, but how about the goods she'll need tomorrow? Make her feel that she's welcome to the sugar even at cost. She's expecting you to show up that special on 25-cent coffee we advertised last week. Fool her. Don't do it. Mind this instruction is not general nor does it apply to everybody. It simply applies to the "smart" examples that you men and women come in contact with every day.

PUSH FLOUR.

We're about entering at the beginning of the bread baking time. All of our own brand now in stock is owned at the old price. That now in transit was bought at the August price. Talk flour at $6.35 a barrel, 80 cents a 24½-pound sack. Our own brand is one of the fanciest patents milled. It has strength and spring, and of course absorbs far more liquid than the low-priced flours. Dwell upon this. Prove that a flour that takes in 20 pounds more milk to the barrel than the ordinary flour means twenty extra 5-cent loaves—$1.

You have 6-pound sample sacks at 20 cents.



This Has It

Foreigners have a knack of preparing food specialties with a flavor that we on this side can't seem to get. Take **Bismarck Heringe**, a canned fish specialty that we import, and whose packing we control. It is cured in pure vinegar and pure spices, and nothing else, and has an enticing flavor that brings back the consumer time and time again.

There is nothing like it in this country, and if you want something exclusive, you ought to put it in.

F. H. PHILLIPS & CO.
Nos. 444-446 Greenwich Street
NEW YORK

Philadelphia Representatives,
F. H. FROMM & CO., 10 South Water Street

See What You Can Do With This

This W. & D. Special Combination Fixture temptingly displays bananas on the top tree and pickles in the tanks below. A space-saver, a constant salesman, an ornament. Oak or cherry, handsomely finished and with ball-bearing casters. Uses only two square feet of floor space.

Interesting price; write for it to-day.

The Welles & Davis Mfg. Co.
WYALUSING, PA.

You must Advertise or Lose! Then why not Advertise wisely?

The best advertisers in the country—and they are all thinkers—tell you how to advertise successfully in

BRAINS

FOR

The Retailer and Advertiser

The very best examples of clever, money-making advertising in the world are presented weekly

If you advertise without reading BRAINS you miss the benefit of other men's experience, men who have given years to the study of advertising.

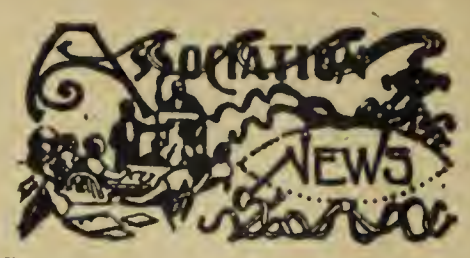
Five dollars a year is all it costs, and its worth it. Sample copy 15 cents

JAMES KNAPP REEVE
PUBLISHER
DEPOSIT, N. Y.

LUSTRE BRAND is a strictly pure flint glass selected lamp chimney, composed of the finest material money can buy, and will not break from heat.

For sale by all leading jobbers

R. E. TONGUE & BROS.
Allegheny Ave. and Amber St.
PHILADELPHIA



Allegheny County, Pa.

The adjourned meeting of the presidents and secretaries of the associations in Allegheny County met in Pittsburg during the week and the name for the association was adopted as follows: "Merchants' Protective Association of Allegheny County."

This association was organized for the purpose of the encouragement of trade and commerce among, and to more closely engage in the mercantile business, to cooperate for the common benefit of all, to abate trade abuses, to disseminate useful information, to expose fraud, to watch and influence legislation toward the better protection of the members' capital, to assist its members in collecting delinquent accounts, to protect them against fraudulent customers by keeping a delinquent list in the office of the secretary, made up from all the associations in Allegheny County, to raise the standard of business methods, to assist in furthering such aims and objects as may hereafter be deemed desirable for the best interests of the members.

Membership.—The proprietary interests of any legitimate business, partnership or corporation (liquors excepted) or any qualified member of the professions is eligible to membership.

The temporary officers of this association are A. M. Carline, president, of Wilkinsburg; Joseph C. Kane, secretary of the Retail Merchants' Association of Allegheny City.

It is the intention of this association in towns where they have no association to secure individual members until the number of five from each town has been elected members, after which the Committee on Rules and Membership will take up the proposition with the five members from the towns that are not organized, to have them establish an organization in their own town, at which time their individual membership in this association will cease and our committee will endeavor to secure the membership of the newly organized association.

The towns represented at th meeting last week were Allegheny Carnegie, Homestead, North Brad dock, Pitcairn, Pittsburg, Pittsbur East End, Turtle Creek and Wi kinsburg.

, Individual Membership.—The fe for individual membership will b $2 for membership and $2 f annual dues, payable in advanc The individual membership upon th forming of an organization in th individual member's town ceases i this association.

The meeting adjourned unt November 11th. Arrangement are now being completed to hav every merchant handling food com modities who desires to ask any ques tion or any information on the Stat food law to write his question on plain piece of paper without an signature and hand it to the secre tary of the association in his town The secretaries of the various asso ciations will bring their questions t the meeting to be held on Novem ber 14th, at which time the Stat Dairy and Food Commissioner o this State will be present to answe and explain the questions and giv the retailers any further advice h possibly can on the new State food law.

A systematic campaign will b taken up in every town by mer chants and professionals turning i their delinquent lists to the secre tary in their town, which will the be turned over to the secretary o the county organization and a de linquent list made up from the sam for the benefit and protection of al the retail merchants and profes sional men in Allegheny county.

California Walnuts Higher Than Last Year.

Two hundred walnut growers o Southern California, comprising the Walnut Growers' Association, met during the week at Los Angeles and voted not to accept less than 14 to 15 cents for this year's crop of walnuts. This is an increase of about 4 cents over the price of last year. The cost to the consumer will be about 25 cents a pound. The association controls almost completely the walnut crop of Southern California, which is practically all that is produced in the United States. Last year 752 carloads, or a total of 5,355 tons, were shipped out of this State. This year the crop will be about 830 tons less. Harvesting will begin about the middle of October.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted for subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is companied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 5c nts per issue.

WANTED.

ANTED—We want to buy a second-hand fe, weight about 750 pounds; must be in od conditlon. Address Crider Bros., allas, W. Va. 17

ANTED—An American slicing machine, cash register, a Monitor gas coffee roaster, l tank, a double electric coffee mill with ternating current, computing scales or ything suitable for a first-class grocery. ddress Grocer, Pottstown, Pa. 16

ANTED—Grocery and specialty salesen, traveling in every part of United tates, to solicit subscriptions. Write for rticulars, "Grocery World," Philadelia. tf

FOR SALE.

OR SALE—General store business; all w stock, purchased within the last three ars; best location in town; reason for lling, owner does not wish to take an tive part in the business, and has made ough money to retire; said business is ying and is a good trade. Address for full rticulars, Opportunity, care "Grocery orld," Philadelphia. Pa. 15

OR SALE—First-class grocery, best locaon in city, modern fixtures; full particurs upon request. Price, $3,000. Joseph asbrouck, Cor. Broadway and St. James reet, Kingston, N. Y. 17

OR SALE—A good paying grocery busiess in Easton, Pa., doing a good business, st location; will bear close investigation; wner wishes to retire; large pleasant ore room and big cellar with barn, &c., premises; heat store with hot water, ght with gas; large ice box in place; all good shape; will sell right; one team. ddress G. J., care "Grocery World," Philelphia, Pa. 16

OR SALE—Stock general merchandise d fixtures; good Jersey village, along elecic railroad; no answers unless mean busiess; no agents; best reason for selling. ddress H. W., care "Grocery World," hiladelphia, Pa. 16

OR SALE—A No. 10 Coles coffee mill, idgway butter box, Perfection dried beef tter, patented glass cheese case, all in od condition and will sell cheap. Charles . Smith, 5170 Thompson street, Philadelhia. Pa. 16

MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in e United States with astonishing results. omplete outfit mailed on 30 days' free ial. It will cost you only $2, if satisfacry. May we send you full description?—REE. American G. Collecting Agency, astorland, N. Y. Send for a copy of The Creditor's Journal"—it's free. tf.

OR SALE—Perfection dried beef chipper, first-class condition. Call at 2601 East orris street, Philadelphia. 17

OR SALE—Store and dwelling, stock and xtures, in good business location. Will ell stock and rent property or sell both at w figure because of health and other busiess; carrying $2,000 stock and doing good usiness. For particulars address V. K. ones, Morris, Pa. 16

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 236.—In best residential district f Norristown, Pa., one of the busiest towns Eastern Pennsylvania. Store estabshed for twenty years. Does $22,000 to 25,000 yearly on stock of $2,000. Uses ne team, but horse not for sale. Nets o per cent. Owner going into other busiess and will sell at inventory. Take about 2,500. Can be greatly increased.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price inventory.

No. 258.—On North Tenth street, Philadelphia. Store 18 x 45. Does $350 per week, two-thirds cash. Stock about $1,000. Net profits 15 per cent. Uses one team. Good dwelling connected. Owner is in other business and cannot give time. Store established for thirty years and is making money. Good chance to handle meats. Price inventory.

No. 263.—In near Philadelphia suburb. Groceries and provisions. Store 40 x 40 feet. Yearly business, $25,000, half cash. Stock carried, $1,500. Net profits 15 per cent. Good dwelling connected. Uses two teams. Business established and prosperous. Good reason for selling. Price, inventory.

No. 266.—In Montgomery County, Pa., just outside Philadelphia. Only store in suburb. Store 30 x 60, with two back rooms, stable and large yard. Does $22,000 yearly, half cash. Stock $4,500. Uses three teams. Post-office in store, paid last year $332. Actual net profits, outside post-office, 8 per cent. Lack of capital cause of selling. Or will take good partner. Price inventory. Fixtures can be rented with store.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 288.—In West Philadelphia. Store 15 x 27 feet. Does $400 to $425 weekly, all cash. Clears $40 cash every week. Uses one team. Good house connected for sale or rent. Owner has a saloon license and must sell store. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 296.—In best northern residential Philadelphia suburb. General provision store. Opened April 1, 1907, and did $175 the first week. Last week in June, 1907, did $376. Stock about $1,000. Business thoroughly profitable, paying clear above everything $70 per week. Owner has other business and cannot attend. Splendid chance for increasing. Price inventory.

No. 300.—In busiest part of Columbia avenue, Philadelphia. Store 22 x 40 feet. Does $30,000, half cash, balance weekly and monthly. Stock $1,200. Uses one team, hiring the horse when needed. Cleared last year 10 per cent. on groceries and 30 per cent. on truck. Owner is retiring from business and will sell at inventory. Ice-box built in and will be rented with store.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,500-$2,800. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 306.—On busiest part of Germantown Avenue. Store 19 x 60. Does $600 weekly, three-quarters cash; stock $1,500 to $2,000. Uses three teams. Business actually clears $100 weekly. Fixed charges moderate and store thoroughly sound and prosperous. Owner is a widow and has neither taste nor experience for the grocery business. Will sell at inventory. An extremely unusual chance.

No. 308.—In Germantown. Does $200 weekly. Stock $500. Nets clean 10 per cent. profit above everything. Owner going into other business and will sell at inventory. With meats added this business will increase 50 per cent.

No. 312.—In good part of West Philadelphia. Store 20 x 40 feet, and does strictly weekly cash business of $450. Stock only $350, business mostly meats. Clean net profits of 10 per cent. Store has been established three years and is thoroughly self-supporting and profitable. Owner has other business and must sell. Price $750 outside of team.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 30, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $1,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

A PHILADELPHIA BARGAIN.

A widow owning a prosperous grocery store on Germantown Avenue, doing $500 a week, but utterly unable through inexperience to manage it, will sell it complete for $1,500. This is not more than three-quarters of actual value. Includes two horses and three wagons, about $1,000 worth of stock and fixtures easily worth $2,500. Store making good profit every week. Come quickly for this store must be sold at once.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THE BIGGEST GROCERY STORE BARGAIN OF THE YEAR.

We offer one of the best grocery stores in suburbs, seven miles from Philadelphia, only one other store. Does $40,000 yearly. Stock $1,500. Uses three teams. Net profits, clean 10 per cent. Dwelling connected. Owners both seriously ill and must sell immediately. Fixtures and teams are fairly worth $1,800, but will sell for $1,000. Stock inventory. A clean, handsome, active store. Fullest investigation.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WHO WANTS TO GIVE A GENERAL STORE FOR A GOOD FARM?

A client of ours in Atlantic County, N. J., has a 13½ acre farm, high, cleared and level, directly on the new electric line from Philadelphia to Atlantic City and only seven miles from the latter; good house, barn and other buildings, including large chicken house and yard; two good wells; 100 fruit trees. Splendid place for profitable poultry business, owing to closeness to Atlantic City. Owner wants to exchange for general store in New Jersey or Pennsylvania. He will sell for $4,000 cash or $4,500 trade, subject to mortgage of $2,500.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THE ONLY STORE IN THE PLACE.

This seems like a rare chance. We offer the only grocery, meat and provision store in high-class Philadelphia suburb. Does $38,000 yearly to very best trade; quarter cash, quarter weekly, balance monthly. Stock, $2,000 to $2,500. Business has been established for several years and the owner sells only because he has a stock farm which he likes better. Comfortable house connected. Clean and clear net profits 8 per cent. Price, inventory, half cash, balance any fair terms well secured.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

HELP WANTED.

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

SITUATION WANTED.

WANTED—Young married man, 30 years of age, has had 10 years' experience in the grocery business; manager for six years for one firm; not afraid of hard work, but must be chance for advancement, would like position as salesman. A No. 1 reference. Address Good, care "Grocery World," Philadelphia, Pa. 18

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

GET YOUR PRINTED
Posters and Show Cards

from our new salesrooms. More room and larger line of stock carried.

GROCERS' PRINTING COMPANY
108 N. Front Street
PHILADELPHIA

An Inflamed Tendon
Needs Cooling
ABSORBINE

Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. No blister; no hair gone; and you can use the horse. $2.00 per bottle delivered. Book 2-B free.

Absorbine, Jr., for mankind, $1.00 bottle. Cures Strained Torn Ligaments. Allays pain quickly. Genuine mfd. only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass

Do You

handle a Cough Remedy that is guaranteed to sell and cure—one that satisfies your customers, gives you large profits, and sells without any effort on your part?

If not, let us give you our proposition—a plan that is both novel and effective. It means money to you and brings new customers and holds the old ones. We do not ask you to pay one cent until you have sold the goods. Write to-day and learn about

German Fir

Dilliard Remedy Company
EAST BANGOR, PA.

"An Emblem of Purity"
Carter & Williams'
PEANUT BUTTER

Packed in tumblers and screw-top jars
Retails at 10 and 15 cents
TRY A CASE FROM YOUR JOBBER

CARTER & WILLIAMS, Mfrs.
PHILADELPHIA, PA.

this
is
"Club Cocktail"
Pineapple
time

Club Cocktail Pineapple is one of the most vigorous sellers Martin Wagner Co. has ever put on the market. Surely you **want** a case.

FLEISCHMANN'S
COMPRESSED YEAST
HAS NO EQUAL

Have the Best Goods and You'll Get the Best Trade

We have made a specialty for many years of supplying the finest Foreign and Domestic Fruit, etc., coming into this market, the sort of goods it's hard to get elsewhere; the sort of goods that bring particular people to your store and keep them coming. If you can call we will show you what we mean; if you can't call, write, and we will give you particulars.

R. DAETWYLER & CO.
New Market and Callowhill Sts., Philadelphia

FOREIGN AND DOMESTIC FRUITS

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, October 14th. Terms, net 10 days.

First orders must be accompanied by references.

JAMAICA BANANAS.

Jumbo bunches, 10 hands, extra fancy	
Selected, 10 hands,	
Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

CALIFORNIA LATE VALENCIA ORANGES.

Fancy, 80 size, per box	
Fancy, 96 size, per box	
Fancy, 112 size, per box	4.00
Fancy, 126 size, per box	4.50
Fancy, 150 size, per box	6.50
Fancy, 176-200-216	7.00
Fancy, 250-288	6.50

FOREIGN ORANGES.

Jamaicas, about 400 to bbl	$5.00 to $5.50
Jamaicas, boxes, 150-176	3.50
Jamaicas, boxes, 200-210	3.00

ALMERIA GRAPES.

Fine Quality, kegs, 61 lbs.	4.50
Choice, kegs, 61 lbs.	4.00
Good Quality, kegs, 62 lbs.	3.75

CRANBERRIES.

Cape Cod, Early Black, per bbl.	8.00
Cape Cod, not so dark, per bbl.	7.50
Fancy Jersey, large dark, bushel crate	3.00
Fancy Jersey, medium dark	2.75

FANCY CALIFORNIA AND MESSINA LEMONS.

Fancy California, 240 size, per box	
Fancy California, 270 size, per box	
Fancy California, 300-360 size, per box	
Fancy Messina, 300 size, per box	4.00 to 4.50
Fancy Messina, 360 size, per box	3.50 to 3.75
Choice Messina, 300 size, per box	3.25 to 3.50
Choice Messina, 360 size, per box	3.00

CALIFORNIA DECIDUOUS FRUIT.

Fancy Tokay Grapes, per 4-bas. crate	$1.50 to 1.75
Choice Tokay Grapes, per 4-bas. crate	1.50
Fancy Malaga (white), per 4-bas. crate	1.50 to 1.75
Fancy Blue Plums, per 4-bas. crate	
Fancy Red Plums, per 4-bas. crate	

FANCY JERSEY SWEET POTATOES.

Fancy Prime, per barrel	$3.00
Choice Prime, per barrel	2.75
Fancy Medium, per barrel	2.00
Choice Medium per barrel	1.85

ONIONS.

REGULAR BUSHEL CRATES.

Strictly Fancy White, per hamper	$1.75
Strictly Fancy Yellow, per hamper	1.25
Bermuda, Prime, per crate	
Fancy Valencia Onions, per crate	1.15

VEGETABLES.

We carry a full line of vegetables in our truck department, but as the market fluctuates daily on this line of goods, orders will be filled at lowest ruling market prices on day of shipment.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

ny subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

ıcked in paper-lined fancy bags or paper-lined sugar barrels.

	Per lb.
A" Java	.26
3" Java	.24
;" Java	.24
—Java and Mocha Blend	.24
—Java and Mocha Blend	.22
A" Mocha	.24
B" Mocha	.22
C" Mocha	.20
aguayra (Washed Caracas)	.18
A" Maracaibo	.18
B" Maracaibo	.17
A" Santos	.18
B" Santos	.16
C" Santos	.14
eaberry Santos	.14
A" Rio	.13
o. 1 Rio	.12
o. 2 Rio	.10
ipton Special Mocha and Java, 1 lb. cans	.27
ipton Perfection, 1 lb. cans	.20
attleship, 1 lb. packages, any quantity	.15
og Cabin, 1 lb. packages, 100 to case	.14
rbuckle's, 100 lbs. to case	
ing Bee, 100 lbs. to case per case	15.00

TEA.

	Per lb.
o. 25 Gunpowder	.24
o. 28 Gunpowder	.35
est Gunpowder	.45
o. 25 English Breakfast	.20
o. 28 English Breakfast	.33
est English Breakfast	.40
o. 25 Moyune Gunpowder	.33
o. 28 Moyune Gunpowder	.38
est Moyune Gunpowder	.50
o. 25 Imperial	.33
o. 28 Imperial	.35
est Imperial	.50
o. 25 Oolong	.28
o. 28 Oolong	.35
est Oolong	.45
oung Hyson	.35
apan	.35
eno ½ and ¼ lb. packages	.50
ilver Moon	.27
ilver Bell, 1 lb. packages	.25
alada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1 45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.95
Standard Shoepeg, 2 lb., 2 doz	.85
Standard, 2 lb., 2 doz	.80
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz.	1 45
Belle Brand, 2 doz	.90
Little Fellow, 2 lb., 2 doz	1.50
Rob Roy, 2 lb., 2 doz	1.00
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz.	1.20
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.80
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1.15
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	.95
Gallons	
String Beans—	
2 lb., 2 doz	.85
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.10
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	1.00
Standard, 3s, 2 doz	.97½
Gallon, ½ doz.	3.00
Fair Quality, 3s.	.95
2s, 2 doz	.80

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	
Jockey, 1 lb., tall, 4 doz	1.50
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Crab Meat—	
½ lb., 4 doz	1.00
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label. ½ lb., flat, 8 doz	2.60
Beaver, ½ lb., flat, 8 doz	2.30
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	1.15
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.10
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil. 100	3.50
¼ lb., oil, with key, 100	3.75
Glen Cove, ¼ oil, 100	4 00
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
¾ Crown Mustard, 50 cans	4.00
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.50
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.15
Blackberries, 2 lb., 2 doz	1.15
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.35
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.40
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 50
Grated Pie Pineapples, James, 3 lb., 2 doz.	.95
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1 60
Standard Peaches, Rialto, 3 lb., 2 doz	2.50
California Apricots, 2 doz	
California Cherries, 2 doz	
California Peaches, 2½ lb., 2 doz	
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.12
Evaporated, 1 lb. packages, 4 doz	12½
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.14
Best, 25 lbs	.15½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	.06
Stuffed, 1 lb per doz.	
New Prunes—	
40- 50, 25 lbs	
50- 60, 25 lbs	.08
60- 70, 25 lbs	07½
70- 80, 25 lbs	.07
80- 90, 25 lbs	.06½
90-100, 25 lbs	.06¼
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs per box	2.10
Seedless Muscatels, 50 lbs	
Seeded, 36 1 lb. packages	.14¼
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06½
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.04
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, 224 lbs	.95
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt per cwt.	.95

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.75
Lady Washington Beans, about 200 lbs. to bag	2.75
Green Peas, dried, about 165 lbs. to sack	
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.07
Imported Lima Beans, about 90 lbs. to sack	.07
Split Peas, 210 lbs per bbl.	7.50
Less quantity	.04
Lentils, about 100 lbs. to sack	.08¾

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	
Kingsland, N. O.	.35
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.30
Gold Medal	.32
King Syrup	.32
No. 12 Syrup	.18
No. 6 Amber Syrup	.29
California Amber Drips, 2 lb. cans, 2 doz.	1.80
California Amber Drips, 2½ lb. cans	2.10
California Amber Drips, 3 lb. cans, 2 doz.	2.40
California Amber Drips, ½ gal. cans, 1 doz.	1.95

SUGAR.

We do not bandle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.90
Fine Granulated, 100 lb. sacks	4.90
Confectioners' A	4.85
No. 1, A	4.80
Light Yellow	4 35
Fine Granulated, 2 lb. bags	5.20
Fine Granulated, 5 lb. bags	5.10

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4 15
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.45
Red Cross, 4 doz	4.40
Star, 4 doz	4.35
Dime Brand, 4 doz	3.80
Lion, 4 doz	4.40
Premium, 4 doz	4.20
Hires' Silver, 4 doz	4.50

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4 20
St. Cbarles, 4 doz	3.90
Our Pet, large size, 4 doz	3.35
Our Pet, baby size, 6 doz	2.95
Peerless, small size, 4 doz	2 10
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Searcb Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue beads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl White Floating	100	4.00
Ark	100	2.20
Babbitt's	100	3.75
5 box lots freight paid, witb 1½ box "1776" or 100 cakes Best Soap free.		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4 20
Buffalo Oleine	60	2.40
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3 50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.65
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelpbia Oleine	60	2.65
*P. & G. Oleine	60	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.50
*Sunligbt	100	4.10
*Sunsbine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*Wbite Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2 08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4 00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flasb, for thc bands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkisb Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2 50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.60

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.
NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.40@.45
Choice, barrels	.38
Good, barrels	.26@.30
Fancy, quart jars per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@.35
Ordinary	.22
Blended, fancy	.34
Blended, choice	.30
Blended, good	.28
2-lb tins, 3 dozen per case,	2.80
Quarts, 2 dozen per case,	2.80
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.28@.30
Tins, 2-lb., 2 dozen per case,	1.95
Tins, 2½-lb., 2 dozen per case,	2.25
Tins, 3-lb., 2 dozen per case,	2.50
Tins, 5-lb., 1 dozen per case.	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 100@110	
Georges count 110@115	25 00
Shore 2s, count 225@250	27 00
Medium Irish 2s, count 450	20.00
Norway, count 400@450	
Norway, count 300@350	26.00
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.13
Halibut, fancy chunks, Iceland, 20 lbs	
Bloaters, Cromarty, 100s	

TEAS.

Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
mperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.15@.18
Superior to fine	.22@.30
xtra fine to finest	.35@.40
oicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.20@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
ng—	
mon to fair	@.15
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
ouchong—	
Common to fair	.14@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

ava—Mandheling—Fancy brown	.34
Old Government—Best	.27
Old Government—Choice	.25
Old Government—Prime	.23
Old Government—Good	.21
Imitation	.20
African	.20
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.30
Cinnamon, Mats	.10½
Cinnamon, Twaio	.17
Cinnamon, Ceylon	.21@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.80
Cloves, Zanzibar	.19@.20
Cloves, Amboyna	.22
Cloves, Penang	.30@.35
Ginger, African	.08
Ginger, Jamaica, bleached	18½@.20
Ginger Jamaica, unbleacned	.17@.19
Ginger, Calcutta	.08
Nutmegs, 75-80s.	.25@ 35
Nutmegs, 105-110s.	.13@.20
Nutmegs, 130-140s.	.15@.18
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.39½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Extra white 2½s, unpeeled Calif..	
Standard white 2½s, Calif.	
Tips, green, 1s	
Tips, white, California, 1s	
Beans, Baked—	
Standard, plain 1s	.42½
Standard, plain or sauce, 2s	.50@ .60
Standard, plain or sauce, 3s	.70@ .85
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.50@1.60
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.60
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	.60@ .80
Beans, Stringless—	
Fancy 2s	2.25@2.50
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1.10@1 15
Fancy New York 2s	.90@1.00
Standard New York 2s	.75
Maryland 2s, Maine Style	.75@ .80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.30@1.35

—3—

Telephone 2s	
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.15@1.20
Soaked 2s	.75@ .80
Succotash—	
Extra fancy Maine 2s	1.25
Fancy Maine 2s	1.00@1.10
Extra standard 2s	.75@ .90
Pumpkin—	
Fancy, 3s	.85@1.15
Fancy, gallons	2.75
Squash—	
Fancy 3s	1.15
Tomatoes—	
5½-in. cans, fancy New Jersey	1.50
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	4.50
Gallons, extra standard Maryland	4 25
Quarts, glass jars	
Beets—	
Fancy Strawberry 3s	1.50@1.75
Cut 3s	1.00@1.10
Sweet Potatoes 3s	.90@1.00
Saner Krant 3s	.80@1.10
Spinach—	
Standard Maryland 3s	1.45@1.50
Fancy New Jersey 3s	1.50@1.75
Gallons	4.75

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2 65
Standard 2½s	
Gallons	
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	3.00
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.75
Extra 2½s	3.00
Extra standard 2½s	
Fancy 3s	
Standard 2½s	
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.75
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s.	3.50
Extra standard 2½s	

EASTERN.

Pears—	
Choice New York 2s	1.50
Choice New York State 2½s	2.60
Standard 2s	1.25
Pineapples—	
Sliced or grated 2s	2.00@2.20
Sliced or grated 1s	1.00@1.10
Pie, grated, gallons	3.60
Singapore 1½s	1.15@1.25
Plums, egg, 3s.	
Plums, gage, 3s	
Apples—	
Gallons	3.25
Strawberries—	
2s, fancy	2.50
2s, extra	
Raspberries—	
Red, fancy, 2s	1.80
Standard 2s	

FISH.

Lobster—	
Flat 1s	4.50
Flat ½s	2.50
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	
Medium Red	
Red 1s	1.25@1.35
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.10
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.13
Smyrna Sult., fancy, 6 cr., 30 lbs	.14
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

Loose Raisins—	Per lb
Valencia, 4 cr., 28 lbs	.0[illegible]
California, 4 cr., 50 lbs	
California, 3 cr., 50 lbs	
California, 2 cr., 50 lbs	
Figs—	
Baskets, 1 lb. and 2 lb.	.15 @.18
Layers, 2¾-in., 10 lbs	.09
2½-in., 12 lbs	.1[illegible]
2¼-in., 12 lbs	.0[illegible]
2-in., 12 lbs	
Currants—	
Fancy, 1-lb. cartons	.10
Cleaned, 1-lb. cartons, choice	.0[illegible]
Bulk, choice, 50 lbs	.0[illegible]
Natural, choice	.07[illegible]
Citron—	
According to quality	
Lemon Peel—	
According to quality	
Orange Peel—	
According to quality	
Fard Dates—	
60 lbs., bulk	.07
1-lb. pkgs., 30-lb. case	.09
Persian Dates—	
60 lbs	
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.10[illegible]
40x50, choice	.09[illegible]
50x60, choice	.07[illegible]
60x70, choice	.07[illegible]
70x80, choice	
Choice. 50-lb. box—	
60x70, 80x 90	
70x80. 90x100	.05[illegible]
Prunes in cartons—	
Fancy 40x 50	.11
50x 60	.10
60x 70	.09[illegible]
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	
40x50	
Apples—	
Fancy, 50 lbs.	
Fancy, 1-lb cartons	
Prime, 50 lbs	.10[illegible]
Choice, 1-lb. cartons	.12
Peaches—	
Fancy, peeled, 25 lbs.	.27
Unpeeled, fancy, 25 lbs.	.15
Extra Choice Muir	
Apricots—	
Royal, extra fancy, 25 lbs	.26
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.24
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	@.40
Valencia, 28 lbs	.36 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.25
French Princess	
Tarragona, 120 lbs	.16
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.12½
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.16 @.19
Louisiana Paper Shell	
Walnuts—	
Chili, 1907 crop	.13
Grenoble, 220 lbs	
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.17
Extra choice, boxes, 25 lbs	.18½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@18.00
French quarters, boneless	
French quarters, with bones	14.50@18.00
High quarters, boneless	24.50
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ½s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	18.00@20.00
String Beans, according to qual...	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.	.08@ .09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

, subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being undersiood that all prices are subject to market fluctuations.

ADVANCES.	Column.
, Maracaibo	5
e	27
	28
/	29
and Peas, Dried	29
Meal	29
erel	34
es	42
Pure and Compound	44

DECLINES.	Column.

ADDITIONS.	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

COL.
Cash Drawer......33
......47
mition...... 4
Grease...... 5
Paper......41
nd Twine Holders......33
g Powder...... 5
y......29
ts......62
Brick......59
s......29
ing, Shoe...... 6
g...... 6
......47
ns......61
les......63
wheat Flour......28
Borers......33
ners' Sundries......44
r Dishes......62
r...... 7
r Color......47
pbor......47
lles......15
lles...... 7
ed Goods...... 8
lifornia Fruits......10
getables...... 8
sh......12
e Fruit......10

COL.
Sardines......13
Meats......13
Soups......15
Can Openers......33
Capers......27
Caps, Gun...... 4
Catsup......16
Cereal Specialties......
Cereal Coffee......36
Cheese......27
Chocolate and Cocoa......17
Chewing Gum......51
Cider......50
Clothes Pins......62
Cocoanut......21
Codfish......35
Coffee...... 3
Essence...... 3
Chicory...... 3
Coffee Mills......32
Cooking Herbs...... 8
Condensed Milk......20
Cream......21
Condensed Mince Meat......38
Corn Meal......29
Corn Starch......58
Cottolene......26
Cracked Wheat......29
Crackers, Cakes, etc......22
Cranberries......
Cutters, Dried Beef......33
Tobacco......64
Delicatessen......22

COL.
Dressed Meats......44
Drugs, Grocers'......47
Eggs......27
Essence of Coffee...... 4
Extracts......48
Fancy Groceries......27
Farina......29
Farinaceous Goods......29
Faucets......33
Canned Fish......22
Fixtures......32
Flour......28
Flour, Self Rising......28
Flour, Buckwheat......28
Fly-paper......59
Food, Bird......59
Fruit Butters......46
Fruits, Domestic, Dried......35
Fruits, Foreign, Dried......35
Fruits, Green......
Gelatine......31
Ginger, Jamaica......47
Gravel, Bird......59
Grocers' Fixtures......32
Herring......34
Hominy and Grits......29
Honey......36

COL.
Ink......37
Insect Powder......48
Ironing Wax......59
Jams......46
Jars and Jar Rubbers......7
Jellies......46
Junket Tablets......50
Ketchup......16
Lamp Goods......37
Lard......44
Lemons and Oranges......
Lentils......29
Licorice......47
Lime......37
Live Poultry......45
Lye, Concentrated......37
Macaroni......32
Mackerel......34
Maple Sugar and Syrup......60
Matches......37
Measures......33
Meat......44
Mince Meat......38
Molasses......60
Mucilage......59
Mustard......57
Mustard, Prepared......57
Marmalade......46
Noodles, Egg......29

COL.
Nuts......
Oat Meal......29
Oils......39
Oil, American......40
Olive Oil......40
Olives......39
Paper......41
Paper Bags......41
Peanuts......
Peas, Dried......29
Pepper Sauce......52
Pickles......42
Pickled Meats......42
Plum Pudding......46
Pork and Beef......43
Potash......37
Potato Chips......42
Poultry Seasoning......45
Poultry, Dressed......45
Poultry, Live......45
Powder, Rifle...... 4
Preserves......46
Provisions......43
Pudding......31
Putty......47
Rennet......50
Rice......51
Rice Flour......29
Rolled Oats......29
Root Beer......53

COL.
Rope......59
Resin......47
Sago......29
Salad Dressing......51
Sal Soda......52
Salt......51
Sapolio......54
Sardines......13
Sauce and Condiments......52
Sauer Kraut......46
Scales......32
Scoops, Grocers'......33
Scouring Soap......52
Seeds......53
Shoe Dressing...... 6
Shot...... 4
Smoked Fish......34
Soap, all kinds......54
Soda, Bicarb......53
Soft Drinks......53
Soups......15
Specialties......54
Spices......55
Whole......57
Starch......58
Stove Polish......58
Soap Powders......55
Segars......64

COL
Sugars...... 1
Sulphur......47
Sundries......59
Syrups......60
Tacks......5
Tapioca......3
Tar......4
Teas......
Tobacco, Chewing......6
Smoking......64
Tobacco Cutters......33
Tubs......62
Twine Holder......33
Twine......59
Vermicelli......32
Vinegar......43
Washboards......62
Wax, Fruit Jar......59
Wheat, Cracked......29
Wheat Flour......29
Wrapping Paper......41
Wringers, Clothes......
Woodenware, Sundries......61
Witch Hazel......48
Yeast Cakes......63

—1—

SUGAR.

fectioners' Lozenge	5.25
" Powdered	5.25
" Crown A	5.45
" Crystal A	5.10
" Coarse Granulated	5.35
le Tablets	6.38½
stal Dominoes	7.35
Loaf	5.80
nt Cubes	5.35
dered	5.20
ra Fine Granulated	5.20
rse Granulated	5.20
nulated	5.10
e Granulated	5.10
" in 50-lb. bags packed 2 in 100-lb. bag	5.15
" in 25-lb. bags packed 4 in 100-lb. bag	5.15
" in 10-lb. bags packed 10 in 100-lb. bag	5.25
" in 5-lb. bags packed in bbls	5.30
" in 5-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. bags packed in bbls	5.40
" in 2-lb. bags packed in 100-lb. bags	5.40
" in 2-lb. cartons in cases	5.30
" in 2-lb. paper packages in cases	5.30
fectioners' A	5.00
-Keystone A	4.85
-American A	4.80
-Centennial A	4.75
-California A	4.70
-Franklin B	4.65
-Keystone B	4.60
-American B	4.55
-Centennial B	4.50
-California B	4.45
-Franklin Extra C	4.40
-Keystone Extra C	4.35
-American Extra C	4.30
-Centennial Extra C	4.25
-California Extra C	4.25
-Franklin C	4.25
-Keystone C	4.25

TEA.

	Per lb.
PANS—Basket-fired	18 @ 35
PANS—Pan-fired—Common to Fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
RMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
OCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
UNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	13 @ 20
Choice to extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	17 @ 38
CEYLON—Common to Fine	17 @ 40
ENGLISH BREAKFAST—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

	In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1	.45	.47
" " " 2	.40	.42
" " " 3	.35	.37
Black and Green, " 1	.45	
" " " 2	.40	
English Breakfast, " 1	.45	
" " " 2	.40	
Formosa Oolong, " 1	.45	
" " " 2	.40	

Counter box, 30 ten cent tins, only packed in No. 1 quality, $2.00

Tetley's Tea— Per lb.
¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, " "	.60
Ex. Gold, " "	.75

Mixed (Green and Black), same prices as above.
Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), "	.50
Formosa and Oolong, "	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades......per doz.	.90

Carlcol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. "	.22½
½-lb. "	.23
¼-lb. "	.23½
⅛-lb "	.25

Spring Garden Tea—

100 lb. barrels......per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

McCormick & Co's, Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

—3—

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz., per doz.	.85
" " " quarts, 1 " "	1.40
" " " " 3 " "	1.40
" " " ½ gals. 1 " per bbl.	2.50
Colburn's, 16 oz., 2 doz......per doz.	.75
" quarts, 1 " "	.90
" " 3 " "	.90
" ½ gals. 1 "......per bbl.	1.80
Violet, pints, 2 doz......per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross......per gross	9.25
Mica, ¼ gross "	8.40
Peerless, ¼ gross "	4.40

BAKING POWDER. Per Doz

¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75
Davis' O. K., ¼-lb., 4 doz......per doz.	.45
" ½-lb., 3 " "	.90
" 1-lb., 2 " "	1.65
" 5-lb., ½ " "	7.20
Cleveland's, 10-c. size, 4 doz......per doz.	.84
" ¼-lb., 4 " "	1.23
" ½-lb., 2 " "	2.28
" 1-lb., 1 "	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
" ½- " 2 doz. cases	.90
" 1- " 1 "	1.65
" 5- " 6 cans in case......per lb.	.12
Sea Gull, 6 oz., glass, 4 doz	45
Parrot and Monkey, 4 doz	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass, 4 doz	1.04
6 oz. glass, 6 doz	1.03
6 oz., 1 gross, in bbl......per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz......per doz.	.45
10c.-can, 4 doz. in box "	.90
½-lb. cans, 2 doz. in case "	1.25
1-lb. cans, 1 doz. in case "	2.50
Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65

—4—

Ralston Baking Powder, 1 lb. cans, per doz.	2.25
" " " ½ lb. " " "	1.25
Boston Brand, 5 lb. size, ½ doz. case...per doz.	12.00
" 1 " 1 " ... "	2.50
" ½ " 2 " ... "	.55
" ¼ " 3 " ... "	.75
Purity Brand 5 " ½ " ... "	6.00
" 1 " 1 " ... "	1.50
" " 3 " ... "	.80
" ¼ " 3 " ... "	.45

BLACKING—Shoe. Per Gross.

Shinola......per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free......per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz......per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M......per ½ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.10
T. M. French......per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Browns, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co.—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos Peaberry, extra fancy	.12
" Fancy	.09¼@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.12
" Choice	@.11½
Washed Caracas, Fancy	.13 @.13½
Laguayra, Fancy	.10¼
Java, Extra Fancy Old Government	@.19
" Extra Fancy	@.18½
" Fancy	@.18
Mocha, ½ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.13
" Prime	@.10
" Choice	@.09½
Santos, Extra Fancy	.13½
" Fancy	@.13
" Choice	@.12½
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.24½
" Fancy	@.23½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.18½
Eureka	.15½
Leader	.18
Jap	.13
Special, No. 6	.12½
Special Drive	.12

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 36/100
Lion	13⅛	13¼
B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins,		.26
Saindo, lbs		.20
" 50-lb. tins		.19
" barrels		.18
Viv, lbs		.16
" 50-lb. tins		.15
" barrels		.14

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20
Packed in 30 and 60 pound cases.	
German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, M. & J. Blend, 40 or 60 1 lb. tins	.27½
Tourist, M. & J. Blend, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.15
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box per box	3.90
12 tins in box per carton	.95
2 lb. tins per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ¼-gross improved cans per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross per gross	2.25
Hummel's Essence, tin can, ¼ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04⅜
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Gun Caps, E. B. per M	.60
Gun Caps, musket per M	.65
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB. bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7 40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.32
" First, "	.31
" Second, "	.30
" Third, "	.29
" Imitation, 30-60 lbs	.28
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.33
Ladles, 30-60 lbs., bakers' use	.25
Print Butter:—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.	.35
B. B., E. D. brands, 20-50-lb. boxes	34
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes	.33
Sheaf ("400") Elgin, 20-50-lb. boxes	.32
Sheaf	.28-.31
B. S. Gilt Edge, cartons	.37
Gurnse, pounds or half pounds	.35
Belle Spring	.32

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.11½
" 16's, "	.12½
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09½
Peerless " " "	09¾
Bright Light, " " per box	2 50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	
Martha Washington, long 12s per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints per gross	4.20
Mason's, quarts per gross	4.45
Mason's, half-gallons per gross	6.20

—8—

Jelly Tumblers—	
Barrels, 22 doz per doz. (No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1
Mason's Caps and Rubbers, ½ gro., "	2
Jar Rubbers—	
Lip, wide per gross	
Acme, wide, 1 doz. cartons per lb.	
" medium, 1 doz. cartons "	
Reliable, white rubber, wide	
" " medium	
Black, medium per lb. (25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Mayflower brand, Sweet Marjoram per doz.	
" Sage "	
" Thyme "	
" Savory "	
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory per case	1
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savory—	
½-lb. cartons, 1 doz per doz.	
¼-lb. " " "	
⅛-lb. " " "	1
¼-lb. screw cap bottles, 2 doz per doz.	
¼-lb. square cans, 2 doz "	

CANNED GOODS.

	Per
Tomatoes—	
Frying, Good Luck Brand	1
DuBois' Frying	1
Jersey King, No. 3, Standard Jersey	1
Blue Hen Chickens, No. 3	1
Rio Grande, fancy, Jersey	1
Silver Lake, fancy, Jersey	1
Alta, No. 2	
Alta, No. 10, 1 doz	3
Bull Dog, No. 2	
Lima Beans—	
Tinsley's, extra small	1
Turkey, fancy, Jersey	1
Silver Lake	1
Boyer's, Fancy	1
Oxford, Maine packed	
Lanfair, 2s	
String Beans—	
Red Jacket, small	1
Mikado, Penna., fancy	1
Cloister, fancy N. Y.	1

Don't Miss This, Grocers

Spring Garden Tea is a blend that will please nine out of ten of your customers, at 60c. per pound—which means you make 160 per cent. profit on it, as these are our prices:

In 100-lb. Barrels	18	cents per lb. net
In 5-lb. Silver Bags (Packed in cases containing 100 Pounds)	19	cents per lb. net
In 1-lb. Silver Bags	19½	cents per lb. net
In ½-lb. Silver Bags	20	cents per lb. net
In ¼-lb. Silver Bags	21	cents per lb. net

Thomas Martindale & Co., Philadelphia, Pa.

The GREAT Ramly

Is the one spelled R-A-M-L-Y, the finest Turkish cigarette ever made to sell for 10 cents. So good, other cigarettes are made to look like it, so they will sell on the Ramly's reputation.

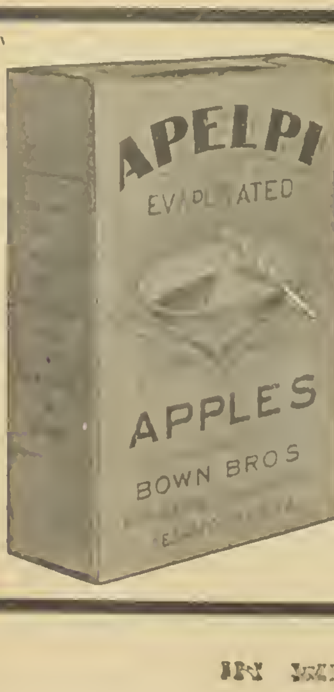
If you want to give your customers an ideal smoke, sell them the Ramly. You won't have to tell them about it the second time—they'll *ask* for it.

Mentor Cigarette Company

404 Atlantic Avenue

Phila. Rep., Arthur Hagan & Co.
151 North Third Street

BOSTON, MASS.



What's the Difference?

The answer—"the bottom is as good as the top." You know what this means in Evaporated Apples. It means that your customers will **keep buying** that kind, and we know **you** will keep buying that kind to supply your customers. **APELPI** on a package of evaporated apples is a positive guarantee that the fruit is the finest that can be had, and its preparation can't be excelled.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON, Distributers — 28 So. Front Street, Philadelphia, Pa.

—9—

oyer's, 2s	.82½
corn, 3s	1.00
corn, No. 2	.75
ride of Shenandoah, No. 2	.65
ite Wax Beans—	
corn	.70
hampion	.65
ompass, No. 10, 1 doz	3.00
ced Beans—	
. & M., No. 3	1.35
. & M., No. 3, tomato sauce	1.55
ampbell's, No. 2, plain	.87½
ampbell's, No. 2, sauce	.87½
xford, No. 3	.90
arragansett, No. 2, tomato sauce	.97½
arragansett, No. 3, tomato sauce	1.37½
an Camp's, No. 1, sauce, 4 doz	.87½
an Camp's, No. 2, sauce, 2 doz	1.32½
loore & Brady, No. 3, plain	.80
loore & Brady, No. 3, sauce	.85
loore & Brady, No. 1, picnic size, plain	.40
loore & Brady, No. 1, picnic size, sauce	45
ictory, No. 1, tomato sauce, 4 doz	.45
lartin Wagner Co., No. 3, plain	.92½
lartin Wagner Co., No. 3, tomato sauce	1.00
lartin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
chimmel's, No. 1, sauce	.50
chimmel's, No. 2, sauce	.87½
chimmel's, No. 2, plain	.82½
unker Hill, No. 3, plain	.77½
unker Hill, No. 3, tomato sauce	.80
nidez's Pozk and Beans, in tomato sauce—	
3-lb. cans, 2 doz. ....pez dos.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ dos. "	5.00
unnyside Pozk and Beans, plain oz in sauce—	
3-lb. cans, 2 dos. ....pez dos.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 dos. "	.45
1-gal. cans, ½ doz. "	3.00
d Kidney Beans—	
oan of Arc, No. 2	.82½
lartin Wagner's, No. 2, 2 doz	.72½
an Camp's, No. 2, 2 doz. ....per doz.	.82½
ictory brand, No. 1, 4 doz. ....per doz.	.45
rn—	
Cornlet	1.50
Vinoor, kernelled	1.40
aris, fancy Maine	1.20
American Beauty, extza fancy, Shoe Peg	.87½
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.72½
hoe Peg, Susquehanna	.80
hoe Peg, Osborn's	.72½
Mark, crushed	.77½

—10—

Peas—	
French, Extra Fins, 100 cans, per case	
French, Tres. Fins, 100 cans, per case	
French, Fins, 100 cans	14.25
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1 25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	1.00
Little Nell's, Baltimore	.65
Beets—	
Red Jacket, No. 3, small	1.45
Silver Lake, fancy, No. 3	1 05
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extza fancy	1 05
Poland, extra fancy Maine	.92½
McMurray's Mountain	.80
Spinach—	
Champion, No. 3	1.25
Shawnee, No. 3	1.27½
Farren's, No. 10	4.25
Sweet Potatoes—	
Plantation, No. 3	.95
Victory, No. 3, 2 dos	1.05
Pumpkin—	
Catawba brand, extra fancy, N. Y. State, No. 3	.85
M. & W., Dog Head, No. 3	.80
Andrews & Co., No. 2	.47½
Asparagus—	
Del Monte, mammoth, No. 2½	4.25
Extra mammoth, No. 2½	4.25
Superior, large, No. 2½	4.00
Staple, medium, No. 2½	3.85
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3 50
Grand Island, medium	3.35
El Rio, medium, No. 2½, 2 dos	3.25

CALIFORNIA CANNED FRUIT.

	Pez dos.
Apricots—	
Extra standard	2.50
Standard	
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Cherries—	
Extra quallty, 2½s	3.40
Extra standard, 2½	
Standard, 2½	3.00

—11—

Peaches—	
Extra standard, lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 2½s	2.85
Extra standazd, sliced lemon clings, 1 lb., 4 doz	
Prize Medal, lemon clings, No. 10, 1 doz	8.50
Express, yellows, 2½s	
Plnms—	
Extra standazd egg	
Extra standard green gage	
Standard egg	
Standard gage	

DOMESTIC CANNED FRUIT.

Apples—	
Derby, No. 10, 1 doz	2.85
Pride of Shenandoah, No. 3, 2 doz	1.00
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	1.20
Jersey Duke, 2s	1.00
Bluebezries—	
Loggies, No. 2	1 50
Loggies, No. 10	7 00
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Calumet, yellow, light syrup	
Terrapin, No. 3	
Pears—	
Matchless, extra fancy, No. 2	1.65
Raspberries—	
Mikado, red, fancy, N. Y. State, preserved, No. 2	
Rhubarb—	
Silver Lake, No. 3	
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	2.00
Silver Lake, No. 10, 1 doz	7.50
Defence, No. 2	2.25
Pine-apple—	
Phonograph, grated, No. 2	1.95
Phonogzaph, sliced, No. 2	1.90
Acorn, grated, No. 2	1.90
Acorn, E. & C., No. 2	1.85
General, E. & C., sliced, No. 2	1.75
Indian River, E. & C., No. 2	1.60
Terrapin, E. & C., sliced, No. 2	1.55
Wagner's, E. & C., No. 2	1 50
Orange Grove, E. & C., No. 2	1.40
Wallace, grated, No. 2	1.30
Singapore Chunks, No. 1½, 4 doz	1.17½
Wallace, E. & C., sliced, No. 2	1 25
Singapore, cubes, No. 1½, 4 doz	1.12½
Wagner's, No. 1, cocktail, 2 doz	1.00
P. & B., grated, No. 3	.95
James, No. 3, pie, grated	.90
Singapore, cubes, No. 1, 4 doz	.80

—12—

The Paul Tayloz Brown Co's Singapore Pineapple, extra preserved.

Tan Chop Hin, ½-lb. chunks ....per doz.	.80
" 1 " " "	.87½
" 1½ " " "	1.17½
" 1½ " sliced "	1.35
" 1½ " grated "	1.35
" 2½ " whole "	1.85
Packed in their own juice:—	
1½-lb. chunks, extra heavy syrup...per dos.	1.45
1½ " sliced "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz.
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 dos	3.25
Clams—	
Gold Label, No. 1, 4 doz	
Star, No. 1, 4 doz	
Lobster—	
B. & M., No. 1, flat, 4 doz	4.20
B. & M., No. ½, flat, 4 doz	2.20
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Staz brand, No. ¼, flat, 4 doz	1.35
Star brand, No. ½, flat, 4 doz	2 25
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.35
Shrimps—	
Barataria Canning Co., new, No. 1, 2 doz	
Lopez & Dukate (Barataria), new, pickled, No. 1, 2 doz	1.25
Mackerel—	
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.50
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.15
Boyer's, No. 2, 2 doz	2.07½
M. & B., No. 1, 2 doz	1.07½
Stewart's, No. 2, 2 doz	2.10
Stewart's, No. 1, 2 doz	1.02½
Victory, No. 1 doz	1.02½
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Salmon—	
Hapgood's, No. 1, tall, 4 doz	1.85
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.10
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Humes, Karluk, No. 1, tall, 4 doz	1.32½

Ritter's Guaranty

In compliance with the rules and regulations for the enforcement of the Food and Drugs Act published by the Commission appointed for this purpose, we have filed a guaranty covering all our products with the Agricultural Department in Washington under the serial number 1017.

In the future all our products will be labeled in accordance with Regulation Nine as follows: *Guaranteed under the Food and Drugs Act, June 30, 1906, No. 1017.*

This guaranty is sufficient and covers every sale we make and no individual guaranties are necessary.

It has always been our aim to manufacture pure and wholesome food, to comply with existing laws and to protect all who buy our products, and we shall carry out this principle in the future.

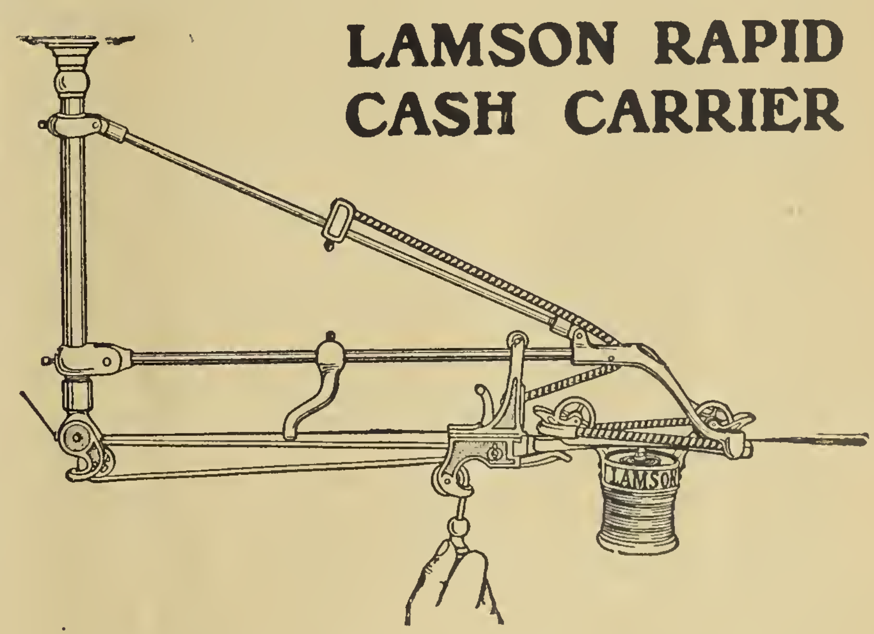
We hope to deserve your continued confidence and patronage.

Philip J. Ritter Conserve Co.

PHILADELPHIA, PA.

Fruit Butters · Preserved Fruits · Fruit Syrups
Cranberry Sauce · Catsup · Honey
Mince Meat · Chili Sauce · Mustard
Jellies · Salad Oil · Baked Beans
Jams · Crushed Fruits · Soups
Canned Fruits · Canned Vegetables

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.45
Leader, fancy, red, No. 1, tall	1.32½
Defender, medium, red, Alaska, No. 1, tall	
White Raven, ½s	.95

Plain.

La Champagne, ¼'s, key	25.00
" ½'s, key	17.00
Lucullus, ¼'s	13.00
C. Morel, ¼'s	10.00

SARDINES—Boneless.

Le Marchand, ½'s	
La Champagne, ¼'s, key	
Cadean, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.40
½s, Martels	13.52
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8.25
Mustard—	
¼s, Irma, 100 cans	3.42½
¾s, Eureka, key, 100 cans	3.27½
¾s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3.00
¾s, Underwood's, 50 cans	3.95
¾s, Irma, 50 cans	3.45
¾s, Harbor, 50 cans	3.30
¾s, Booth's, extra, in cartons, 50 cans	2.75
¾s, Continental, key, 48 cans	2.50
¾s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.67½
¼s, Continental, key, 100 cans	3.40
¼s, Le Baron, 100 cans	3.12½
Gold Label, ¼s, oil, 100 cans	6.25
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30
Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.

	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.25
" " with key, No. 2, 1 doz	2.30
Fairbank's, with key, No. 1, 2 doz	1.15
" with key, No. 2, 1 doz	2.15
" with key, No. 6, 1 doz	7.65
" with key, No. 14, ½ doz	16.50
Libby's, with key, No. 1, 2 doz	1.25
" with key, No. 2, 1 doz	2.30

Chipped Dried Beef.

No. 1, 2 doz	1.85
No. ½, 2 doz	1.05
Glass, No. ½, 2 doz	1.35
Glass, No. 1, 2 doz	2.35
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.72½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.55

—14—

Acme Sliced Smoked Beef.

	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.12½
Fairbank's, No. 2, 1 doz	2.15
Armour's, No. 1, 2 doz	1.22½
Armour's, No. 2, 1 doz	2.25
Libby's, No. 1, 2 doz	1.25
Libby's, No. 2, 1 doz	2.30
Kingan's, No. 1, 2 doz	1.05
Kingan's, No. 2, 1 doz	2.05

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.22
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¼, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.42½
Armour's Veribest, No. ½, 2 doz	.75
Libby's, No. ¼, 4 doz	.45
Libby's, No. ½, 4 doz	.80

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.82½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—

	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—

	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's:—	
No. 1 cans, 4 doz. to case, straight or assorted, all kinds except Tomato, per doz.	.87½
No. 1 cans, 4 doz. to case, assortment No. 1 containing 8 cans Tomato " "	.87½
No. 1 cans, 4 doz. to case, Tomato " "	.95
No. 8 cans, 24 to case, all kinds except Tomato " "	2.50
No. 8 cans, 24 to case, Tomato " "	2.65
Gallon cans, 6 to case, all kinds except Tomato " "	7.75
Gallon cans, 6 to case, Tomato " "	8.25

Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullion	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONERY

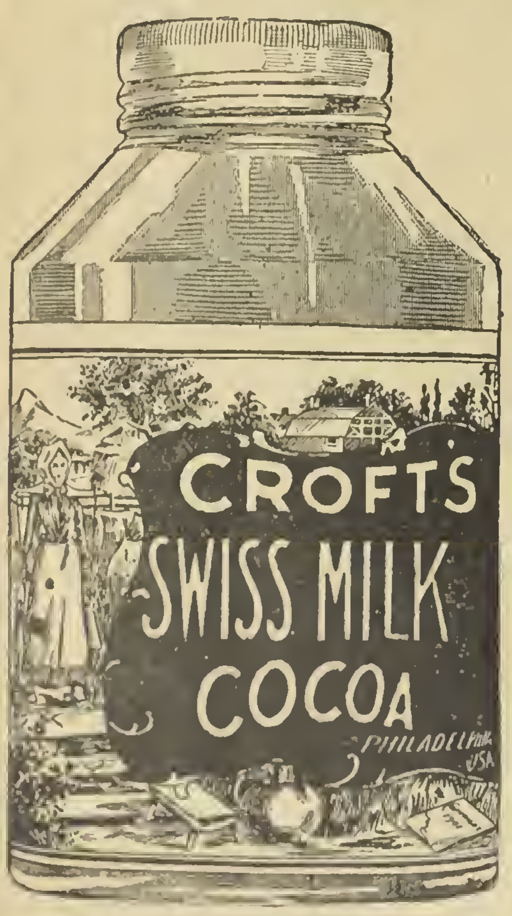
Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09
Elcroften Mixtures	"	.08
Nobby Mixtures	"	.09
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13
French Creams	"	.09
American Mixtures	"	.08
Variety Cut Drops	"	.08
Darling Mints	"	.08
Golden Drip Bar	15-lb. boxes	.1[illegible]
Sour Balls	30-lb. pails	.08
Pancella Cream Chocolate	"	.1[illegible]
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13
No. 1 Fine Assorted Chocolate	"	.16
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16
Chocolate Mints	30-lb. pails	.11
Honey B Comb	21-lb. pails	.17
Cream Cocoanut Balls	28-lb. pails	.10
Cream Peppermint	30-lb. pails	.09
" Wintergreen	"	.09
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09
Mint "	"	.09
Assorted "	"	.09
Conversation "	28-lb. pails	.09
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12
Rock Candy, assorted	10-lb. boxes	.09
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Waldorf, medium, 12 oz., screw top, 2 doz.	.92
Snider's Catsup:—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—	Per Case
Small, 25 bottles in case	2.75
Medium, 25 bottles in case	4.25
Large, 12 bottles in case	3.25



WHERE *the* GLASS JAR COMES IN

The glass jar in which **Croft's Swiss Milk Cocoa**—and that only—is packed offers the entering wedge to a sale, because it is unusual.

No woman ever saw cocoa packed in glass before; the sight is novel; she asks about it, and if you help a little, she buys.

Bought once, **Croft's Swiss Milk Cocoa** will always be bought again, for it has a flavor which has never been successfully imitated. Our exclusive making process removes the bad, develops the good, and the result is the smoothest, most delicious drinking cocoa on the market.

Croft & Allen Co.
PHILADELPHIA, PENNA.

Forgotten Charges — Disputes — Profits

WOULD YOU BE INTERESTED in having a System that would stop your clerks from FORGETTING TO CHARGE GOODS going out of your store?

WOULD YOU CARE to have a System that would STOP ALL DISPUTES AND QUIBBLING OVER ERRORS in Accounts?

WOULD YOU LIKE to have a System that would DRAW TRADE TO YOUR STORE?

WOULD YOU LIKE to have a System that would COLLECT YOUR ACCOUNTS Automatically and Promptly?

IF SO, Investigate the McCASKEY ACCOUNT REGISTER SYSTEM.

The Only COMPLETE, ONE WRITING System on the Market.

SPECIAL AUTOMATIC INDEX.

INSTANTANEOUS REFERENCE TO ACCOUNTS.

A 64-page Catalog FREE. WRITE TO-DAY.

THE McCASKEY REGISTER CO., 30 Rush St., Alliance, Ohio

Manufacturers of the Famous Multiplex Duplicate and Triplicate Pads; also End Carbon, Side Carbon and Folding Pads.

New York Office: 140 West Forty-second St., G. M. Orton, Mgr.

New Jersey Office, 15 Clinton St., Newark.

C. T. Baxter, Dist. Mgr. for Maryland, Delaware and Eastern Penna. Office at 406 Central Trust Bldg., Cor. Market and 4th Streets, Philadelphia, Pa.

J. D. Lasley, Dist. Mgr. for Virginia, North and South Carolina and District of Columbia. Office at Room 15, Central Nat'l Bank Bldg., 7th Street and Pennsylvania Avenue, Washington, D. C.

AGENCIES IN ALL PRINCIPAL CITIES

—17—

ampbell's Beefsteak Tomato Ketchnp:—
½ pints, 24 bottles to case........................ 1.10
Pints, 24 bottles to case........................ 2.00
ampbell's Tomato Ketchnp:—
Pint bottles, 24 to case, per doz.................. 1.40
½-pint bottles, 24 to case, per doz.............. .90
ampbell's Chili Sauce:—
Pints, 2 doz. to case.............................. 1.40
½ pints, 2 doz. to case............................ .90
Asst. Condiments, 2 doz. to case, per doz... .90

CHOCOLATE AND COCOA.

Per lb.

/alter Baker & Co's:—
Premium, 12 to 25 lbs.............................. .32
Caracas, sweet, 6 lbs.............................. .32
German, sweet, 6 to 12 lbs........................ .24
Auto, sweet, 6 lbs.................................. .32
Cocoa, ¼-lb. cans, 12 lbs. in box.............. .38
Cocoa, ½-lb. tins, 12 lbs.......................... .38
/. H. Baker s:—
Best Cocoa, ½-lb. size......................per lb. .36
" ⅕-lb. " .... " .38
Premium Chocolate, ½s, 12 lbs.................. .33
" ¼s, 12 lbs.................. .33
Best Sweet Chocolate, ¼s.......................... .21
Best Sweet Chocolate, 1-5s........................ .21
Vanilla Sweet Chocolate, ⅛s........................ .29
Iershey's—
Vanilla Sweet, ⅛s, 6 lb....................per box 1.55
Swiss Milk, ⅛s, 6 lb........................ " 1.45
:ocoa, Epp's, ½-lb. tins, 7 lbs.................... .48
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin, .72
" " 6-lb. boxes, ½-lb. tins, per tin, .37½
" " 6-lb. boxes, ¼-lb. tins, per tin, .19
" Huyler's, ½s, 6 lb............................ .43
" " ¼s, 6 lb............................ .45
Bensdorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1½-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—
Milk Chocolate, 6 to lb.............................. .45
Queen, 4 to lb.. .42
Sweet Vanilla, 4 to lb.............................. .28
" 8 to lb.............................. .28
Plain Cooking Chocolate, ½-lb. cakes......... .36
Blooker's Cocoa Powder—
¼-lb. tins, 2 doz. in box................per doz. 1.88
½-lb. tins, 2 doz. in box................ " 3.50
1-lb. tins, 1 doz. in box................ " 6.50
5-lb. tins, 1 doz. in case..................per lb. .52
10-lb. bags, 1 doz. in case................ " .50

—18—

Wilbur's Cocoa—
Breakfast, ¼-lb. tins, 6-lb. boxes.......per lb. .38
" ½-lb. tins, 6-lb. boxes.......per lb. .37

Wilbur's Chocolate—
Premium, ⅛s, 12-lb.........................per lb. .35
Sweet Clover, ⅛s, 6-lb.....................per lb. .25

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ½s.. .36
Cocoa, labeled, ⅕s.. .38
Premium Chocolate, ½s.................................... .28
Premium Chocolate, ¼s.................................... .30

Ideal Chocolate and Cocoa Co.:—
Ideal Cocoa, ½-lb. size.......................per lb. .40
" " ⅕-lb. " .... " .41
" Baking Chocolate, ½-lb size...... " .27
" " " ¼-lb. " ...... " .29
" Milk Chocolate, 6-lb. box......per box 1.65
" Vanilla, Sweet, 6-lb. " ...... " 1.65

Lowney's:—
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages........................ .35
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages........................ .35
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages........................ .35
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages........................ .35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages............... .30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages............... .30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages............... .30
Vanilla Sweet Chocolate, 50 5-cent packages in box..............................per box 1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins... .41
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins... .41
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins... .40

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins... .40
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins... .40
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins... .40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins... .40
Diamond Chocolate, sweet, ¼-lb. pkgs.
6-lb. boxes, 12 boxes in case......per lb. .27
12 " " 6 " " ...... " .27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb. .33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins " 34
½-lb. tins, 6-lb. bxs., 12 bxs. case " .33
Milk Chocolate, 50 5-cent packages in box, per box.. 1.75
Peter's Milk Chocolate:—
No. 61—½ lb. size, croquettes..........per lb. .48
No. 62—¼ lb. " " " .48
No. 63—½ lb. " flat packets......... " .48
No. 64—¼ lb. " " " " .48
No. 93—⅕ lb. " " " " .48
No. 66—⅛ lb. " " " " .50
No. 67—1/16 lb. " " " " .50
No. 68—1/20 lb. " " " " .50
Croft's Cocoa and Chocolate—
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes.. .40
Croft's Cocoa, ⅕s, 2 doz. in box............ .... 1.95
" " ¼s, 6 lb. " .... .39
" " ½s, 6 lb. " .... .38
" " 1s, 12 lb. " .... .37
" " 5 lb., 6 cans in box .. .. .37
" Swiss Milk Chocolate, 48 5-c. cakes.. 1.50
" Superior Sweet, 6 lb. " ...
" Premium, ¼s, 12 lb. " ...
" " ½s, 12 lb. " ...
Hawley & Hoop's Breakfast Cocoa—
A No. 1, ½-lb. tins, 12 in box.................... .34½
" ¼-lb. " 24 " .... .35½
Cocoa Shells, cleaned, bags................per lb. .01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—
½-lb. decorated cans, 12-lb. boxes.....per lb. .30
½-lb. " " 24-lb. " ..... " .29
Special 10-c. packages, 30 to box....per box. 2.10
Blue Ribbon Breakfast Cocoa—
Decorated ½-lb. tins, 6-lb. boxes............. .36½
" ½-lb. " 12-lb. " .... .36
Bedford Cocoa—
Labeled ½-lb. cans, 6-lb. boxes................ .29½
" ½-lb. " 12-lb. " .... .29
" ⅕-lb. " 6-lb. " .... .31½
" ⅕-lb. " 12-lb. " .... .31
Vanilla Sweet Chocolate—
Blue Ribbon, ⅛s, 6-lb. boxes...................... .26½
" ⅛s, 12-lb. " .... .26
Buster Brown, 5-c., 48 cakes..........per box, 1.35
" 3-c., 72 " .... " 1.40

—20—

Premium Chocolate—
½-lb. cakes, 12-lb. boxes.............................. .27½
½-lb. " 24-lb. " .... .27
Milk Chocolate—
40 3-cent cakes in box, 24 to half case......... .80
40 " " 48 to case.............. .80
24 5-cent cakes in box, 24 to half case......... .78
24 " " 48 to case.............. .78

CONDENSED MILK.

Eagle, 4 doz.. 6.25
Eagle, 2 doz.. 3.15
Challenge, 4 doz.. 4.05
Defiance, 4 doz.. 4.05
Dime, 4 doz.. 3.75
Winner, 4 doz.. 4.40
Baby, 1 doz., glass.. 1.90
Red Cross.. 4.25
Peninsular... 4.40
Dr. Hand's, 2 doz... 3.10
Leader... 4.10
Banner, 4 doz... 4.15
Star, 4 doz.. 4.35

EVAPORATED MILK.

Peerless, family size, 4 doz............................ 3 50
Peerless, 5c. size, 4 doz.................................. 2 00
St. Charles, family size, 4 doz.......................... 3 95
St. Charles, hotel size, 2 doz........................... 3.95
Silver Cow, 5c. size..................................6 doz. 3.25
Pet, 10-c. size, 4 doz..........................per case 3.25
Pet, 5-c. size, 6 doz..........................per case 2.80
Van Camps, 6 doz., small................................ 2.80
Van Camps, 4 doz., medium............................. 3.55
Van Camps, 4 doz., large................................ 3.85

HIRES CONDENSED MILK AND CREAM

Per case.

Hires Condensed Milk .. 5.60
Queen 4.40
Blue Ribbon 4.05
Premium 4.05
Silver 4.50

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases.... 4.00
Five cases or more.... 3.95
Twenty-five cases or more... 3.90
Fifty cases or more.... 3.85

Compare This Picture With Your Store

We can make your place look like this and we can afford to do it for less money than anybody else.

MILLER & ENGLAND

7012-14-16-18 Woodland Avenue

PHILADELPHIA, PA.

We Will Pay You

TO PUSH ARIOSA

Besides giving you a good profit on **Ariosa Coffee** and making it so widely known that it needs an introduction nowhere, we will give you almost any article of merchandise you may want either for your home or store in exchange for the vouchers which come to you with every case.

If you haven't a catalogue we will send you one.

Arbuckle Brothers

NEW YORK

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ¼s	.26
" ½s	.28
" ¼s and ½s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10½
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Bijou Cookie	.07½	.08
Brown Edge Water		.09
Butter Toast	.07½	.08
Clover Mixed		.08
Cocoanut Ripple		.10
Cry Babies		.09
Fig Bars		.10
Fruit Cookies	.07½	08
Fruit Gem	.08	.08
Ginger Snaps, XX	.06	.06½
Ginger Vedettes	.07	.07½

—22—

Graham Wafers		.10
Grandma Cookies	.07½	.08
Honey Jumbles, XX		.10
" " Iced		.10
Honey Kernel		.10
Iced Ginger Tablet		.08
Iced Penn Treaty		.07½
Iced Vedette Wafer	.07½	.08
Macaroon Cookie		.10
Man-in-the-Moon		.08
Matchless	.08	.08
Milk Lunch	.07	.07½
Oriental Cookie	.07½	.08
Quaker City Mixed	.07½	.08
Quiver Mixed	.07	.07½
Orange Cookies	.07½	.08
Peerless		.08
Soda Biscuit, XX	.06	.06½
" " No. 1	.07	.07½
Spiced Wafers	.07½	.08
Sunshine Cookie	.07½	.08
Suprema	.08	.08
Wavelets		.09

Package Goods—	Per doz.
Bonnie Water	.95
Butter Toast	.50
Cracker Meal	.84
Cresco Cookies	.95
Fairy Oyster	.50
Gingerettes	.95
Gold Medal Soda (10-cent size)	.95
" " (5-cent size)	.50
Graham Wafers	.95
Milk Lunch	.95
Ivinettes	.95
Butter Thins	.95

Freight paid on 100 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN
WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish.p. dz.	1.15

—23—

Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish.p. dz.	1.75
Wein Senf, in bbls. ...per gal.	
" 1 gallon stone jars ...per jar	.75
" 5 gallon kegs...per keg	2.50
Prepared Mustard, in bbls. ...per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case...per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
...loaf,	.26½
Sap Sago, 3 to a lb....cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
" in tin...per lb.	.26
" 1-lb. tins...per case	3.25
Camembert, in wood boxes...per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1....loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each...per lb.	.19
Limburger Cheese, No. 1....box, 16; ½ box, 16; less	.17
Muenster Cheese...per lb.	.18
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.19½
Pineapple (Picnic size), 6 in box...per box	3.00
" (Gem size), 6 in box "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case...per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size, per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.25
Neufchatel (Cow brand), 25 in box...per box	1 05
Star Cream, or Phila.. 22 " "	2.20
Miniature Cream, or Phila. 12 " "	1.10
Hand Cheese, 8 doz. "	1.25
" 4 " "	.65
" 4 " Thuringer "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.
Schutzen Cheese, 12 in box "	1
American Mountain Cheese (Alpen Kase), 50 1-lb. packages...per lb.	

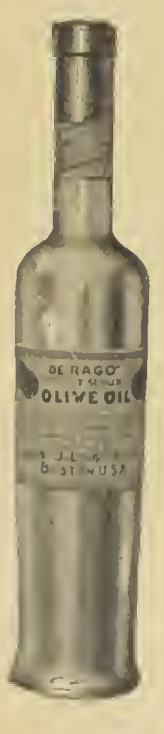
IMPORTED AND AMERICAN MEATS A[ND] SAUSAGES.

Westphalia Ham (marked weight)...per lb.	
Wiener Wurstel, 16 in tin...per doz.	4.
" 8 " "	2.
Carlsbad Speck (Imported Bacon) "	
Imported Cervelat Sausage (Rolff's)...per lb.	
Imported Frankfurters...per doz.	3.
Goose Breast, imported, marked weight, per lb.	
Pate de fois Gras, small size...per doz.	3.
American Holsteiner..by bbl. 11½ less, per lb.	
" Landjager, short...per lb.	
" " long "	
" Mortadella, Dry...per lb.	
" Knackwurst, 25 in box, per box, $4.75...per doz.	2.
" Cervelat (E), 50 and 100-lb. boxes, .21½; less	
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less	
" Cervelat, Crescent, 50 and 100-lb. boxes, .16½; less	
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23½; less	
" Salami (E), 50 and 100-lb. boxes, .21; less	
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .19; less	
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less	.1
" Tongue Sausage...per lb.	.1
" Smoked Braunschweiger Liver Sausage...per lb.	.1
" Lachs Ham "	.2
" Petit Delicatess Frankfurters, plain, per doz.	
" Petit Delicatess Frankfurters, with Sauer Kraut...per doz.	.9
" Lebanon Beef Bologna...per lb.	.1
" Paprika Speck "	.1
Mettwurst, half-round "	.1
Liver Sausage (Special), truffle, goose or sardellen...per lb.	.2
Smoked Thuringer Blutwurst "	.1
" Pfefferwurst "	.1

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars. per doz.	4.7
" (Derby Brand), quart glass jars per doz.	5.7
" (Derby Brand), 10-oz. jars, per doz.	2 5
Calves' Head, in round tins...per doz.	1.65
Pickled Meats, in glass "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

MEDICINE AND FOOD



Lots of people, although they need it, won't take medicine because it's unpleasant. One of the finest medicines ever discovered is DE RAGO OLIVE OIL, and in taking it you get the effects of the medicine without the unpleasantness. On the contrary, the delicious flavor of DE RAGO OLIVE OIL makes everybody who takes it as a medicine WANT it as a food. Recommended by physicians everywhere for infantile and delicate stomachs.

Jas. J. Loughery & Co.
IMPORTERS
Boston, Massachusetts

More Lady Acquaintances

There are other good laundry soaps on the market, of course there are, but none seem to be the same hardy "stayers" that ***Babbitt's Best*** has been for years.

Babbitt's Best Laundry Soap is known by more housewives, and known better, than any other soap made. This isn't conceit—the sales sheets tell. We know what's going on.

MADE BY
B. T. BABBITT
NEW YORK

—25—

...Salad, in glass ..... per doz. 1.00
" in pint jars, glass ..... "
" in quart jars, glass ..... "
...b tongues, in glass ..... " 1.60

...LAND AND SCOTLAND HERRINGS.

Kegs or Pails.
...and Herring, mixed, "Y. M." ½ bbl. 5.50 60–75
" milkers, " ½ bbl. 6.50 75–85
" mixed, Standard, bbl. ½ bbl. 5.50–6.50
...and Herring, milkers, Standard, bbl. ½ bbl. .....
...and Herring, mixed, large fulls, bbl. ½ bbl. 8.00 .....
" milkers, large fulls, bbl. ½ bbl. 8.00 .....
...nirte Herring, Imported, abont 40 in pail. 1.25
...Herring, Imported, about 25 in pail 1.00
...d Herring, Imported, about 40 in pail. 1.00
...way Stockfish, dry ..... per lb. 15
...es Herring ..... per pail

BISMARCK HERRING.

...size, round tins, with key ..... per tin .20
...rt " " " ..... " .35
... " " " ..... " .55
... " " " ..... " 1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .50
...-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .40
...lish Sprats, 36 bunches per box .....
...ger's Roll- and Brat-Haring, oval tins, ...r doz. 2.50

RUSSIAN SARDINES.

...orted Fish (Wallkoff Brand) ..... per keg .75
" 5-lb. pails ..... per pail .55
" 10-lb. pails ..... " 1.05
Spiced Sardines, per 10-lb. pail ..... " .75
" " 5-gal. keg ..... per keg 2.75
...sian Sardines, in glass jars ..... per doz. 2.25

NORWAY ANCHOVIES.

...ginal Package ..... per ½ bbl. 5.50
...packed in 5-lb. pail ..... per pail .60
" in 10-lb. pail ..... " 1.10
" in 5-gal. kegs ..... per keg 2.75
" in ½-lb. flat tins ..... per doz. .95
" in ½-lb. tall tins ..... " 1.50
" in 1-lb. tall tins ..... " 2.00
...cy Kegs—1|1 keg, .80; ½ keg, .42; ¼ keg, ...12; ⅛ keg ..... .80

SALT SARDELLEN.

...ginal Package, 1902 ..... per anker 16.00
...packed—kegs, about 8 lbs ..... per keg 3.25
" pint jars ..... per doz. 6.00
" large tumblers ..... " 2.25
" small tumblers ..... " 1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz 19 50 ½ kilo Cans, per dz. 19 50
½ " " 10.50 ¼ " " 10.50
¼ " " 5 50 ⅛ " " 5.50
⅛ " " 2.75 1/16 " " 2 75

GERMAN DILL PICKLES.

Regular Size.
60 gal. cask—abont 2000 ..... per cask
50 " bbl.— " 1200 ..... per bbl.
15 " keg— " 500 ..... per 100
10 " keg— " 300 ..... " 1.00
5 " keg— " 150 ..... "
10 lb. pail— " 50 ..... "

DOMESTIC SOURKROUT

Long Cut.
60-gal. cask ..... per cask
48 gal. bbl. ..... per bbl. 6.50
10 " keg ..... per keg, 2.40
5 " " ..... " 1.25
10 lb. pail ..... per pail,

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse) ..... per lb. .18
Spitzkugeln ..... " .25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg ... per bundle .30
Basler Lebkuchen, No. 1, 6 " ... " .50
" " No. 2, 6 " ... " .75
" " No. 3, 6 " ... " 1.00
Amandines, 9-lb. tins ..... per tin 5.25
" small tins ..... " .55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg 4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb, bags, per bag 2.50
Green Kern ..... per lb. .09½
Potato Flour ..... " .07
German Dried Pears ..... " .14
Dried Mushrooms ..... " .60–.80
Juniper Berries ..... " .08
St. John's Bread ..... " .05
Bay Leaves ..... " .06–.08

COTTOLENE.

30 2-lb. tins ..... per case 6.50
15 4-lb. " ..... " 6.50
6 10-lb. " ..... " 6.50
Freight prepaid on two-case lots.

—27—

EGGS.

Per Doz.
Nearby, candled and selected, 30-doz. crates ... .27
Western 25–26

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs. .16½
New York, Full Cream, new, 1st's, 40-lb. bxs. .15
Picnic, Full Cream, new, fancy, 20-lb. bxs ..... .17

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb ..... .27
Anchovies, in oil, ½ bottles 4.50
" " ¼ " 3.25
Anchovy Paste, fancy, per doz 4.75
" plain, per doz 3.75
Boulllon, Burnham, pints, 2 doz. in case 3.75
" " ½ pints, 2 doz. in case 2.00
Capers, Nonpareil, ½ gallon kegs 1.50
" " Quart, glass ..... per doz. 7.00
" " bottled, ½ size ... per doz. 2.35
" " " ½ " ..... " 1.90
" " " ¼ " ..... " 1.15
Canton Ginger, large pots, cases 6 jars, per case 4.65
" med. " " 12 " " 5.00
" small " " 24 " " 4.75
Cherries in Maraschino, in glass, 1-doz. case ... 7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz. .90
" " 3 lb., 2 dz. case " 2.20
Currie Powder, pints, per doz 3.50
" 4 oz., " 2.25
" 2 oz., " 1.50
Russian Caviar, ⅛'s 2.85
" ¼'s 5.50
" ½'s 10.50
" 1's 20.00
French Peas, Extra Fins, per case 18.00
" Fins, per case 16.00
" Moyen's, per case 13.00
Kippered Herring, 6 doz. in case ..... per doz. 1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case ... 12.00
Huntley & Palmer's Petit Beurre Biscuit, lb ... .19
" " Dinner Biscuits, per lb ... .29
" " Breakfast Biscuits, per lb. .32
(Packed 7 lbs. and 5 lbs. in a can.)
Red Pepper, Ring, pints, per doz 1.25
" " ½ pints, per doz ..... .60
Salt, in 4-doz. stone jars 1.75
Morris' Extract of Beef, 4 oz., per doz 6.50
" " " 2 oz., " 3.55
Armonr's Beef Extract, 2 oz., " 4.45
" " " 4 oz., " 8.20
Anker's Extract of Beef, 120 vials 4.00
" " " 4 oz ..... per doz. 4.00
" " " 8 oz ..... " 7.25
" " " 16 oz ..... " 13.50
Theodore Marquet Mushrooms:—
First Choice 28.00
Choice, 100 tins per case 26.00
Extra, " " .....
Hotel, " " 24.00

—28—

Truffles, 1/16 ..... per tin, .30
" ⅛ ..... " .55
" ¼ ..... " 1.15
" ½ ..... " 2.25
Shrimps, Pickled, small size 1.00
Dunbar's Shrimps, 2 doz., per doz 2.25
" Figs in Cordial, 1 doz., per doz 5.00
Bishop's Figs in Cordial, 1 doz., per doz 6.50
Crystallized Ginger, 1-lb. tins, per doz 4.00
" " ½-lb. " " 2.25
Rose's Lime Juice, per doz 3.60
Victor Rose Water, per doz 2.25
" Peach Water, per doz 2.25
Pitted Olives, per doz 5.25

FLOUR.

Per Bbl
Gold Medal 6.40
King Midas 6.90
Millbourne 6.25
On Top 6.60
Ceresota 6.40
Pillsbury's 6.50
Taylor's Fancy 5.65
Semper Idem 4.95
Pride of the West 5.35
Sunbeam 5.25
Quaker City 6.10

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages 2.85
Franklin Pancake, 30 2s 3.65
Uncle Jerry's Pancake, 40 packages 2.85
Hecker's Buckwheat, 16 3s .....
" " 64 1½s .....
" Flapjack Flour, 24 pkgs 1 90
Log Cabin Pan Cake Flour, 36 2s 3.25
Ralston's Purina Pancake Flour, 36 2s 3.00

HONEY.

Domestic, barrels ..... per gal. .69
Selser's, lunch bottles, 2 doz ..... per doz. .95
Selser's, medium bottles, 2 doz ..... per doz. 1.35
Schimmel's, 10-oz. bottles, 2 doz. in case 1.45
" 6-oz. " " " ..... .90

We Are Going to Show How You Can Increase Your Trade at an Expense You Can Afford

Why is Willow Grove Park lighted by countless thousands of electric bulbs?

Why are Coney Island's Parks illuminated in the same way?

Why do all amusement places, department stores, and other big business enterprises spend such enormous sums for light? There is only one answer—**to attract the people**. Their success depends entirely on attracting the people. Doesn't **yours?** Why can't you take a leaf out of their book? If light brings them trade, won't it bring trade to you?

Did you ever stop to consider that you could illuminate your window in such a way that it would be **sure** to "attract the people"—and that if you get one new customer a day through it, the expense will be paid for a month. We will show you how it can be done if you will write or phone us.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

—29—

FARINACEOUS GOODS.

Corn Meal—	Per Bag
Lea's, white, 100 lbs.	2.25
" yellow, granulated, 100 lbs.	2.25
" " table, 100 lbs.	2.20
Western yellow, 100 lbs.	1.85
Quaker, 36 packages	
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.12½

Beans—	
California Lima ... per lb.	.06½
Marrows, Fancy N. Y. State, grain bags ... bush.	2.40
Marrows, New, Extra Choice, N. Y. State, grain bags ... bush.	2.35
Medium, Fancy N. Y. State, grain bags, bu.	2.35
Pea, fancy, N. Y. State, grain bags, bushel	2.35
Pea, fancy, Michigan, grain bags ... bushel	2.35
Red Kidneys ... "	2.50

Peas—	
Green ... per bushel	2.20
Scotch ... "	2.20
Split, yellow ... "	2.00
" green ... "	

Lentils—	
110-lb. bags ... per lb.	.08¾
Less quantity ... "	.09¼

Shaker Corn—	
Fancy, barrels ... per lb.	
Less quantity ... "	

Hominy—	
Lea's Breakfast, 10 pkgs ... case	1.75
Lea's Pearl, 100 lbs ... per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	

Barley—	
OO	.07
No. 3, 100-lb. bags	3.75

Noodles, Climax, 24 10c. pkgs., asst., case	1.10
" " 48 5c. pkgs., case	1.20
" " asstd., 24 5c., 12 10c. case	1.15
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c.	1.90

Oatmeal, B, per bbl.	
" " kegs 100 lbs., per keg	

Oaten Goods, in cases—	Per case
Avena, 18 packages	1.55
Banner Oats, 20 packages	4.25
Friends' Oats, 36 packages	3.00

—30—

Mother's, 18 packages	1.57
Pawnee, 36 packages	
Quaker, 18 small size	1.55
Quaker, 20 large size	4.30

Rolled Oats—	
Avena, per bbl., 180 lbs.	7.35
Avena, per keg, 90 lbs.	
Standard, 180-lb. bbls	7.00
" 90-lb. bags	3.45

Sago—	
Fine, bags about 160 lbs.	.05½
50-lb. lots	.06
Admiral, Pearl, 24's	.07½
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 24 1-lb. pkgs	.07¾
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs ... per lb.	.06
" " less quantity ... "	.06½
" Pearl, 150 lbs ... "	.05¼
" " less quantity ... "	.06
Ralston Hominy Grits, 36 2-lb. pkgs ... case	2.70
Purina Cream Graham ... per bbl.	5.00
Ralston Barley Food, 24 2's ... per case,	3.15
Purina Health Flour, 20 5's, Cartons "	3.60
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour	5.00
Packed in 12's, 24's and 48's.	
No. 1, assorted case containing 15 2-lb. packages Wheatlet and 10 5-lb. packages Franklin Flour	4.00
Egg-O-See, 36 packages	2.85
Egg-O-See Corn Flakes, 36 packages	2.85
Cook's Malto Rice, 36 2-lb. packages	4.25
Force Food, 36 packages	4.10
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.80
Quaker Puffed Rice, 36 packages	2.80
Quaker Wheat Berries, 36 packages	2.75
Vigor, 36 packages	2.65
Ralston Kornkins, 18 25-lb. sacks ... per bale	3.75
" Health Crisps, 36 10c. packages	2.80
Ralston's Breakfast Food, 36 2-lb. pkgs. pr. case	4.50
Ralston Health Food, 24 1s ... per case	
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.85
Zest, 36 packages, 10 cent size	2.25
Zest, 36 packages, 15 cent size	2.70
Zest, 20 packages, 25 cent size	3.90

—31—

HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs.	4.75
Cases, 3 doz. pkgs.	2.90

HOLLAND RUSK CRUMBS

For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling	per doz	1.07½
" Acidulated	"	1.07½
Cox's, large	"	1.57½
" small	"	.95
Plymouth Rock, Pink or White	"	1.20
Nelson's	per doz.	1.35
" small	"	.95
Bromangelon, assorted 3 doz	"	.87½
Fruit Puddine, 2 doz., asst. flavors	"	.80
Jell-O, assorted flavors, 2 doz	"	.87½
Jell-O Ice Cream Powder, 2 doz	"	.97½
Chalmer's	"	.90
Peter Cooper		.90
Trypbosa	per doz.	.92½
Imperial Wine Jelly	per doz.	.95
" "	per gross	11.00
Gelatine, McKinley's	per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs	per case	2.70
Kusto, 60 5-cent packs	per case	2.00
Puddine, assorted, 2 doz	per case	1.60
D-Zerta Jelly, assorted, 2 doz	per doz.	.90

—32—

MACARONI.

	Pe[r …]
Larosa Alphabets, square, 25 lbs.	[illegible]
" Elbows, " "	[illegible]
" Marcaroni, long, "	[illegible]
" " square "	[illegible]
Larosa Spagbetti, long, 25 lbs.	[illegible]
" Vermicelli, square, "	[illegible]
" Macaroni, bulk, "	[illegible]
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	[illegible]
24 10-cent packages	[illegible]
"Plain" Noodles, 24 1-lb. cartons	[illegible]
" " 48 ½-lb. "	[illegible]
Egg Alphabets, 48 5-cent packages	[illegible]
Egg Barley (Eier Gerste), 48 5-cent pkgs.	[illegible]
24 5-cent A B C and 24 5-cent Egg Barley	[illegible]
Macaroni and Spagbetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	[illegible]
"Golden Seal" brand, 25 1/1 packages (long)	[illegible]
" " 48 1/2 " 5-c. size	[illegible]
"Golden Seal" Macaroni and Spagbetti, lithographed cartons, 25 1/1 cartons	[illegible]
"Golden Seal" Egg Macaroni, 25 10-cent cartons	[illegible]
"Imperiale" brand, 25 1/1 packages (long)	[illegible]
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	[illegible]
Spice Drops, in baskets, 20 lbs.	[illegible]
" in boxes, 12 lbs.	[illegible]
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle ... per bundle	[illegible]
Bulk, 12-lb. wooden boxes	[illegible]

FIXTURES.

H. F. Heacock.

Coles' Coffee Mill, No. 7		10.0
" " 8		16.0
" " 10		23.0
" Stand, No. 18		45.0
Less 25 per cent. discount.		
Scales, Flour, No. 1, Tin Scoop,	10.00 Brass,	14.0
" Sugar, " 2, "	7.00 "	9.0
" Tea, " 3, "	6.00 "	7.5
" Spices, " 4, "	5.00 "	6.0
Less 40 per cent. discount.		
600-lb. Platform Scale		12.0
Standard Cash Register		20.0
Tea Caddies, round front, No. 2 ... per doz.		9.0
" " " 3 ... "		6.5
" " " 4 ... "		4.5

He Grades It "Extra"

One reason why it's safer for you to sell

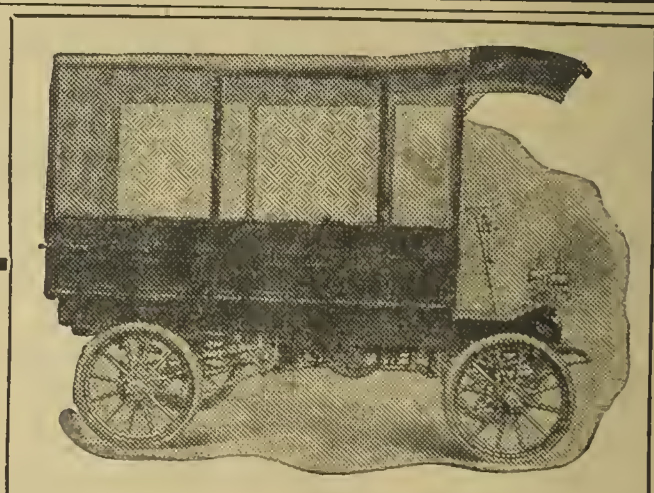
Gurnse Butter

than other butter:—

As an extraordinary precaution we have every pound of it inspected by the official inspector of the Philadelphia Produce Exchange. He looks it over with the utmost closeness—examines it for every phase of quality and after he's through grades it "extra," the highest grade known to the butter trade.

Your reputation depends more on the butter you sell than most other things. Here's reputation-insurance for you.

P. F. BROWN & CO.
39 S. Front St., Philadelphia, Pa.



You May Think You Can't Afford an Automobile in Your Business, but, as a Matter of Fact, You Can't Afford NOT To Have One

A Rapid Motor Truck or Delivery Wagon will do more work than two teams at half the cost. If you can deliver twice as many goods at half your present expense with one of our machines, are you not making a mistake to stick to horses and wagons. Do you know that the trolleys don't cost as much to run as the horse cars? We are certain you know they do much better work.

Get our catalogue and we will show you the Twentieth Century method of delivering goods.

Address all communications to

F. A. HENRY, *Sales Manager*

Rapid Motor Vehicle Company PONTIAC MICHIGAN

—33—

obacco Cutters	1.50
larm Money Drawers	1.50
ag and Twine Holder	1.00
arrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
eef Cutters	6.00
ung Borers, Enterprise No. 2, 1⅛ to 2 in	1.60
an Openers, "Never Slip"...per doz.	.90
opper's Can Opener...per gross	13.80
heese Cutters	8.00
offee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
ruit Augers, 2 prong	1.50
easuring Faucets	2.00

hiladelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4	per doz.	9.00
" 5	"	12.00
" 6	"	15.00
Ex. Galvanized Steel Blades, No. 3	per doz.	4.20
" " 4	"	5.40
" " 5	"	7.20
X Quality, No. 3	"	2.60
" 4	"	3.00
" 5	"	3.40

herer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from
ese prices, f. o. b., Ilion, N. Y.

cales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**

Dime cartons, 2 doz. in case	per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case	"	.90
Large cartons or tins. 2 doz. in case	"	2.00
Dime Tumblers, 2 doz. in case	"	.90

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1..	45 00	23 10	11.75	2.60	2.05
Ex. Norway, No. 2...	36.00	18.60	9 50	2.05	1.69
Ex. Norway, No. 3...	25.00	13.10	6.65	1.50	1.25
Ex. Norway, No. 4...					
Ex. Bloaters, xxx......	40.00	20.60	10.45	2.25	1.95
Ex. Shore, No. 1					
Shore, No. 1............					
Large, No. 1					
Med. Shore, No. 1 ...	29.00	15 10	7.75	1.70	1.41
Large Irish, No. 2.....	23.00	12.10	6.25	1.40	1.17
Extra Irish, No. 2.....	22.00	11.60	6.10	1.35	1.13
Medium Irish, No. 2..	2 .50	11.35	5.87	1.32	1.11
Small Irish, No. 2.....	21.00	11.10	5.75	1.30	1.09
Irish, No. 3..............					
Large, No. 3					
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...					
Ocean Whitefish.......	6.00	3.60			
Salmon, Halifax					
Shad, No. 1, Mess.....	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess.....					
Haddock, Pickled	6.00	3.60			

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06½

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

—35—

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	
Hake	

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring	per box	.18
Small Extra Scaled Herring	per box	.18
Boneless Herring, fancy 10 lb. boxes,	per lb.	
Smoked Salmon, whole fish	per lb.	.27
New Cromarty Bloaters, 50s	per box	
" " 100s	"	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	
Fancy N. Y. State, 48 1 lb	
Fancy N. Y. State, 50-lb. boxes	.10½
Apricots—	
Extra Choice Royals, 25 lbs	.22½
Choice Royals, 50 lbs	.19
Cherries—	
California, Royal Ann, unpitted, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.08⅝
Gold Medal, loose, 25 lbs	.08⅜
Private Growth, extra, cleaned, 36 lbs	.08¾
" cleaned, 30 lbs. bulk	.08½
Nectarines—	
White, 25 lbs...per lb.	
Peaches—	
Extra Fancy Muirs, 50 lbs	.15
Fancy Muirs, 25 lbs	.14½
Fancy Muirs, 50 lbs	.14
Extra Choice Muirs, 50 lbs	.13½
Choice Muirs, 25 lbs	.13½
Choice Muirs, 50 lbs	.13
Choice Yellows, 25 lbs	.12¾
Choice Yellows, 50 lbs	.12½
Pears—	
Fancy California, Bartlett, 25 lb	

—36—

PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs......				
30– 40, 25 "	.10½	.10		
40– 50, 25 "	.09½	.09		
40– 50, 50 "				
50– 60, 25 "	.08½	.08		
50– 60, 50 "				
60– 70, 25 "	.07¾	.07¼		
60– 70, 50 "				
70– 80, 25 "				
70– 80, 50 "	.06			
80– 90, 50 "	.05½	.05¼		
90–100, 25 "	.05¼			
90–100, 50 "	.05			
100–120, 50 "	.04	.03⅞		

Raisins—	
Muscatels, 4 crown, 50 lb	
" 3 " 50 lb	
" 2 " 50 lb	
Cal. Thompson Seedless, 50 lbs	
Cal. Cleaned Sultanas, 50 lbs	
Cal. Sultanas, 50 lbs	
Seedless Muscatels, 50 lbs	
Raisins, Seeded—	
Ensign, fancy, 36 1s	.14½
Not-a-Seed, Ideal, 36 1s	.11¾
Citron, 10 lbs	.17¾
" 25 lbs	.17½
Lemon Peel, 10 lbs	.11½
" 25 lbs	
Orange Peel, 10 lb	.11½
" 25 lb	

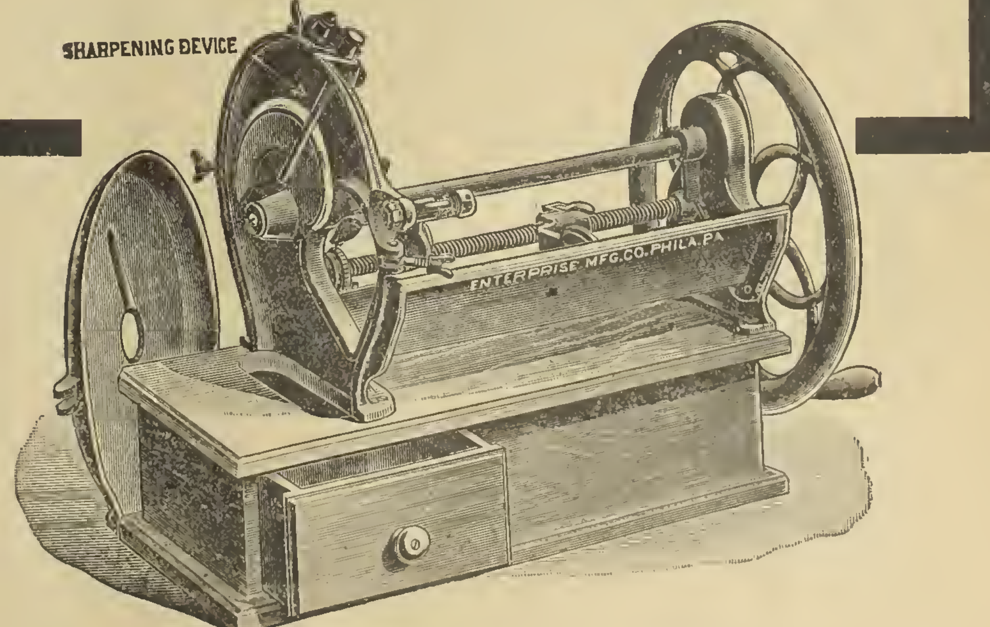
CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case ...per case	2.30
Case No. 5, 1 doz. 25-cent size " "	2.05
Case No. 6, 2 doz. 15-cent size " "	2.47½
2 doz. 15-cent size, 1 lb...... per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case ...per doz.	2.15
24-12 oz. package, packed 2 oz. in case " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz	per doz.	.87½
Tumblers, 5-c. size, 2 doz	"	.45
Tumblers, 10-c., Lord's Prayer, 2 doz.	"	.90

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—
"ENTERPRISE"



The experience of all users proves that the
"Enterprise" Rotary Smoked Beef Shaver
greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED
SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

No. 125 (with 2 Blades) $22.50
No. 129 (with 1 Blade) 22.50

The Enterprise Mfg. Co. of Pa.
Philadelphia, U. S. A.

—37—

INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.00	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		4½ doz.	3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain......per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz.	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.	per lb.	.05¼
" " 25 lb. boxes, ½ lb.	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.60
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.95
" 4 doz	"	3.85
Popular, 4 doz	"	1.45

MATCHES.

			Per gro.
Swift & Courtney's,	200's,	1-gross case	1.75-1.90
"	400's, 1	"	3.50-3.70
"	500's, 1	"	3.75-4.00
Blue Hen,	200's, 1	"	1.50-1.60
"	500's, 1	"	4.00-4.25

—38—

	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.92½
" 500's	3.95
Vulcan Safety, 65s, No. 1	.55
" 65s, No. 2	.50
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50-3.75
Searchlight, 500's	4.25-4.50
Press, 200's	1.80-1.90
" 500's	4.50-4.75
America, 200's	1.30-1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue head, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5 00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1 00
Blue Ribbon, 165s, 1 gross to case	1 05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent. bbls., ½ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls.	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kkns, 6 to crate	per doz.	9.80
" 5-lb. " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25

—39—

National, 30-lb. Kits, bbls., ½ bbls.	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.75
No. 10, wooden pails	per box 6 pails	6.40
No. 18, 37 and 68, wooden pails		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs.	"	.09¾
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs.	"	.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150 test	"	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz	15.50
" Extra, 64 oz	13.50
" Mammoth, quarts	7.25
" Extra, quarts	6.75
" Extra, pints	4.50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz.	2.40
Farcies	3.75
Queen, 6 oz.	1.30
Pim Olas, 18 oz.	6.00
Pim Olas, 10 oz.	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

—40—

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz.	4.90
" " pts., 2 doz.	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz.	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz.	6.50
" " pts., 2 doz.	7.50
" " ½-pts., 2 doz.	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz.	9.00
" Sublime, 8-oz. flasks, 2½ doz.	6.50
" " 12-oz. " 2½ doz.	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	20.00
10 1 gal. cans, case	21.00
20 ½ gal. cans, case	22.00
40 ¼ gal. cans, case	23.00
80 ⅛ gal. cans, case	25.00

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8 50
5 gallon tins, 2 tins to case	26 50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.		
Quarts, Cal. style, 1 doz. in case	per case,	8.50
Pints, " 2 " "	"	9.00
½ Pints. " 2 " "	"	4.75
Oliver's Olive Oil—		
1 dozen quarts		6.00
2 dozen pints		6.75
2 dozen half-pints		4.25
6 1-gallon tins	per gal.	2.00

Special prices for quantities, on application.

AMERICAN OIL.

Lubon's No. 8, 2 doz.	per doz.	.52
Lubon's, No. 16, 2 doz.	per doz.	.95
Lubon's No. 32, 1 doz.	per doz.	1.85
Table Oil, No. 61, bottles, 2 doz., per doz		1.00

We GUARANTEE the Purity of

ATMORE'S MINCE MEAT

Contains No Adulterant or Preservative

ATMORE & SON Philadelphia

What Washing Powder Do You Sell?

Some old and half-forgotten brand, sold only because you always have sold it?

Or **Snow Boy Washing Powder,** a powder made of pure soap and other cleansing ingredients, quickly cleaning everything water won't hurt; containing none of the skin-eating alkalies that some of the old brands do; carrying beautiful and high-grade premiums to your customers?

There is room in your store for a good washing powder, but be sure that you handle the best.

Good Goods and Good Profits

LAUTZ BROS & CO. = Buffalo, N. Y.

—41—

PAPER.

WRAPPING.

ila, 15 x 20, full ....per ream .36
24 x 36, full, 20 lbs.............. " .70
18 x 24, full, 10 lbs............... " .37½
Special, 15 x 20, 6 lbs.......... " .18½
iila, Bakers', 15 x 20, 10 reams in bundle ....per ream .11
Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide........per lb. .03¼
, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide................ " .03⅛
Glazed Fibre, 12, 15, 18, 20 or 24 inches wide.......................... " 03⅛
Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide.......... " .03½
te Tea Paper, 12 x 16, reg.....per package .14
Butter Paper......................per package .11
:bment Butter Paper 9 x 12... " .40

PAPER BAGS.—Manila.

	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolt Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
...	.48	.29		.31	.35	.45
...	.53	.35		.37	.43	.55
...	.71	.45	.78	.49	.55	.73
...	.89	.53	.97	.61	.71	.93
...	1.09	.65	1.25	.75	.89	1.15
...	1.25	.77	1.39	.87	1.05	1.33
...	1.45	.91		1.07	1.21	1.55
...	1.73	1.03	1 95	1.23	1.41	1.81
...	2.09	1.19	2.29	1.49	1.68	2.19
...	2.27	1.37	2.55	1.65	1.83	2.41
...	2.69	......	3.11	......	......	2.89
...	3.37	......	3.97	......	......	3.75
...	3.87	......	4.41	......	......	4.01
...	4.29	......	4.79	......	......	4.55
...	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.
-lb. Plain Flour Sacks....................per M 4.00
). " " .... " 5.75
). " " .... " 11.25

PICKLED MEATS AND FISH.

ib's Tongue, glass jars, pints........per doz. 4.75
" " quarts ..... " 5.75
" 10-oz. jars.............. " 2.50
" 10-lb. pails..............per pail 2.50
ie, 10-lb. pails..............................per pail .90
5-gal. kegs..................................per keg 2.00
's Feet, 10-lb. pails..........................per pail 1.00
" 5-gal. kegs ....per keg 2.25
cled Beef Salad, in glass..............per doz. 1.10
Tripe, " .... " 1.10
Ox Heart, " .... " 1.10
Pig's Feet, " .... " 1.10

—42—

Russian Sardines ....per keg .75
" 5-lb. pails ....per pail .50
" 10-lb. " .... " 1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs...................... .18½
Loose, barrels, 30 lbs.................................. .18

POPPING CORN.

Brad's "Tip-Top":— Per case
50 10 oz. packages.................................. 2.10
100 10 oz. packages................................ 4.00
24 20 oz. packages.................................. 2.05
48 20 oz. packages.................................. 4.00
I-X-L, 40 1s, White Rice.......................... 2.75

PEANUT BUTTER.

MacLaren's— Per doz.
Small, 2 doz.. .90
Medium, 2 doz... 1.45
Large, 1 doz.. 2.75
Peanutene, No. 2 jars, 2 doz........................ 1.85
Peanutene, No. 4 jars, 3 doz........................ .92½

PICKLES.

Barrels, 45 gal., 10 oos.................................. 10.00
10-gallon kegs, 700s 2.75
Sweet Pickles, 500s to 600s, 5 gal......per keg, 3.30
Sweet Pickles, 700s, 5 gal....... .... " 3.60
Sweet Pickles, 1,000s, 5 gal............... " 4.15
Sweet Pickles, 2,000s, 5 gal............... " 5.00
Chow-Chow, No. 1, 5 gal. kegs....................... 1.95
Chow Chow, No. 2, 5 gallons......................... 1.75
Chow and Mixed Pickles, 2 gal., per pail 1.00
Williams Bros.— Per Doz.
English Spiced Pickles, 8 oz., octagon (any assortment except onions......................... .85
English Spiced Onions, 8 oz., octagon .... .90
English Spiced Pickles, 10 oz., octagon...... .90
English Spiced Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart............... 3.00
Sweet Gherkins or Sweet Mixed, 32 oz., octagon 3.10
Highland Brand Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart... 2.35
Sweet Gherkins or Sweet Mixed, 32 oz., octagon 2.35
Crosse & Blackwell's:—

	Octagonal Style. Qts. Casks.	Pts. Casks.	Pts. Casks.	½-Pts. Casks.
Chow-Chow ... Gherkins........ Mixed Pickles Cauliflowers ... Piccalilli........ Walnuts.........	4 doz. 5.75	5 doz. 3.25	4 doz. 3.50	6 doz. 2.10
	Smaller Quantities.			
Onions...........	5.90	3.35	3.60	2.25

Chow-Chow, quarts, stone.......................... 5.50
Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.20

—43—

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:— Per gal.
Pure Apple Vinegar, Extra old, bbls.......... .16
" " " 40 grain, bbls.......... .25
Pure Cider, 40 grain .... .12
Pure Cider, 45 grain .... .15
Corson's Gold Seal Cider Vinegar, Pure Apple .16
White Wine, 90 degrees.............................. .20
Crown Brand Pure Cider Vinegar, qts., p. doz. .90
White Vinegar, Distilled, 40 grain................ .08
" " 45 " .... .09
" " Extra Strength...... .15
Crosse & Blackwell's.......................per doz. 2.00

PROVISIONS.

Hams, Skinback, 18-20 lbs.......................... .13¼
" 14-16 lbs... .12
" 10-12 lbs... .13
Picnics, 6-8 lbs.. .09¼
N. Y. Shoulders, 10-12 lbs.......................... .10
Dried Beef, sets (city smoked)...................... .13
" Tenders and Knucks................ .17
" Flats... .11
" Air Dried, sets........................ .18
" " Tenders and Knucks.. .21
Jersey Pork, Butt.............................per bbl. 18.50
" Family .... " 20.50
Breakfast Bacon, rib in................................ .14½
" boneless .... .15½
S. P. Bellies, 14-15 lbs................................ .11½
Bologna, 25-lb. boxes.................................. .08
Boiled Boneless Ham.................................. .21
Beef Tongues, smoked, 5-6 lbs..........per doz. 10.00
Cooked Compressed Ham, 25-lb. boxes.......... .10½
Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ⅛-cent extra
John Bower & Co.—
Honey-cure Brand Hams, skinback........... .15½
" " large .... .14½
" " medium .... .14½
" " small .... .14½
" Breakfast Bacon...................... .15
" " boneless .... .17
Beef, air-dried, regular sets........................ .20
" " insides and knuckles........... .23
Ham Bologna.. .10
Beef " .... .10
Boiled Hams.. .24
Beef Tongues .... per doz. 11.00-12.00

—44—

Swift & Co.—
Premium brand Hams, 10 lb......................... .15½
Premium brand Hams, 12 lb......................... .15
Premium brand Hams, 14 lb......................... .14
Premium brand Hams, 16 lb......................... .14
Premium brand Hams, 18 lb......................... .14
Premium brand skinned Hams, 18-20 lb...... .15
Premium brand boiled Hams, skinned, fatless .25
Premium brand Bacon.................................. .21
Premium brand Dried Beef, insides .... .20
Premium brand Beef Tongues, short cut...... .17
Winchester brand skinned Hams, all aver.... .14
Winchester brand Picnics............................ .09

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs.	11	9⅜
Plain Tubs, 50 and 60 lb. cans	11	9½
10-lb. Tin Pails, 60 lbs	11½	10⅛
5 " "	12	10¼
3 " "	11¾	10¼

John Bower & Co.—
Pure Kettle Rendered, tierces..................... .11½
" " tubs .... .11½
" " 3, 5 and 10-lb. cans. .12½
Swift & Co.—
Premium brand, tierces................................ .11½
Silver Leaf brand, tierces... .... .10½
Jewel, compound, tierces .... .09¼
Cotosuet tierces.. .09½

DRESSED MEATS.

City Dressed Beef— Per lb
Choice, native..09½-.10½
Common to fair, native..........................c6 -.08
Western Dressed Beef—
Choice, native cattle..............................09½-.10½
Common to fair " ....c6 -.08
City Dressed Veal—
Prime .... -.12
Good to choice................................... -.10
Dressed Hogs—
Pigs .... -.09½
Hogs, heavy.. -.09½
" 180 lbs.. -.09⅜
" 160 lbs.. -.09½
" 140 lbs.. -.09½
Dressed Sheep and Lambs—
Lamb, Western, good.......................... .12
Lamb, Western, culls.......................... .09
Sheep, choice .... .09
" medium .... .08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues................................ .90-1.00
Cow Tongues... .75-1.00

Want to double your cake sales?

Certainly you do. Every storekeeper does! Here is the opportunity of not only doubling your sales, but also of preventing the most serious losses connected with the cake trade, that of sampling and breakage.

USE A

Durham Display Cake Cabinet

and your cake troubles are over. It is made of highly polished oak in sizes to hold 12, 16, 20, and 24 cans of standard size, and so arranged that the cans rest upon elevated roller trays, easy to slide in and out. Each can is numbered to save time and labor in filling orders.

Send for prices and full description.

DURHAM DISPLAY FIXTURE CO.

RICHMOND, VA.

JOHN BOWER & CO.

GENERAL PROVISION DEALERS

ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia

CURERS OF HONEY-CURE BRAND

Beef, Beef Tongues, Breakfast Bacon, etc. **HAMS** Pure Kettle-rendered LARD a Specialty

BOILED HAMS AND BEEF TONGUES

SUPERIOR AND FAIRMOUNT MINCE MEAT

U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

—45—

Calf Heads, scalded	.50–.75
Sweethreads, veal ....per pair	.60–.90
" beef ....per doz.	1.00
Calf Livers ....per lb.	.20–.25
Beef Kidneys ....per doz.	1.00
Beef Livers	.05
Ox Tails ....per doz.	.50–.65
Hearts, beef ....per lb.	.03–.05
Rolls, beef	.10
Tenderloin, beef, western	.18
Fresh Pork, loins, city	.14
" " western	.14

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H	.16 –.17
" Y. T	.16 –.17
Old hens and toms	.16 –.17
Common to Good	.11 –.12
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.24 –.27
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.24 –.27
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.24 –.27
Western, 4 to 4½ lbs. to pair, fancy	.18 –.20
" 3 to 3½ lbs. to pair, fancy	.16 –.20
" fair to good	.15 –.16
Fowls—	
Western, fancy	.14½–.15
Heavy Roasters, 4 to 5 lbs	.18 –.20
Fair to good	.15 –.17
Old cocks	.10 –.11
Western capons, fancy, frozen	
" " small, frozen	
Squabs—	Per doz.
Prime, large, ancy	4.00
Mixed	2.50–3.50
Dark	1.00–1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.14 –.15
Large Springers	.14 –.15
Fowls	.14 –.15
Roosters	–.10
Ducks	.12 –.13

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small or No. 1, 2 doz. in case ....per doz.	85
" 1 " .... "	.85
Large or No. 2, 1 " .... "	1.40
1-lb. cans, 1 doz. in case ....per case	4.00
2-lb. " ½ " .... "	3.75
3-lb. " ½ " .... "	5.40
5-lb. " ½ " .... "	8.70

—46—

SAUER KRAUT.

Extra Quality Long cut, 50-gal. tierces	6.90
Extra Quality Long Cut, 15 gals., kegs	2.60
Compass, No. 3, cans, 2 doz	.82½

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb..per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ½ " "	8.50
P. P. Sauce, 2 doz., No. 1 "	1.50
Atmore's Genuine English Plum Pudding—Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ½ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 2, stone crocks	
No. 33, jars	1.05
No. 5, toy pails	2.85
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06½
Southwark, 4½-lb. toy pails, ½ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 2, stone crocks	1.50
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.05
Apple, No. 5, toy pails	2.85
Apple, 30-lb. pails ....per pail	1.20
Apple, 20-lb. crocks ....per lb.	.07¾
Apple, Schimmel's, 30-lb. pails ....per lb.	.06
Prune, 30-lb. pails ....per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

—47—

	Per Doz
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, "	4.60
Raspberries, "	4.60
Apricots, " peeled	4.85
Pineapple, "	4.60

DRUGS.

Alum ....per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2.60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk ....per lb.	.08
" Lump, bulk .... "	.08
Butter Color, W. & R. ....per doz.	2.00
Bluestone, bulk ....per lb.	.09
Copperas ....per lb	.01¾
Camphor, gum, 1-oz. blocks .... "	1.10
" Flakes, bbls .... "	.02¾
" " less quantity .... "	.03
" Tar Balls, bbls., 250 lbs. .... "	.02½
Castoria, Fletcher's ....per doz.	2.80
" Pitcher's .... "	.85
Carbonate of Ammonia .... "	.11
Chill Tonic ....per doz	3.60
Epsom Salts ....per lb.	.01½
" Bee Brand, ¼-lb. carton, per doz.	.30
" " ½-lb. " "	.40

—48—

Glauber Salts ....per lb.	
Glue .... "	
Goff's Cough Syrup, 25c. size ....per doz.	
Goff's Herb Bitters, 25c. size .... "	
Goff's Oil Liniment, 25c. size .... "	
Goff's Sarsaparilla, 50c. size ....per doz.	
Goff's Worm Syrup, 15c. size .... "	
Goff's Horse and Cattle Pwd., 15c. size "	
Goff's Dyspepsia Tablets, 10c. size... "	
Gum Arabic ....per lb.	
Haarlem Oil ....per doz.	
Licorice, P. & S., 5c. stick, Imported.. "	
" M. & R., 5-lb. ooxes ....per lb.	
" " Lozenges, 5-lb. boxes, "	
" Y. & S., " 5-lb. glass front, "	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's, "	
" Root .... "	
Putty, 25-lb. cans ....per 100 lbs.	
" 50-lb. cans .... "	
Petroleum Jelly, screw top, 5-c. size... "	
" " 10.c. " ... "	
Paris Green, 100-125-lb. kegs ....per lb.	
" ½-lb. packages .... "	
" ¼-lb. " .... "	
" 1-lb. " .... "	
Jamaica Ginger, Hires', flasks ....per doz.	
Sewing Machine Oil, 3 oz .... "	
Rosin ....per lb.	
Saltpetre, crystal, barrels, about 350 lbs. "	
" granulated, kegs, " 200 " "	
Sulphur, Flour, 175-lb. barrels. . ..per 100 lbs.	
" 100-lb. bags	
" less quantity	
Squills, Syrup, 1 oz ....per doz.	
Syrup of Figs ....per doz.	
Venetian Red ....per lb.	
Whiting .... "	
	1 oz.
Glycerine ....per doz.	.37
Laudanum .... "	.80
Paregoric .... "	.35
Peppermint ....per doz.	.40
Sweet Spirits Nitre .... "	.40
Sweet Oil ....per doz.	.30
Turpentine .... "	.36
Husband's Magnesia ....per doz.	
Bull's Cough Syrup .... "	
Roach Powder, Omega, 4-oz. cans	
" " ....per gross	

	Per Doz.	Per G
Roachsault, large	4.00	45.
" medium	2.00	22.
" small	.80	9.

Iron Glue, McCormick & Co's:—	
No. 5	
No. 10	
Tube V	
McCormick & Co., Bee Brand—	Per
Insect Powder	
Root Beer	
Talcum Powder	
Triangular Quinine	
Quinine Capsules	

TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES

and the

"STAR" COFFEE MILLS

Electric Coffee Mills

For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "Troemner" guarantees the mill. Also SHERER COUNTERS. Write for Catalogue.

MORGAN & CORNELL - 211 DUANE ST. NEW YORK

—49—

	10c. size.	25c. size.
able Brand—		
eria, Dr. Pitcher		2.00
or Oil, tasteless	.80	2.00
th-to-Pain	.80	2.00
rhœa Cure	.80	2.00
nifuge	.80	2.00
gh Cure	.80	2.00

Young's Veterinary Remedies, wholesale prices—

	Per doz.
orbine	18.00
orbine Jr. (Mankind)	9.00
ng's Kidney and Nerve Powders	2.00
oleum, small can	6.00
oleum, large can	16.00
ng's Fattening and Condition Drops	4.00
ng's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Phosphate, Horsford's	per doz.	4.15
Brick, box 25 bricks	per box	.60
g Wax	"	.03
Sand	per bbl.	1.25
pints	per doz.	.75
quarts	"	1.00
gallons	each	.30
½ barrels	"	3.50
barrels	"	6.00
rmick & Co.—		
key Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
S, Nerve and Bone Liniment, 25c. size		2.00
Cord's Magic Medicine, 25c. size		2.00
50c. size		4.00
Cormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
Cormick's Watermelon Syrup, 50c. size		4.00
adercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

rmick & Co., Bee Brand—

		Per doz.
nilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.75
non, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00

's Flavoring Extracts:—

. 1, Lemon and Vanilla	per doz.	.45
. 2, Vanilla and Rose	"	.90
. 2, Lemon and assorted	"	.85
. 4, " "	"	2.00
. 4, Vanilla	"	2.25
orted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen, No. 25,	per doz.	2.00
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
" Lemon, " " No. 25,	"	1.75
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45

Ingersoll's Flavoring Extracts:—

High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.75
" Lemon	"	.75
" assorted	"	.75
" small size	"	.45
Vanilla	per gal.	11.00
Lemon, 1 oz	per doz.	.80
" 2 oz	"	1.50
" 4 oz	"	3.00
"	per gal.	7.00

Orange, Almond, Peppermint, Wintergreen and Jamaica Ginger same price as Lemon.

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

	Per gal.
Corson's Golded Russet, bbl	.20
Corson's Champagne	.18
" Dry Hard	.20
New Juice Cider, bbls	.18
New Juice Cider, ½ bbls., 28 gals	5.60
New Juice Cider, ¼ bbls., 14 gals	3.25
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Ceronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅝
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07¼
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03⅝
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.

WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel, per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS TABLE SALT PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz.	doz.	.87½
Durkee's, large, 1 doz.	per doz.	4.00
" small, 2 doz.	"	2.40
Schimmel's, small, 2 doz.	per doz.	.87½
My Wife's, large, 1 doz.		2.30
My Wife's, small, 2 doz.		1.45
Snider's Salad Dressing:—		
Pints, 1 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Luncheon, 3 doz.	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs.	per 100	.67½
Kegs, 150 lbs.	per 100	.85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.		.77½
North of England Sauce, No. 8, doz.		.77½
Chef Sauce, 2 doz., doz.		.75
Snider's Chili Sauce:—		
Pints, 1 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

Rae's Lucca Olive Oil

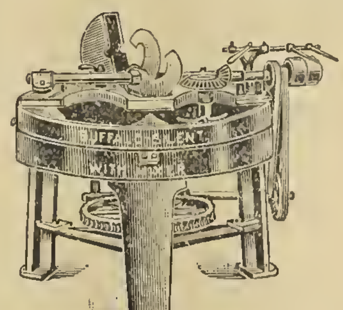
An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY

VEGETABLE CUTTERS

FASTEST CUTTER IN THE WORLD



Will cut a batch of meat, fruits or vegetables fine in less than two minutes.

Used for mincing, for picalilli, Chile sauce, Worcestershire and celery sauces, relishes, mince meat, etc. Also used for fruits, for making crushed fruits.

ALSO MAKE KRAUT CUTTERS

JOHN E. SMITH'S SONS CO.
51 Broadway Buffalo, N. Y.

—53—

SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown	.07½
Caraway	.08	Mustard, Yellow	.06½
Celery	.10	Rape, per lb	.05½
Coriander, bleached	.05	Poppy, per lb	.10
Flax	.05	Sunflower, per lb	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs	per keg	1.80
" bulk, 25-lb. boxes	per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes	"	.04⅝
Arm & Hammer bd., ¼'s, 36 lbs	per lb	.05⅝
" " " lbs., 36 "	"	.04⅞
" " " ¼, ½, 36 lbs	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04⅞

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz	1.50
Hires' Root Beer, Carbonated, 2 doz	.87½
Hires' Ginger Ale, Carbonated, 2 doz	.87½
Welchz Grape Juice, case quartz, 1 doz	4.50
" " " pints, 2 doz	4.75
" " " ½-pints, 3 doz	4.25
" " " 3-ounce, 8 doz	6.00
" " " ½-gallons, 1 doz	8.00
" " " gallons, 6 gal	7.50

5 per cent. discount on 5 case lots.

Clicquot Club Co. :—	Per case
Ginger Ale, extra dry, pints, 2 doz	2.10
Sarsaparilla, extra quality, pints, 2 doz	2.10
Blood Orange, extra quality, pints, 2 doz	2.10
Birch Beer, extra quality, pints, 2 doz	2.10
Lemon Soda, extra quality, 2 doz	2.10
Root Beer, extra quality, pints, 2 doz	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross		2.50
Bon Ami, 10-cent size	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.72
Putz Liquid, large, 3 doz	per gross,	16.50
Putz Liquid, large, 3 doz	per doz.	1.45
Putz Liquid, small	per gross,	7.00
Putz Liquid, small	per doz.	.60
Putz Paste, large	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No 2, pint cans	"	32.00
No. 3, quart cans	per doz.	4.50
No. 4, half-gallon cans	"	7.50
No. 5, gallon cans	"	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs ....per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.40
Acorn	120	2.70
Ark	100	1.72½
American	72	2.80
Bee	100	3.85
Best, Babbitt	100	3.70
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	100	4.25
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Yonng & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	4.00
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.50
Cygnet	100	4.00
Doobins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.77½
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.50
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	4.00
Magic Cleaner	100	3.00
Marseilles, laundry size	100	6.00
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

—55—

Oleine, Conway's	60	2.90
" Golden	60	2.55
" Eavenzon's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2.30
" Philadelphia, 1 lb.	60	2.90
" " 14 oz.	60	2.65
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4.50
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.70
Star	100	3.50
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.40
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.70
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes	per box	2.70
" 6 oz., 100 packages	"	2.65
" 8-oz. packs	"	2.70

—56—

Soapine, 7 oz., 100 packs	2.
" 12 " "	3.
" 17 " 36 packs ....per box	2.
Babbitt's 1776 Powder, 100 6-oz	2
Finola, 100 packages	3.
Gold Dust, Fairbank's, 100 12-oz. packages	4.
" " 24 4-lb. "	4.
Naptha Borax, 100 packages, large	4.
" 100 5-cent packages	3.
Kirkoline, white, 24 4-lb. packs	3.
Young's Pearl Borax, 60 1-lb. packages	3.
Snow Boy Washing Powder, 24 4s	4.
" " 50 2s	4.
" " 100 1s	4.
Nine O'clock Tea, 100 packages	3.
I-V Washing Tablets, 3 doz ....per doz.	
Swift's Washing Powder, 100 1s	3.
Swift's Washing Powder, 24 4s	3.

SPECIALTIES.

Anker's Bouillon Capsules	3.

PURE GROUND SPICES.

	Bbls.	Boxs.
Pepper—		
Black, High Grade	18½	.19½
Black, Low Grade	.14	.15
White, High Grade	....	.32
White, Low Grade	....	.23
Cayenne, High Grade	....	.21
Cayenne, Low Grade	....	16
Cinnamon—		
High Grade	.22	.23
Low Grade	.13	.14
Cloves—		
High Grade	.31	.32
Low Grade	.22	.23
Allspice—		
High Grade	.12½	.13½
Ginger—		
High Grade	.25½	.26½
Low Grade	.12	.13
Mace—		
High Grade	....	.78
Nutmegs—		
High Grade	....	.32
Mustard—		
Yellow, High Grade	.19	.20
Yellow, Low Grade	.14	.15
Brown, High Grade	.14	.15

McCormick & Co., Bee Brand— Per
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice ....⅛ lb. / ¼ lb.

Banquet Brand—
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice ....⅛ lb. / ¼ lb.

WALKER STORE FIXTURES
—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St.

PHILADELPHIA, PA.

No Friends Among the Wheelwrights

Wheelwrights don't think much of the "J. M." delivery wagon; it doesn't make enough money for them. No wagon pays fewer visits to the repair shop, or makes its visits shorter.

The most celebrated delivery wagon made—the best wagon ever built for the grocery trade. Strong as iron, yet easy-running; finest steel tires, and wheels from second-growth hickory. Send for catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

burn's Philadelphia Mustard, D. S. F. :—		
cent tins, 2 and 4 doz	per doz.	.45
Dime size, 2 and 4 doz	"	.85
lb. net, tins, 2 and 4 doz.	"	1.00
" 2 doz	"	1.90
" 1 doz	"	3.70
6 lb. cans, full weight	per lb.	.23
o " "	"	.22
man's Mustard, D. S. F. :—		
1-lb. tins	per doz.	5.40
-lb. tins	"	2.70
-lb. tins	"	1.45
-lb. tins	"	.90
8-lb. kegs		.43

MUSTARD—Prepared.

	Per doz.
mpbell's, jar, 2 doz	.87½
lden's, No. 6, with spoon, 2 doz	.95
lden's, No. 20, with spoon, 2 doz	.88
lden's Mustard and Horseradish, 2 doz	.85
er Mug, fancy, large size, 2 doz	.65
monade Glass, tall, 2 doz	.67½
rseradish and Mustard, 8 oz., with spoon, 2 doz	.90
lk Jar, glass top, 2 doz	.85
ater Tumblers, glass, 10 oz., 4 doz	.37½

WHOLE SPICES.

	Per lb.
pper, Black	.10
spice	.07
oves	.17
ace	.48
tmegs, 80's	.24
" 110's	.17
nnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
een Ginger Root	.05
hole Mixed Spices, bulk, 6-lb. boxes	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb.	"	.04¾
Cream, 48-lb., 1-lb.	"	3.45
Kingsford's, 40-lb., 1-lb,	"	.06⅝

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03⅝
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05¾
" Linen Gloss, 3-lb. cartons	.04¾
Kingsford's, Pure, 3-lb. cartons	.06½
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅝
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03½
" 1 lb. packages, 48 lbs	.04¾
" 3-lb. cartons, 48 lbs	04¾
" 6-lb. boxes	.05¾
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages ... per package	.08
Starch Polish, 20 cakes ... per box	.50

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electric Paste, ½ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size ... per doz.	.87½
" " ... per gross	10.25
" small size ... per doz.	.70
Climax Enamel ¼ gro ... per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun ... per gro.	5.75
Sun Paste, 5-cent size ... "	4.50
" 10-cent size ... "	7.20

—59—

X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ½ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼ gross	2.25
Per box of ½ gross	4.50
Per gross	9.00

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¾
McAllister, 36 packs	"	.05½
Rosensteins, 1lb. pkgs., 2 doz.	per lb.	.05½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz	per doz.	.35
Red, quarts, 3 doz	"	.70
Silver, pints, 3 doz	"	.35
" quarts, 3 doz	"	.70
Bath Brick, 25 bricks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ½ gross case, assorted, 6, 8, 10's	per case	90
Carpet Tacks, Silver Steel, 4 oz	per doz.	.06½
6 oz	"	.07
8 oz	"	.07½
10 oz	"	.08½
12 oz	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.09
No. 11, steel	per doz.	.09½
No. 12, steel	per doz.	.12
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather, cut into taps, 6 inches high		1.50
5½ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.90
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb	per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80
Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb	"	.09
Best Jute Plow Line, 8 yds. to lb	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines, 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 610	.52
Fancy, No. 626	.50
Strictly Choice, No. 615	.49
Strictly Choice, No. 628	.45
Strictly Prime, No. 627	.38
Good, No. 635	.29
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 101	.34
Fancy, No. 100	.32
Choice, No. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.

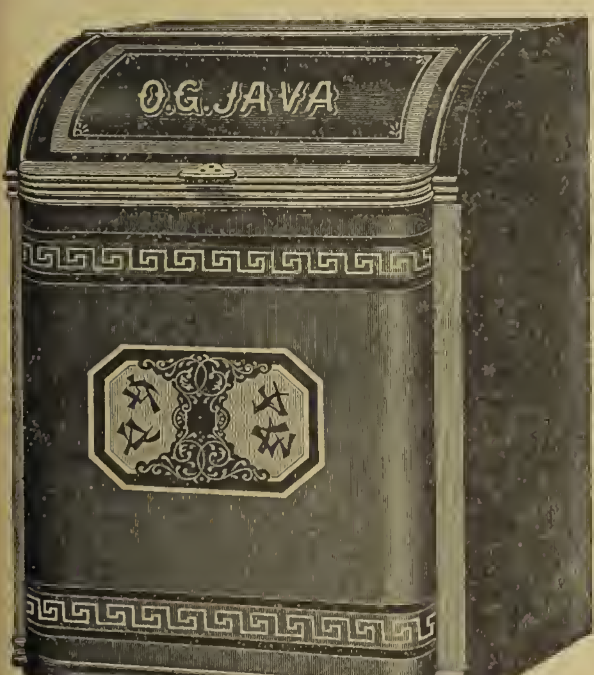
Extra Fancy Ponce, No. 637, new crop	38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery	2.60
Five A, for confectionery	2.70

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	92½
1 " case	"	.95
Karo, 10 cent size, 2 doz	per doz.	.85
Karo, 25 cent size, 1 doz		2.20



COFFEE AND TEA BINS THAT PROVE THEIR "METAL"

Picture your store fitted out with Tea Canisters and Coffee Bins like these. They are trade winners. Effective store decoration brings the people in—your sales force do the rest.

When installing Coffee Bins, get the kind that will stand the racket—you'll never have to replace them. Our bins are constructed of the heaviest tin.

And for Over Fifty Years They Have Proven Their "Metal"

Write for catalogue showing variety of designs

HENRY TROEMNER, 911 Arch Street

PHILADELPHIA, PA., U. S. A.

—61—

Banner, in jars, compound	per doz.	1 00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00
Maplecane, 2 doz. 2½-lb. cans	per case	3.80

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans	per gallon 1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons	each 11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons	each 15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, 3 string, split handles	2.50
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whiskz, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.40
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118. Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.70
Clear, 3 hoop	1.80
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	2.55
3, Solid oval	1.75
5, Solid oval	2.20
1, Wire ends	1.30
2, Wire ends	1.50
3, Wire ends	1.70
5, Wire ends	
Picnic Plates, 8 inch	
Picnic Plates, 9 inch	

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.

Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	2.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.85
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.

	Per
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.

	Per
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.33
Honest	.39
Polar Bear	.30
Ripple	.39
Sensation	.39
Wild Rose	.39
Brown-Holland Pipe Tobacco, 2½-lb. cartons, 2½-oz. packages	1.10

YEAST CAKES.

Compressed	per doz. .15
Magic, 1½ doz. packages	per box, .58
Yeast Foam, 1½ doz	per box .58

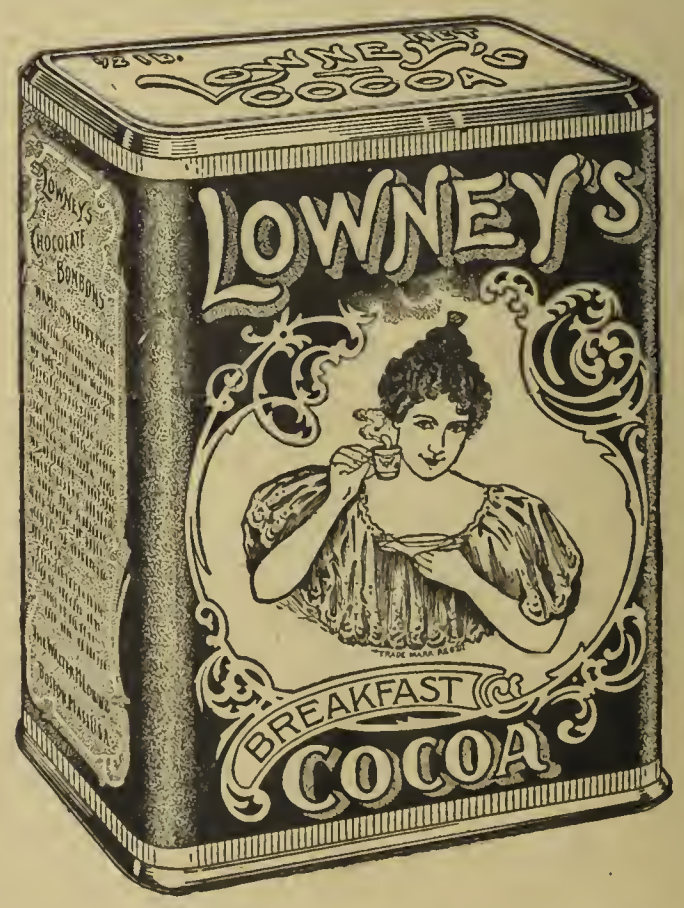
FLOTO'S ESSENCE
TO USE WITH
COFFEE

No. 1. All Tin Cans
No. 2. Combination Cans
No. 3. Cardboard Cans

FLOTO'S KOENIG'S **CHICORY**

IN ROLLS—5 and 2½ to set

MANUFACTURED BY
GEO. FLOTO'S SONS
186 UNION AVENUE
Factory, 1, 3, 5, 7 and 9 Devoe St. Brooklyn, New York



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

***The* Walter M. Lowney Company**
447 Commercial Street, Boston, Mass.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLIV. PHILADELPHIA AND NEW YORK, OCTOBER 21, 1907. NO. 17.

Contents.

PAGE

t Last We Know What Secretary Wilson Said. 8
oings of the Pennsylvania Local Associations 8
imbel B.os. Sold Short Weight Prunes 8
he New York Letter 9
ostmaster-General Will Give Country Merchants Parcels Post of Their Own 11
ditorial 12
Gimbel Brothers' Short Weights.
Forty Years Ago.
Imprisonment for Debt.
)nly Sellers in Fresh Meats, Etc., Need Be Licensed in Philadelphia 12
:urrent Grocery and General Store Failures. 12
'ennsylvania Seems Clean of Impure Foods 13
)nly Rice Crop Equals Normal 14
Vant $1,000,000 to Enforce Federal Food Laws 14
Window Dressing for Grocers 14
Two-Minute Sermons for the Retail Grocer 15
The Grocery Markets 16
ndividual Market Reports 17
Market Notes 18
The Science of Advertising 19
The Stroller's Column (Contributed) 20
Make 'Em Show.
The Inside of a Grocery Peddling Scheme 24
Wrong Scheme of Life Responsible for High Food Prices 27
How Shall Grocers Raise Their Prices? 28
Correspondence 28
Dried Fruit Case Appealed and Ready for the Court 29
Heart-to-Heart Talks with Grocery Clerks 30
Association News 30
Among the Trade 30
Want Department 31
Baltimore Prices-Current 33
New York Price-List 34
"Grocery World" Prices-Current 35

Index to Advertisements.

PAGE

"Advertising World" 11
American Slicing Machine Co., The 15
Anker's Bouillon Capsules 42
Arbuckle Bros. 44
Atmore & Son 44
Baker & Co., Limited, Walter 23
Baker, W. H. Cover 3
Baltimore Manufacturers' Advertising Association 6
Barber & Perkins 10
Beardsley's Sons, J. W. 5
Bell Co., The William G. 6
Bell & Sons, Samuel 41
Bishop, R. W. 23
Blooker's Cocoa 42
Borden Condensed Milk Co. 36
Bower & Co., John 45
Bown Bros. 36
Bradstreet System, The 30
Brown & Co., P. F. 23
Buckley, Elton J. 8
Burk, Louis 27
Butler Brothers 21
Carter & Williams 32
Consolidated Law Association, Inc., The, 50
Cowan & Sons, H. 36
Crescent Mfg. Co. 16
Croft & Allen Co. 38
Daetwyler & Co., R. 32
Dilliard Remedy Co. 32
Dixon Crucible Co., Jos. 4
Durham Display Fixture Co. 30
Enterprise Mfg. Co. of Pa., The 43
Esterbrook Steel Pen Co., The Cover 4
Exton & Co., A. 13
Fell Manufacturing Co., E. C. Cover 2
Fischer & Co., B. 11
Fleischmann's Yeast 32
Flesch, J. A. 47
Forbes, J. P. 16
Franklin Sugar Refining Co. Cover 4
Freihofer Vienna Baking Company 5
Fulton & Walker Co. 48
German-American Coffee Co. 13
Goff & Sons Co., S. B. Cover 1, 19
Gold Medal Flour 41
Grocers' Printing Co. 31
Habben & Co., H. 3
Hagan & Co., Arthur 39
Harding & Co., E. E. 16
Hires Condensed Milk Co. Cover 1
Holland Rusk Co. 46
Indexed Coupon Books. 16
Johnson, A. W. 20
Kellogg & Sons, H. 39, 42
Kingsbury, H. P. D. 45
Kirk, Foster & Co. 29
Lamson Consolidated Store Service Co., 37
Lautz Bros. & Co. 23
Levering Coffee Co., The 19
Loughery & Co., Jas. J. 25
Lutz & Schramm Co. 46
Maher's Veterinary Hospital, Dr. Cover 1
Martindale & Co., Thos. 36
Mentor Cigarette Co. 39
Mince Meat 44
McCahan Sugar Refining Co., The W. J., Cover 3
McCanna & Fraser Co. 4
McCaskey Register Co., The 38
Natural Food Co., The 50
Paul Manufacturing Co. 4
Pennywash Co. 19
Philadelphia Electric Co., The 41
Piqua Bracket Co. Cover 2
Quaker City Preserve Co. 31
Quinn, Chas. S. 22
Rae's Lucca Oil 39
Ralston Purina Mills. 40
Reeve, James Knapp 45
Ritter Conserve Co., Phillp J. 37
Royal Milling Co. 41
Royal Specialty Co. 42
Sauer Co., C. F. Cover 4
Scott & Co., Inc., John 9
Sea Foam Baking Powder Co. 5
Shafer Co., Jacob C. 19
Shane Bros. & Wilson Co. 16
Shinn & Kirk 46
Smith's Sons Co., John E. 22
Snider Preserve Co., The T. A. 15
Standard Cash Register Co. 42
Stickney & Poor Spice Co. 40
Strasbaugh, Silver & Co. 2
Sulpho-Napthol Co., The 5
Swift & Co. 45
Toledo Computing Scale Co. Cover 1
Tongue & Bros., R. E. 25
Troemner, Henry 49
Union Mercantile Agency Cover 2
Wagner Co., Martin 32
Walker Patent Pivoted Bin Co. 48
Washburn-Crosby Co. 41
Weller Co., The J. 22
Welles & Davis Mfg. Co., The 42
Wells & Richardson 31
Whittemore, Bros. & Co. Cover 2
Wilde's Sons Co., Samuel Cover 3
Williams & Co., B. L. 30
Williams Bros. Co., The 47
Wrigley Mfg. Co. 4
Young & Co., Chas. W. 6
Young, P. D. F., W. F. 31

At Last We Know What Secretary Wilson Said

Mystery Over Whether He Really Granted Permission to Use More Than 35-1000 of One Per Cent. of Sulphur in Molasses and Dried Fruits, Dispelled by Letter to New Orleans Molasses Man. Text Reproduced Showing Department's Attitude.

For months there has been speculation among the trade as to whether the Federal food authorities had or had not given specific permission to the Louisiana molasses manufacturers and the California evaporated fruit interests to use more sulphur than F. I. Decision, No. 76, permitted, i. e., thirty-five one thousands of 1 per cent. Practically all manufacturers of the two lines of products named are using more than the above percentage of sulphur and it has been widely stated that they are doing so with the positive sanction of the Secretary of Agriculture

It has been said by some that this sanction was given by word of mouth and by others that it was given by letter but up to this time no letter granting definite permission has been produced.

The "Grocery World" now presents the text of a letter signed by Secretary of Agriculture Wilson which for the first time clearly shows as a matter of record the position of the Department on this highly important question. The letter was addressed to a well-known molasses handler of New Orleans, La., and bore the signature of James Wilson, Secretary of Agriculture. In part it is as follows:—

"I gave the California people assurance that I would not take them into Court if they were doing the best they could along the line of sulphur, even if they did use more than was permitted by F. I. D. 76. Of course, I have said the same to your people [molasses manufacturers], and I do not think there need be any apprehension with regard to your handling of this coming crop."

"The California people wanted me to abrogate or suspend the ruling—I cannot do that. It was made in conformity with the law and agreed to by the three Secretaries. I can refuse to prosecute where I am not satisfied that people should be prosecuted. We can modify the decision, and if we find from further investigation that it should be modified, we shall do so. Just assure them that they should go on with their business and everything will come out all right. If it be found that Decision 76 may be well modified, it will be modified."

The above seems to be as definite as anything short of an official regulation can be, yet the fact remains that it is not a regulation, but is rather a *permission* to temporarily evade a regulation. For this reason the Pennsylvania courts, if the above were looked to for protection against dried fruit prosecutions where the sample contained more than 35-1,000 of 1 per cent., would probably refuse to allow it to be considered.

Doings of the Pennsylvania Local Associations.

Two New Applications from Coatesville and Nazareth. New York Promoting Scheme Under Investigation. Allegheny Association After Food Fakes. Small News of the State.

Special correspondence of "Grocery World."

Erie, Pa., October 17, 1907.

Our 134th affiliation is the Coatesville Business Men's Association, which was organized June 1, 1907, with the following officers: President, Wm. R. Jackson; first vice-president, I. Braunstain; second vice-president, J. E. Ramsey; secretary, F. H. Ewald; treasurer, L. C. Robinson. Executive Committee: A. Tucks, Jas. Ginis, W. W. Mast, Theo. Wickersham, J. M. Duncan, Jas. G. Kennedy, C. N. Speakman, John E. Martin, E. E. Schrack. Meetings are held on the third Tuesday of each month. They have 77 members in good standing, with an average attendance of 30. Annual dues are $5. They are interested in co-operative buying, municipal and State legislation, collecting, credit reporting, arbitration of strikes, fire, life, plate glass and horse insurance and trade excursions.

Our 135th affiliation is the Merchants' Protective Association of Nazareth and vicinity. This association was organized June 19, 1907, with the following officers: President, E. J. Unaugst; vice-president, A. J. Stoffler; secretary, L. P. Kostenbader; assistant secretary, Geo. H. Weltz; treasurer, J. J. Kemmerer. They have 37 members in good standing, with an average attendance of 50 per cent. Meetings are held monthly. Entrance fee, $2.

The Merchants' Legislative League, incorporated under the laws of New York State, George S. Hughes, secretary; "Judge" Parsons, attorney, have established headquarters at Erie, Pa., in the interests of their Merchants' Legislative League Advocate. They intend to become a legislative factor in Pennsylvania, and have applied for indorsement of the Erie Business Men's Exchange and the Retail Merchants' Association of Pennsylvania. Indorsement has not been given. The character of their work and workers is being carefully investigated. Their proposition involves an "initiation fee" of $2 for "membership" and "dues" of $2 per year payable semi-annually in advance. Membership carries no voting privileges. The project is practically a subscription proposition for the Merchants' League Advocate, which, it is alleged, has done ve effective work in promoting me cantile legislation in the Empi State.

At the regular meeting of the R tail Merchants' Association of All gheny considerable interest w taken in the reports made by t secretary on fifty-five different ar cles that he had gathered up b tween the time of the previous me ing, giving the name of the man facturer, the brand and what t adulterations were in each artic warning the members of this ass ciation to protect themselves agai such goods. Another resolution i structing the secretary to take the matter of proper guarantees all invoices covering food commo ties that are subject to the Sta food law.

Secretary E. J. Weidler, of Mea ville, writes that the libel suit ins tuted some time ago by a listed d linquent has bobbed up again a will be considered before the co this week.

A. M. Howes,
State Secretar

Gimbel Bros. Sold Short Weight Prunes

Only Full Weight Store in the City Detected in Selling 15¼ Ounc of Prunes for a Full Pound. "Grocery World" Represent tive Answers Gimbel Advertisement.

A great shock awaits the general grocery trade of the East. Owing to the modest and oft-repeated confession of Gimbel Bros., the Philadelphia department store people, that their's was about the only grocery store in the city which gave full weight and which abhorred all forms of short weight frauds with furious horror, the general trade have come to hold a deep reverence for the Philadelphia concern and to feel an humble gladness that there was at least one grocery store in the vicinity to which they could point with pride.

The "Grocery World" is now about to add to Gimbel Bros' reputation. In last Thursday's daily advertisement appeared the following:—

> Pitted Prunes—Ensign; fancy, large, meaty California fruit; three 1-lb. packages for 40c; or 15c lb.

The "Grocery World" sent a representative to the Gimbel store to buy three cartons and to take the added precaution of asking the clerk whether each one contained a full pound of prunes. This question was asked and the unequivoc answer received that each cart did contain a full pound.

The cartons were brought to t "Grocery World" office a weighed on scientifically exa Troemner scales. Two of the were straight. The third failed weigh a full pound, carton and a The exact gross weight was 15 ounces. Stripped, the prunes the selves weighed only 15¼ ounce

Considering that Gimbel Bro advertised to sell full pounds, a that their clerk specifically inform the buyer that she *was* selling fu pounds, and that the concern fu filled these promises with 15 ounces, where does that place the Pharisees on the short weight que tion now?

ELTON J. BUCKLEY
Editor "Grocery World"
Attorney and Counsellor at La
730-731 Drexel Building, Philadelphia, Pa.
Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTIC
CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

The New York Letter

ocers in Trouble Over Sale of Milk. Retailers Chief Short Weight Victims. Complaint Over Future Canned Goods Contract. Rumors of Coming Tea and Coffee Advances. National Food Manufacturers' Association Will Fight for Benzoate of Soda.

ial correspondence of "Grocery World."

New York, October 18, 1907.

Resolutions adopted at last week's eting of the New York Retail ocers' Union on the subject of k inspection do not meet with approval of some prominent mbers who happened to be absent m the meeting, and it is likely t the question will be brought up further consideration at another ie. The resolutions indorsed the itude of Comptroller Metz in op- sition to a request of the Health ard authorities for more money h which to employ additional in- ectors.

The Health authorities claim that larger force of inspectors is re- ired in order to asure the purity the milk supply of the city. The mptroller says that the inspection eady in force has resulted in owing most of the business into control of a few large compan- , and he believes all the small mpanies will be driven out if the esent tendencies are encouraged. Some of the members said at the eeting that as a result of the sys- n of inspection and restrictions it s been getting more and more ficult for grocers to handle milk th any satisfaction and with any rt of profit. One or two seemed think that it will be just as well r the grocers to cease the sale of id milk altogether and give up e field to the large dealers.

The principal criticisms of the solutions is that retail grocers ould not, especially at this time, ke any position against the most ll inspection of food products. ne of the officers who intends to eak on the subject at the first portunity said that even if the ocers should have to abandon the le of fluid milk, they should de- are themselves in favor of the best id most rigorous inspection that to be had, for the purpose of safe- uarding the supply in every way. he chief trouble at present, accord- g to Health Board authorities, is at many of the producers are care- ss as to the sanitary conditions nder which the milk is collected and shipped into the city. It is believed by some, however, that the more exacting are the requirements, the more likely are the grocers, at least in parts of the city, to sell the product. In some parts of the city the number of people who prefer to get their milk in bottles from their grocer instead of from a milkman is said to be increasing.

* * *

Now that short weights is a topic receiving consideration in various quarters, retail grocers are pointing out that they are often among the victims, because packers and shippers carelessly or otherwise neglect to deliver the full quantity of various articles. One large grocer said that among the products that have reached him short of weight are potatoes, which have come in some instances from five to forty pounds below the standard 180 pounds that should be in a barrel. The advice is given to the retailers to use the utmost vigilance in weighing on its receipt everything that is sold by weight, and taking nothing for granted. If the barrel or bag of potatoes is passed along by the retailer to a customer, as sometimes happens, without reweighing there is a possibility that it did not contain the full weight, and if the customer should, perchance, learn this he would put the responsibility on the grocer.

* * *

Anxiety is expressed by retailers who have made their contracts for canned goods with the usual conditions, which will let out the jobber if the receipts turn out small and there should be a scarcity of supplies a little later in the season, perhaps about the holiday times. In that case the retailer would, as in former years, under similar circumstances, have to pay higher prices, and the contracts would prove of no avail. The jobber in turn puts it up to the packer and to the producers, saying that they will not make deliveries if the crops are not up to requirements.

Still a retailer is heard now and then to complain that he gets the

STATE HOUSE

CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

hard end either way. If supplies are plentiful he is expected to take the maximum quantities under the contract and sell them somehow, but if there is a scarcity he has to take what he can get and be thankful.

* * *

Although the holder of a fruit concession outside a chain grocery store on Fulton street, in Brooklyn, has been compelled by the city authorities to pay a license fee, others who have like concessions have not been prosecuted for the fee. In the case in question it was held that the man is only a stand owner and is not in the class of storekeepers, although he pays a rental to the chain grocery company for the space in front of the store, extending to the sidewalk line, and also for room in the cellar. Many grocers sublet the stand at their doors in like manner, so that if there should be a general crusade to collect license fees it would mean the collection of considerable money.

The probability is that in the Fulton street case there was complaint because the holder of the concession has branched out to an unusual extent, occupying with his stand much more than the ordinary sidewalk space, and this resulted in the demand for the license fee. Sometimes the stand owners scatter their stock of fruit about so that it almost blockades the sidewalk, and this has been the cause of occasional complaint.

* * *

The American Sugar Refining Co's books are still closed to the attorneys of the Pennsylvania Sugar Refining Co., which some time ago began a suit to recover damages for the closing of the complainant's refinery in Philadelphia. In the United States Circuit Court in this city, Judge Hough on Tuesday denied a motion to compel the defendant to produce in court its books and papers.

Reports that the sugar combine had acquired control of the Colonial Sugars Co. were denied in this city this week by the president of the company, John Farr.

* * *

The petition in bankruptcy filed on September 4th against the Manhattan Biscuit Co., manufacturers of crackers and biscuits at 392 Greenwich street, was on Monday dismissed by the United States District Court and the appointment of William Blau as receiver was vacated. A satisfactory settlement was made with the creditors. The stipulation for the withdrawal of the bankruptcy proceedings was signed by 115 creditors.

* * *

Schedules in bankruptcy of Nathan Ressler, wholesale grocer, 209 Canal street, were filed this week. The schedules show liabilities of $45,446 and assets of $7,367, consisting of accounts, $2,367, and $5,000 realized by the sale of stock and fixtures by the receiver. There are 107 creditors, among whom are Jacob Kulla, $5,809; Hyman Ressler, $4,974; G. Perkins and Sons, Gloucester, Mass., $2,388; Van Camp Packing Co., Indianapolis, $1,400; Halstead & Co., Jersey City, $2,000; Kingan Provision Co., $1,796.

* * *

Grocers, as far as is observed, are as yet paying little attention to the reports that have been put out with much emphasis as to the probability of coffee being advanced in price in the near future. A number of jobbers and retailers who were asked if they were buying more largely than usual in anticipatio[n of] a rise in prices answered in [the] negative, but then they may b[e buying] any time, and say nothing.

* * *

New members of the New Y[ork] Retail Grocers' Union are: A. Nolte, 1058 Amsterdam aven[ue;] Geo. Bachre & Co., 3490 Broadw[ay.] The United Retail Grocers' A[sso]ciation of Brooklyn has applica[tions] for membership from W. Leid[en]berg, 197 Adelphi street; E. Tor[...], 56th street and Utrecht avenue.

* * *

Tea importing and commiss[ion] houses report that Japanese tea[s of] all grades are up in price as a [re]sult of a shortage in the crop [and] other causes. Grades that sol[d a] year ago at 12 cents are now bri[ng]ing 18 and 19 cents a pound.

It was said several months [ago] that the Japanese firms operat[ing] here and in Japan had made plan[s to] obtain exclusive control of the [out]put, having the backing of the J[ap]anese Government and public se[nti]ment in that country. Whate[ver] truth there may have been in [the] report, it is now said that the f[or]eigners, including American m[er]chants, have obtained about 70

There are *plenty* of these *three* classes of merchants, both wholesale and retail

WORKERS — Doing the *best* possible

SHIRKERS — Doing as *little* as possible

JERKERS — Doing a little *now* and *then*

We WORK for *your* business with *lowest* prices and you SHIRK your opportunity, if you JERK in only a few of our bargains, and only from time to time

Extra Quality Long Cut Sour Krout, 50-gallon wood hoop tierces	per tierce,	$6.60
Extra Quality Long Cut Sour Krout, 15-gallon kegs	per keg,	2.50
Libby's No. 1 Corn Beef, 2 doz	per doz.,	1.25
Libby's No. 2 Corn Beef, 1 doz.	per doz.,	2.25
Andrews' Chipped Beef, 6-lb. hermetically sealed cans, 1 doz. cans (72 lbs.) in case	per lb.,	.14¾
This is fully 2c. per pound under the present market value, and a most decided bargain in the present condition of the Dried Beef market.		
Ark Soap, 100 cakes	per box,	1.77½
F. O. B. cars Philadelphia, *no free delivery in any quantity.*		
Best Quality Western Yellow Granulated Corn Meal, 100-lb. bags	per bag,	1.82½
Not over 5 bags to any one buyer.		
Herbert's Extra Fancy New 30-40s Santa Clara Prunes, extra fine quality, positively new, crop of 1907 and strictly Santa Clara fruit, 25-lb. boxes, single boxes	per lb.,	.10¼
5 or 10-lb. boxes	per lb.,	.10
Forest King Brand Fancy New California Muir Peaches, 25-lb. boxes	per lb.,	.14
Commander Brand New California Muir Peaches, 25-lb. boxes	per lb.,	.13
These are both fine quality, bright, meaty Peaches, and most decided values.		
Purity Brand California Pitted Prunes, fine quality, 50 1-lb. packages	per lb.,	.07⅝
New Gold Medal Currants, 36 1s	per lb.,	.08½
Rogers' Fancy New 4-Crown Ondara Layer Valencia Raisins, 28-lb. boxes	per lb.,	.08
Chalmer's Gelatine	per gross,	10.40
Chalmer's Gelatine	per doz.,	.90
French Marbot Walnuts, very fine quality, bright, bags about 110 lbs.	per lb.;	.13
French Marbot Walnuts, very fine quality, bright, 50-lb. lots	per lb.,	.13¼
Pure Yellow Mustard, ground, 6 or 10-lb. boxes	per lb.,	.10½
Pure Yellow Mustard, ground, 25-lb. pails	per lb.,	.10¼
Pure Yellow Mustard, ground, 50-lb. drums	per lb.,	.09¾
New No. 2 Extra Shore Mackerel, 200 to 220 fish	per bbl.,	25.50
Golden Gate Red Alaska Salmon, 1-lb. tall cans, 4 doz.	per doz.,	1.30
Elijah's Manna, the newest and the largest and the best Corn Flake, 24 15c. packs	per case,	2.70
Peanut Wafers, 35-lb. tins	per lb.,	.09

Fine goods, about the size and shape of a silver dollar, that can be sold by the piece or by the pound. Try a tin on our recommendation and guarantee of satisfaction, or they may be returned at our expense immediately after receipt and examination.

These Prices for This Week Only—October 21st to 26th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

cent. of the present crop, so that it is not in Japanese control. The Japanese are said to have intended to advance prices quite high during the coming winter, but there are other people who know about as much as they do as to the methods of putting up prices. Large tea dealers hint that by getting hold of a large proportion of the crop they have kept prices from going still higher, but everybody does not agree as to this claim.

* * *

The National Association of Food Manufacturers held a regular meeting in this city on Thursday and decided finally to make a stand in favor of the continued use of benzoate of soda as a food preservative. It was voted to recommend to all these and certain other associations that each appoint a committee of three, to combine into a national committee to have charge of the campaign in the interests of the continued use of benzoate of soda. Invitations were accepted from several of the organizations to send delegates to their conventions soon to be held.

After a general discussion of the benzoate question, the following resolution was unanimously adopted:—

Be it resolved by the Food Manufacturers' Association at their meeting in New York, October 17, 1907:—

(1) That we commend the movement of the Government in the direction of improving the food supply of the country as being in the interests of the manufacturers, distributer and consumer alike.

(2) Resolved, however, that at the same time we must give expression to our regret at the inconvenience and difficulties under which the business interests labor from the conflicts in the various State laws and their interpretation, and would, therefore, urge the unification as far as practicable, of the various laws and regulations adopted thereunder.

(3) Resolved, That, believing benzoate of soda to be harmless, and knowing its necessity to our business in small quantities, we urge the food officials to allow its continued use.

FRED. A. MCGILL.

Postmaster-General Will Give Country Merchants Parcels Post of Their Own.

Proposes to Remove Parcels Post Opposition of Retail Merchants by Giving Them a Lower Rate for Their Own Parcels. Suggests 12 Cents Per Pound to the Mail Order House and Five Cents for the Country Dealer.

The official statement of his intentions at the coming session of Congress, issued during the week by Postmaster-General Meyer, shows that he is relying upon a small sop granted to the retail interests of the country to induce the withdrawal of their opposition to his parcels post scheme.

As to this the report speaks as follows:—

Two interests are opposing the extension of parcels post in this country—the express companies and the country retail merchants. The latter fear that the mail order houses will derive a benefit to their own disadvantage. It is in connection with the country retail merchants that I desire to speak especially. I propose to recommend the establishment of a parcels post in rural routes which will meet the objections of the small storekeepers and retailers. This will be a boon to our rural population, and to the storekeeper, so the latter can receive his orders by mail or telephone and dispatch the desired merchandise by the rural carrier.

If my recommendations are adopted it will cost 12 cents a pound for the mail order house to send parcels to the rural delivery patron from any city post office, while for delivery from the distributing office of said route, the charge will be but 5 cents for the first pound and 2 cents for each additional pound, up to eleven pounds, or 25 cents for a package weighing eleven pounds.

I am also considering the advisability of recommending a local parcels post delivery at city free delivery post offices, but in order to install such a system it will be necessary to obtain from Congress a special appropriation to acquire wagons and automobiles to do the required hauling. The object of my recommendation to Congress will be to get an adjustment of rates and weights that will meet the rates and weights charged for parcels sent by post to other counties. This will mean a reduction in the rate from 16 to 12 cents per pound, and an increase in the weight limit from four to eleven pounds.

Made $100.

T. R. Elliot writes under date of September 24, 1907: "I have used several bottles of Absorbine and I find it to work exactly as you say. The first I used was on a horse with strained tendons, and after using two bottles you would never know there was anything wrong with him. An expert horse buyer bought him and never notices his leg at all, where before we used Absorbine it was puffy and enlarged. Sold him for $150, and before he was not worth any more than $50 for market. Also took off bog spavin in about ten days, so it was as natural as could be. Wishing you every success." Absorbine penetrates to the seat of the trouble promptly and effectually without blistering or removing the hair. Does not require the horse to be laid up. Mild in its action, but positive in its results. It will give you satisfaction. Two dollars a bottle at druggists, or express paid. W. F. Young, P. D. F., 9 Monmouth street, Springfield, Mass.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

Catch the Sharp Appetites

Your customers will come home from their vacations with freshly sharpened appetites—more than ever receptive to good food and drink.

Give them **Hotel Astor Coffee** now and it will meet with an instant response. **Hotel Astor** succeeds always, but more quickly than ever just now when appetites aren't jaded.

The finest blend of the finest Coffees, packed handsomely and backed with a record of perfect success in the most exclusive hotels of New York City.

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

Grocery World

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President and General Manager.

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Circulation Manager.

FRANK D. WARNER,
Manager "Prices-Current."

Gimbel Bros., the Philadelphia department storekeepers, who have been caught by the "Grocery World" selling short weight prunes, will probably excuse themselves with the plea—if they make any excuse at all—that they were deceived by the prune packer—that they bought the goods in good faith and believed they were full pounds when they advertised and sold them as such.

Gimbel Brothers' Short Weights.

To a concern other than Gimbel Bros. that might be a good excuse or it might not. In most cases it probably would be. But in Gimbel Bros' case it is no excuse at all. With a great blare of trumpet and roll of drum they have called attention to themselves as the only store that made *absolutely sure* that everything sold was full weight. With statements that reflected upon other grocers as heavily as it flattered themselves they have posed on their little advertising pedestal as the embodiment of all things pure and holy in the grocery business.

The Gimbels probably did not sell short weight prunes wilfully. But if they did it carelessly and negligently they are just as guilty, and they must have been careless and negligent in this particular case if they told the truth about the extraordinary precautions they take.

The "Grocery World" wonders whether one carton of these prunes was short out of every three sold.

Forty Years Ago.

In an interview on old and new business methods last Sunday, Hetty Green, the richest American woman, said this:—

> Business is not conducted in the same way to-day as it was forty years ago. Then a man's word was as good as his bond. To-day, you should have good glasses when you inspect his bond.

This same suggestion has been several times made in the "Grocery World," and confirmation from such high authority is strong. The old days were best in that respect at least. In this day we deal with each other "at arm's length," as the law puts it, and men do to their fellows, on the principle that "business is business," things which in the old days they would be ostracized for. Only the other day a presumably upright business man who had given his verbal word to the writer refused to carry it out, after consultation with a lawyer, on the ground that it was not binding upon him, because not in writing! In the writer's mind, that closely approaches dishonesty, yet it is only one case out of myriads. A man who would have done such a thing half a century ago would have been an outcast among his fellows, trusted by no one and despised by all! Yet on the principle that in order to keep upright to-day men need to do only what the law compels, this man was wholly within his rights.

Imprisonment for Debt.

In a recent official report to the State Department, United States Consul F. W. Mahon, stationed at Nottingham, England, says something which will make many a beat-ridden American grocer envious:—

> A debtor here against whom judgment is rendered for debt may be summarily required to pay before a given date on penalty of imprisonment. This power of committal resides in the judge of the court. Some judges exercise it much more freely than others. In Nottingham County imprisonment for debt is rare. In other populous court districts with much court business the cases of imprisonment do not exceed 50 a year, while in some less populous districts with less court business the number reaches 500 a year. But it would seem that, on the whole, the indulgence shown to delinquent debtors is steadily decreasing, for the cases of imprisonment in the country have decennially increased as follows under the existing law: In 1876, 4,228; 1886, 5,486; 1896, 8,190; 1906, 11,986. Technically the imprisonment is for contempt of court. The judge orders the debtor to pay before a given day, failing which he may be jailed for contempt, not exceeding forty days, however, in any case, and he is released at once if he pays in the meantime.

In this country imprisonment for debt, formerly general, has practically been abolished. In Pennsylvania it was wholly abolished in 1845. If the imprisonment penalty could be administered with discretion it would be both wholesome and salutary, but its difficulty is that under most laws discretion, while usually possible, cannot be compelled. A creature without assets, but earning good wages, who will not pay a debt because the law will not compel him to, is a virtual thief and should be jailed. None but himself would complain at the enforcement of the imprisonment penalty against him. But the righteous poor man who does not pay simply because he is in distress and cannot, is not a fit subject for it, though under the general statutes covering the subject the imprisonment penalty can be and often is enforced against him. But no law has yet been devised to compel a judge to jail the first man and release the second, yet nothing short of that can make the penalty equitable. The English method approaches it as nearly as possible, but even there much is left to the discretion of a judge, which is not always a safe refuge.

Only Sellers in Fresh Meats, Etc., Need Be Licensed in Philadelphia

Philadelphia, October 15, 1907.

Mr. Elton J. Buckley, Attorney at Law,
730 Drexel Building, Philadelphia, Pa.

My Dear Mr. Buckley:—With reference to the matter of requiring licenses from grocers and other retail shops handling dried meats, canned meats, potted meats and cured ham, the Board of Health after deliberation and after consulting counsel on the subject, has decided for the time being not to require a license of such merchants as properly come within the group designated above. Trusting this may be satisfactory, I am

Very truly yours,
A. C. ABBOTT, Chief of Bureau.

The above letter reports the final decision of the Philadelphia Bureau of Health upon a matter previously discussed in these columns. When the Act of 1907 was passed requiring all Philadelphia dealers in meats, game, shellfish, fish and poultry to procure a license and subject themselves to the supervision of the Health Bureau, Dr. Abbott, the chief of that department, announced that in his judgment the Act applied to dried beef and other provisions, canned meats, mince meat, canned products, sausage, etc., and that all dealers therein were subjects of the law. Elton J. Buckley, Esq., representing certain trade interests, filed a brief of argument to the contrary, which seemingly had persuaded the Bureau that their original attitude was wrong.

There is no specific mention in the above letter of mince meat, sausage, etc., but the decision unquestionably includes them.—ED.

Current Grocery and General Store Failures.

Figures of September and Third Quarter of 1907, Compared With Same Periods of 1906.

The figures covering the grocery and general store failures for the month of September, 1907 and 1908, show a considerable difference. The official figures obtained from the Dun agency are as follows:—

General stores, September, 1907, 65; liabilities, $428,967; September, 1906, 78; liabilities, $477,355.

Grocery stores, September, 1907, 210; liabilities, $594,323; September, 1906, 168; liabilities, $600,854.

The figures covering the third quarter of 1907 show less difference from the same quarter of 1906. The figures are reproduced:—

General stores, third quarter, 1907, 221; liabilities, $1,638,712; same, 1906, 217; liabilities, $1,240,033.

Grocery stores, third quarter, 1907, 529; liabilities, $1,715,113; same, 1906, 513; liabilities, $1,634,980.

Apples average $4.50 per barrel for fine fruit. Ordinary varieties range from $3 to $3.50. All these prices are at least $1 above normal.

ennsylvania Seems Clean of Impure Foods.

test Bulletin Reported 1600 Milk Examinations, With Only One Adulteration. Few Other Bad Goods Found. Origin of the Prepared Mustard Ruling. What the Department Thinks of the Philadelphia Retail Grocers' Association.

The latest number of the Pennlvania Food Department Bulin, dated September 16, 1907, an unusually bulky volume, conining a large number of pages voted to chemists' reports worded o adulteration detected." Acrding to this bulletin about 1,600 mples of milk and cream were alyzed, detecting only a single se of adulteration!

The book reports the following ses of adulteration:—

Sample bought of J. N. Shipley, C. L. Elliott, 805 Fifth avenue, McKeesport. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Chicago Dairy Co., Chas. Donovan, 329 Fifth avenue, McKeesport. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of John Vohr, 6902 Hamilton avenue, Pittsburg. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of George Keely, 2136 Fifth avenue, Pittsburg. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of restaurant (Sam. Miller), Smithfield street, Pittsburg. Sold for butter. Chemist's report—Oleomargarine. No license.

Sample bought of Harry G. Reel, 128 Frankstown avenue, Pittsburg. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Lincoln Dairy Co., J. T. Hill, 6510 Frankstown avenue, Pittsburg. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Geo. M. Dunlap, West Gay street, West Chester. Sold for codfish. Chemist's report—Preserved.

Sample bought of Geo. M. Dunlap, Main street, Coatesville. Sold for codfish. Chemist's report—Preserved.

Sample bought of J. E. & T. C. Smith, 153 Main street, Coatesville. Sold for codfish. Chemist's report—Preserved.

Sample bought of D. C. Montgomery & Co., Avondale. Sold for codfish. Chemist's report—Preserved.

Sample bought of Geo. M. Dunlap, Phœnixville. Sold for codfish. Chemist's report—Preserved.

Sample bought of E. Cosgrove. West Chester. Sold for cider vinegar. Chemist's report—Not cider vinegar.

The current number of the food ulletin also contains many pages f editorial matter, an interesting xtract from which is as follows:—

CONCERNING PREPARED MUSTARD.

One firm engaged in the manufacture and sale of mustard complained about the rule which requires that prepared mustard shall bear on the label thereof a distinct statement of all the ingredients with the percentage of mustard contained therein. But this rule requires no manufacturer to give any of his trade secrets away. While the names of the various ingredients must be given, the quantity is not required. The percentage of mustard used must be given, but surely that is a piece of information to which the purchaser is entitled and it can do the manufacturer no harm, nor the vender either.

The truth is, this rule was brought into existence through statements made by two Washington County merchants who were on a grand jury that considered some milk prosecutions brought in that county. They complained to the agent of the division that a merchant in their neighborhood was selling a quart Mason jar of prepared mustard for 10 cents, whereas the ordinary price of pure mustard is 10 cents a glass. Besides the remarkable price the enterprising merchant was presenting each purchaser of mustard with a glass dish as a premium. They held that they couldn't compete with a man like that and wanted to know if something could not be done to protect the honest dealer and the purchaser. This led to the formulation of the rule, which is perfectly fair and just to all concerned.

The theory of the Dairy and Food Division is that the Act of Assembly contemplates the protection of the consumer from unscrupulous manufacturers. It likewise means that the man who purchases mustard shall obtain mustard. The most effective way to promote this aim of the law is to insist upon the observance of the rule which has been complained of. It may prevent the sale of cheap sham mustard, but it will promote the public health and tend to the increase of common honesty.

Another paragraph is also worthy of reproduction, because directly apropos of a slur recently emitted by Gimbel Bros., of Phila., against the Philadelphia Retail Grocers' Association, which organization it accused of having joined the ranks of the short weight frauds. The "Grocery World," in commenting upon this accusation, asserted that no concern in all Pennsylvania was more careful about the character of the goods sold—and few as much so—as the Philadelphia Association. The best source of information on this point is of course the Dairy and Food Department, which alone can speak by the card. The latest number of the Pennsylvania bulletin contained the following directly in point:—

> If every retail merchant in Pennsylvania would purchase his goods after the plan pursued by the Retail Grocers' Association of Philadelphia, through its secretary, William Smedley, there would be no prosecutions and the trade and the public would be well served. Mr. Smedley is the purchasing agent for about 750 retail firms in Philadelphia. He always lays down the rules prepared by the Dairy and Food Commissioner under Section 3 of the new law when confronted by an agent and says: "Do your goods comply with the requirements of these rules? If they do, I am ready to do business. If not, you can sell me no goods." Recently a firm making and selling prepared

Here's A New FALL IDEA

This is the season when you begin to get busy with new ideas. The summer lassitude is gone—it's a case of good, keen business now for six months anyway.

Let one of your new ideas be to put in **German-American** coffees. Why? Because they're new to you and will be new to your customers. You've never handled anything like them. They are grown on the Triunfo Plantations of Central America, which are known to every coffee connoisseur in Europe and many in America.

Smooth, mellow, rich and fragrant coffees that will be welcomed with delight by everybody who likes coffee at all.

The German-American Coffee Company

Growers, Importers and Roasters

406 Greenwich St., New York, N.Y.

The Best Known and Known as the Best

The Most Widely Imitated Because the Most Widely Popular

It Makes a Poor Stew Better and a Good Stew Best

It was First, 1847
It is First in 1907

Because of its Purity, Crispness and flavor

It is the Most Perfect Oyster Cracker Ever Made

A. EXTON & CO.

TRENTON, N. J.

mustard objected to the rule covering prepared mustards, on the ground that it should not be compelled to disclose the percentage of mustard in the preparation. Mr. Smedley declared that the rule was perfectly fair and added that if the firm wanted to sell any mustard to the merchants whom he represented, it would have to comply with the Act of Assembly. He added that the formula should be printed in plain type, so that everyone could see and understand just what ingredients the preparation contained. No man in Pennsylvania is doing more to compel manufacturers to comply with the rules of the Dairy and Food Division than Mr. William Smedley. Such service as he is rendering counts continually and forcefully in the right direction.

Only Rice Crop Equals Normal.

Corn, Wheat, Oats, Barley, Rye, Buckwheat and Potatoes All Below Last Year in Size of Crop. Oats Deficient Both by Size of Crop and Yield to Acre.

The Crop Reporting Board of the Bureau of Statistics of the Department of Agriculture finds, from the reports of the correspondents and agents of the Bureau, as follows:

The condition of corn on October 1st was 78.0, as compared with 80.2 last month, 90.1 on October 1, 1906, 89.2 on October 1, 1905, and a ten-year average of 79.6.

The preliminary estimate of the average yield per acre of spring wheat is 13.1 bushels, which compares with 13.7 bushels as finally estimated in 1906, 14.7 in 1905, and a ten-year average of 14.0 bushels. The total indicated production of spring wheat is about 216,067,000 bushels, compared with 242,372,966 bushels as finally estimated in 1906. The production of spring and winter wheat combined is about 625,567,000 bushels, compared with 735,260,970 bushels as finally estimated a year ago. These and other preliminary estimates of yield are subject to such revision and correction, when the final estimates of the bureau are made in December, as may be found proper through more thorough investigation.

The average quality of spring wheat is 88.8, as compared with 88.5 in 1906, 89.0 in 1905, and 75.7 in 1904.

An average yield of oats of about 23.5 bushels per acre is indicated, as compared with 31.2 bushels finally estimated in 1906, 34.0 bushels in 1905, and a ten-year average of 30.1 bushels. A total yield of about 741,521,000 bushels is thus indicated, as compared with 964,904,522 bushels finally estimated in 1906. The average quality is 77.0, against 88.2 in 1906, 92.4 in 1905, and 91.4 in 1904.

The preliminary estimate of yield per acre of barley is 23.9 bushels, against 28.3 bushels as finally estimated in 1906, 26.8 bushels in 1905, and a ten-year average of 25.5 bushels. A total production of 147,192,000 is thus indicated, as compared with 178,916,484 bushels finally estimated in 1906. The average quality is 88.1, against 89.1 in 1906, 86.2 in 1905, and 88.7 in 1904.

The preliminary estimate of yield per acre of rye is 16.4 bushels, against 16.7 bushels as finally estimated in 1906, 16.5 bushels in 1905, and a ten-year average of 15.7 bushels. A total production of 31,566,000 bushels is thus indicated, compared with 33,374,833 bush finally estimated in 1906. The av age quality is 91.6, against 94.1 1906, 92.6 in 1905, and 91.6 in 19

The average condition of bu wheat at time of harvest was 8 as compared with 77.4 Septem 1st, 84.9 a year ago, 91.6 in 19 and a ten-year average of 82.9.

The average condition of potat on October 1st was 77.0, as co pared with 80.2 last month, 8 October 1, 1906, 74.3 October 1905, and a ten-year average 74.7.

The average condition of ric October 1st was 88.7, as compa with 87.2 October 1, 1906, 89.3 tober 1, 1905, and 87.3 October 1904.

Want $1,000,000 to Enfor Federal Food Law.

Dr. Wiley Says Reason Law Not M Actively Enforced Is from Lack Funds. New Decision on Label C rections and Collecting Samples.

Special correspondence of "Grocery Worl

Washington D. C.,
October 17, 1907

During the week Dr. H. Wiley, chief of the Federal Fo Law Enforcement Board, answe a large number of criticisms t after nearly a year no appar effort had been made to actua enforce the law, by the statem that the reason why the act had been more actively enforced was cause of scarcity of funds. coupled this with the statement t the board will ask the next C gress to appropriate $1,000,0 more for the carrying on of work. I quote the following fr Dr. Wiley's statement:—

> We have in the neighborhood o $650,000 available to carry on th work, but it has already been dem onstrated that that sum will not b sufficient to meet the needs. W expect to ask Congress to give us a appropriation of $1,000,000 for th next year. That will about carr us through. The amount seem large, but the results now bein achieved fully warrant the expense.
>
> This country is getting now wha it never had before—what no coun try ever has had—pure foods, drink and drugs. I do not mean to sa that every article of food and ever drug that is purchased is absolutel wholesome, or perfectly free fro impurities. That is a consumma tion devoutly to be wished, but al most unattainable. However, th people know now—or may know i they care to examine the article they buy—just what they are pur chasing. The labels on articles o food and drugs show precisely wha the articles are, what the ingredient are and how they are constituted.
>
> Fully 95 per cent. of the manufac turers of the country have show

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Clever Coffee Window.

By C. H. Lockwell, Advertising Manager National Cash Register Company.

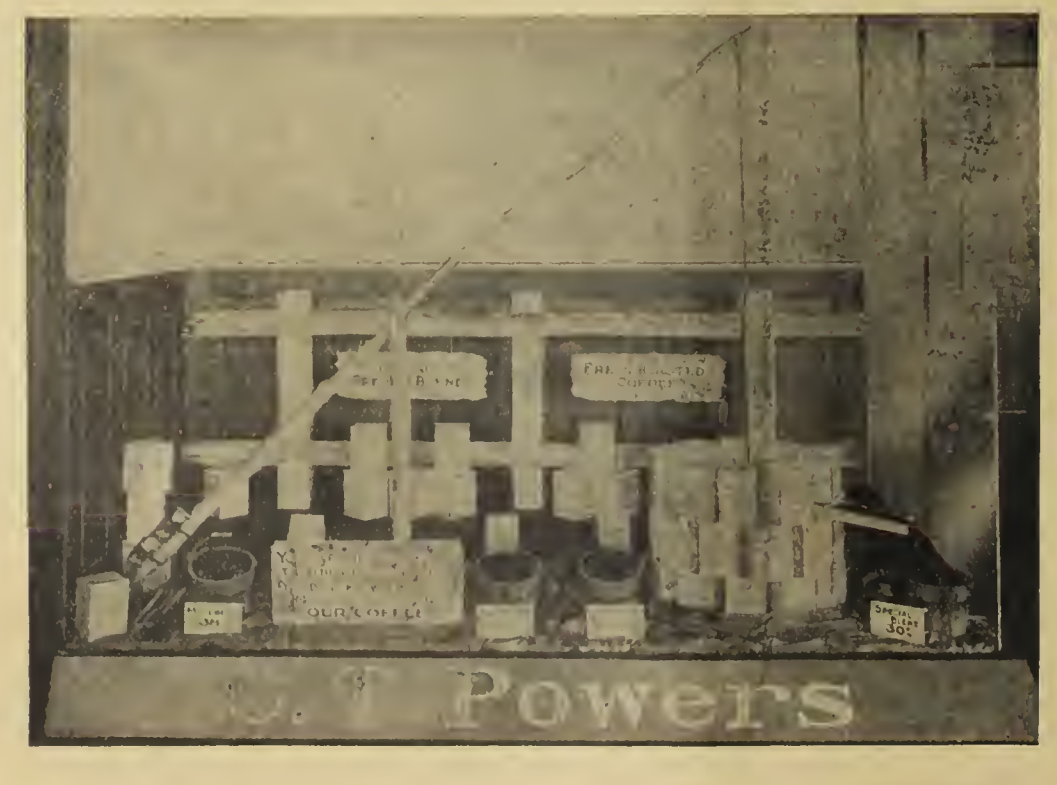
The background is made by taking two irregular shaped boards. Apply grey paint to them to make them appear weather-beaten. These are mounted on three posts composed of packages of coffee. Between the posts two signs are suspended, reading as follows: "Try Our Special Blend," and "Fresh Roasted Coffee."

In front of this fence, on one side of window, an old well is made of packages of coffee. Coffee beans are made to appear as running from the spout by gluing them to a piece of flexible cardboard. A bucket is set under this spout. The pole and support for the well can easily be secured. A rope is fastened to the end of the pole and leads into the well.

The floor is green cloth puffed. Coffee is displayed in small pails in the front of window, with a card stating kind and price.

The large sign in window reads:

> "You never miss the water
> Till the well runs dry.
> You don't know what you
> Miss if you don't try our Coffee."



sincere disposition to conform to ıe law and regulations. By so do- ıg they are promoting common nesty between themselves and the nsumers of their goods and lay- ıg a foundation for business in the ıture.

The Federal Food Board issued supplementary decision during week regarding the legality of d labels. The text follows:—

Attention is directed to the fact ıat misleading and deceptive state- ıents of the Board should be al- wed to remain on one portion of ıe label with a corrective state- ıent upon another portion of the ıbel. This principle of correction ill be waived until further notice ı case of decorated sardine tins hich were printed and manufac- ured prior to January 1, 1907. In hese cases the corrections may all e made in one label attached se- urely to one side of the package. ach invoice should be accompanied y a certincate from the exporter, howing the date of manufacture of he tins.

Still another decision was handed wn making a change in the pres- t method of collecting food sam- s under the Federal law. The cision is in the shape of a recom- ndation to the three Secretaries, t is now official as it has been ap- oved of by those officials.

The text of this decision is as fol- vs:—

The Board of Food and Drug nspection recommends that regula- ion 3, of the rules and regulations or the enforcement of the Food and Drugs Act, be amended to read as ollows, the amendment to become nd be effective on and after No- ember 1, 1907:—

Regulation 3, collection of sam- les. Section 4. "Samples of un- broken packages shall be collected only by authorized agents of the Department of Agriculture, or by the health, food or drug officer of any State, Territory or the District of Columbia, when commissioned by the Secretary of Agriculture for this purpose. Samples may be purchased in the open market and, if in bulk, the marks, brands or tags upon the package, carton, container, wrapper or accompanying printed or written matter shall be noted. The collector shall also note the names of the vendor and agent through whom the sale was actually made, together with the date of the purchase. The collector shall purchase representative samples.

A sample taken from bulk goods shall be divided into three parts, and each shall be labeled with the identifying marks. If a package be less than four pounds, or in volume less than two quarts, three packages shall be purchased when practicable, and the marks and tags upon each noted as above. When three samples are purchased, one sample shall be delivered to the Bureau of Chemistry or to such chemist or examiner as may be designated by the Secretary of Agriculture; the second and third samples shall be held under seal by the Secretary of Agriculture, who, upon request, shall deliver one of such samples to the party from whom purchased or to the party guaranteeing such merchandise.

"When it is impracticable to collect three samples, or to divide the sample or samples, the order of delivery outlined above shall obtain, and in case there is a second sample the Secretary of Agriculture may, at his discretion, deliver such sample to the parties interested. All samples shall be sealed by one collector with a seal provided for the purpose."

HOLT.

Many of our customers have been using them regularly for fourteen years. Forbes indexed coupon books. See advertisement.

Two-Minute Sermons for the Retail Grocer

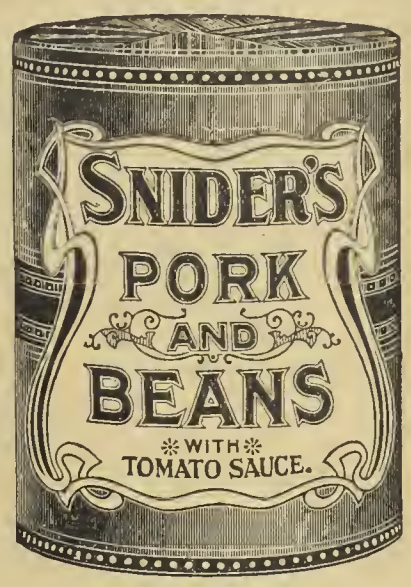
XV.—Work for Good Roads.

Good roads mean good business. Few business men realize the loss business occasioned by poor ads. The goods wanted by the rmer to-day may be forgotten by morrow, and if he has good ads when the weather is such that cannot farm he will go to town d buy what he wants while he has nty of time. If the roads are d and he stays at home until they e good he then has something else do and the merchant loses.

This is a subject which should ve the best thoughts of merchants d trade organizations. It means uch to every town, big or little, d too much effort cannot be made this direction, but when you start building roads out of your town, not follow the customary plan of ilding from your town to the next one. That trip can be made on the train if desired. Be logical, and build your road from your town to the outer edge of your trade territory which is furthest from the railroad. Every road built from nowhere to your city will bring business to you. Every road built from some other town to your city will bring business to you and the other town, but if you are spending your money to develop road building you are not working for the other town, but want to broaden your own territory. It costs much money to build good roads, and this little point may help each town to make its investment a better one.

When States and counties begin to build roads they will run from one town to another. Each town will have to take care of its own territory still. F. A. P.

Special Offer to Retail Grocers
ON
SNIDER'S
PROCESS
Pork and Beans



Write our nearest office at once for information on this special offer

The T. A. Snider Preserve Co.
Makers of Snider Catsup CINCINNATI, OHIO

NEW YORK OFFICE 105 Hudson St. | BOSTON OFFICE 46 Clinton St. | CHICAGO OFFICE 12 & 14 State St.

Must or May—Which?

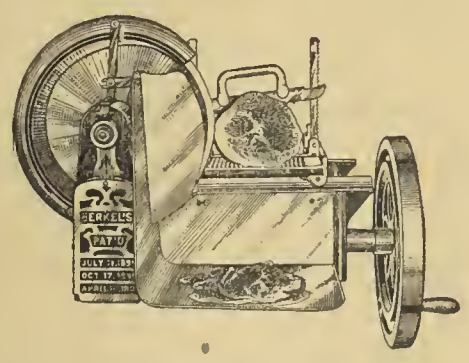
How many of your customers **must** keep coming to your store—because you're giving them something your competitor can't duplicate?

How many of your customers **may** keep coming to your store—until some other fellow happens to catch their eye? Then they'll go to him because he can give them just about the same grade of goods at the same prices.

Which kind of customers would you prefer?

Which kind pays best?

Don't all speak at once.



Well, then.

The **American Slicing Machine** makes trade **for** you that **must** keep coming.

Why?

Because you can give them dainty, delicious sliced meats just the right thickness and can give more slices for their money. Your competitor can only saw off uneven chunks by hand.

Besides, you save waste and make a better profit.

See?

Ask us about the machine.

American Slicing Machine Co.
54 Fifth Avenue, Chicago

MAPLEINE

MAPLEINE

Is synonomous with EXCELLENCE, PURITY, AND WHOLESOMENESS and is the only extract on the market which gives the true maple flavor and makes **A Better Syrup** than "Ye Old Time Maple." It is used for flavoring cakes, frostings, desserts, bonbons, ices—in fact, any dainty in which a maple flavor is desired. A 2-oz. bottle at 35 cents will make more than two gallons of pure syrup.

Write to-day for a sample bottle and give it a trial.

Mapleine is Very Popular and a Ready Seller

E. E. HARDING & CO., Agts., Philadelphia
CHAS. W. JACOBS & ALLISON, Agents, NEW YORK CITY
Made only by
CRESCENT MFG. CO. - - SEATTLE, WASH.

HE DID NOT KNOW

although using them, the full value and merit of our

FORBES' INDEXED COUPON BOOKS

until he ran out of them. He says:

Please ship me 300 books ***. I never knew how much these books saved me until I ran out of them, and in the future I intend to urge the use of them wherever I can.
H. McNELLY, Washington, Pa.

All sizes. F. O. B. your nearest express office. Prompt shipments. Stop worry, book-keeping, forgotten charges, etc. Best for cash or credit. Many have used them for more than ten years. You need them and will want them. Ask us for samples.

J. P. FORBES, Forbes Building, Coshocton, Ohio

DISPLAY YOUR
DEPENDABLE
MILLBOURNE
FLOUR

and get the full benefit of the newspaper advertising. The demand is increasing every day

SHANE BROTHERS & WILSON CO.
Proprietors
City Offices, 672-686 Bourse, Philadelphia
MILLBOURNE MILLS
63d and Market Sts.

THE GROCERY MARKETS

Tea.

The demand for tea is still active, all grades participating. London continues to buy low grade Foochow Oolongs in this country, though no further advance has occurred in price. The week has brought no changes and no developments of any character. It is expected that the active demand will continue until toward the close of November, when the usual holiday dullness will set in.

Coffee.

The market for Brazil coffee has had some steady days during the past week, but at no time have values been firm. There have been some fluctuations of a few points both up and down. Mild coffees are steady to firm. Java firm. Mocha steady. General demand for coffee moderate.

Sugar.

The sugar market shows no change for the week. Raws have been fairly steady, though some sales are reported at a slight declinc. Refined sugar is unchanged, and gives no immediate prospect of any change. The demand is fair.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is in fair demand at ruling prices. Sugar syrup is steady to firm and in excellent demand. Molasses is quiet and unchanged. New crop goods have not yet become available in any serious quantity.

Canned Goods.

The tomato market vacillates between 87½ and 90 cents county, and shows very little demand in the East. The West, however, is a heavy purchaser. The situation in tomatoes will be rather uncertain until the size of the pack is definitely known. Some authorities contend that it will not be in excess of 8,500,000, which if true would doubtless mean $1 tomatoes at least. All estimates at this stage, however, are mere guesses, and it is impossible to form any adequate idea of the subject. There seems to be some reason, however, for doubting that the pack will fall as low as the above figures. Corn is stronger and indications point to higher prices. The week has shown more inquiry and the general undertone is strong. Out of the West comes the statement that the pack of Western corn is 2,000,000 cases less than last year, which is interesting, since it was the excessive Western pack which lay so heavily on the market. Indications point to a gradual advance in corn from now until next season though present prices are already somewhat above normal. Peas are unchanged. The market is firm with but few offerings. A heavy demand waits for a low price. Peaches are unchanged, Eastern grades being short, dull and firm. Apples have been sold at $3.50 for New York State gallons during the week, which is a concession of 25 cents. The demand is good. The Baltimore line is unchanged and broken. String beans steadily forge upward. The California canned goods line is unchanged and dull. Deliveries are expected to range from 50 to 95 per cent.

Fish.

The mackerel market continues very strong, with great scarcity and constantly advancing prices as the features. Norway fat mackerel are still very scarce, and prices are so uncertain and uneasy as to be hardly quotable. The effort on the part of buyers is to get the goods at almost any price in reason. The demand for shore mackerel as a substitute for Norways has shown an increase, on account of the scarcity of the latter. Prices show no advance as yet, but will if the demand continues. Irish mackerel are scarce also and bring high prices. New fish are particularly scarce. Cod, hake and haddock are all comparatively slow and unchanged in price. The advance of 15 cents per case on domestic sardines became operative last Tuesday, but caused no ripple in the trade. The demand is light. Foreign sardines are dull and unchanged at firm prices. Salmon is steady to firm and in moderate demand.

Dried Fruits.

Prunes are still easy, but the market is about unchanged from last week. New fruit of all sizes is now in market, but the demand is light largely on account of the sulphur agitation. Peaches are the deadest line of all, as the sulphur campaign centres there, and the trade are chary of buying despite the official statement that no further prosecutions will for the present be brought. Prices of peaches are unchanged and stocks are still light. Apricots are dull and unchanged. Currants are in excellent shape and strong. The demand from first hands is slow, as deliveries of new goods are now beginning. The market is really a trifle higher, i

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for he right man to take charge of its "Window-Dressing Department" nd contribute a good, suggestive weekly article. We have tried everal, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, robably every one of whom has some technical knowledge of win-ow-dressing. What we want is articles clearly describing window isplays that can be made by the average retailer; not necessarily new r original—in fact, those which have been used successfully are erhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an verage price of $5 each. All matter sent in under this arrangement hould be addressed to the "Window-Dressing Department." If rawings are also sent they should be made throughout in black ink ot pencil).

uying be done to-day. The first ar of new California seeded rais-ns arrived on Wednesday, and sold eadily on a basis of 11½ cents, hich is 2¼ cents above the open-ng. The market for loose Califor-ia raisins is being greatly inter-ered with by imported raisins. he latter were delivered some time nd have been readily selling at omewhat below the California rice. In consequence California oose raisins can be bought to-day elow the opening price. Apples re firm and in fair demand.

Beans and Peas.

Pea beans have now passed mar-ows in price, and are now quoted at 2.50 for York State and $2.40 for Michigan. The demand is good. Marrows are obtainable at $2.35 for old and $2.45 for new. California imas range from 5¾ to 6 cents for ew goods to arrive, late and rompt shipment respectively. Split eas are very scarce and firm, and he quotation for yellows is about 7.50 per barrel. Green splits are orth about $10 per barrel. The ituation is very strong.

Butter.

The butter market has declined 1 ent on all grades during the past week. The cause was the decline f consumption due to the ex-remely high prices. The make is bout normal and the quality is unning very good. The market s barely steady at present prices, nd if the coming week brings any hange it will probably be a further slight decline.

Eggs.

The egg market remains about unchanged from last week. Fresh new laid eggs continue very scarce, but prices show no change. The market for storage eggs also remains about unchanged. Stocks are decreasing satisfactorily and no special change is looked for during the next few days. The demand for eggs holds up very well.

Cheese.

The market for full cream cheese shows another ½ cent advance during the week, and on to-day's market the retailer will be charged about 17 cents per pound. No jobber has named this price yet, however, as most had bought ahead. The supply of cheese is still short and the consumptive demand good. Unless all signs fail the present high prices, as soon as they are felt, will curtail consumption, and thus stop the advance. Materially lower prices, however, can scarcely be expected.

Provisions.

The week has brought no change in smoked meats of any cut. Demand and supply are both about normal. Pure lard is very scarce and has advanced ¼ cent. The scarcity is likely to last until colder weather, when the local butchers will begin to make lard. Compound lard is unchanged and in good demand. New crop cotton oil will be available soon, and this will steady the price of compound lard. Barrel pork is firm and has an upward tendency. Canned meats and dried beef are both firm and unchanged. There is a good demand for the season.

Produce.

White potatoes, Pennsylvania, 70 to 73 cents per bushel; York State, 63 to 68 cents; Jersey, 40 to 45 cents, good demand; sweet potatoes, primes, 50 to 55 cents per basket; seconds, 30 to 35 cents, good demand; turnips, yellow, 35 to 40 cents per basket; white, 30 to 35 cents, good demand; cabbage, 20 to 25 cents; Savoy, 75 cents per barrel, demand fair; string beans, 30 to 50 cents per basket, demand good; corn, 75 to 90 cents per basket, good demand; carrots, 40 to 50 cents per basket, demand good; peppers, 20 to 25 cents per basket, demand good; lima beans, improved, 90 cents to $1 per basket; flat, 50 to 60 cents; shelled, 18 cents per quart, demand good; yellow onions, 60 to 70 cents per bushel, fair demand; yellow pickling onions, 75 cents to $1 per basket; white, $1.25 to $1.50 per basket, demand fair; beets, $2 per 100, demand fair; horseradish, 10 cents per bunch, demand fair; salad, $2 per barrel, demand fair; celery, Pennsylvania, 10 cents per bunch, demand fair; pumpkins, $3 to $8 per 100, demand fair; tomatoes, 15 to 50 cents per basket, demand fair; York State celery, 35 cents per bunch, fair to good demand.

Green Fruit.

Bananas, firsts, $1.25 to $1.75 per bunch; 8-hands, 85 cents to $1; 7-hands, 60 to 85 cents; 6-hands, 40 to 60 cents, demand poor; pineapples, $3 to $5 per box, demand poor; lemons, $2.75 to $4.50 per box, demand fair; limes, 80 cents per 100, demand fair; Bartlett pears, $6 to $7 per barrel; Seckels, $6 to $7.75 per barrel, demand good; Jersey apples, 20 to 50 cents per basket; 20-ounce, $3.50 to $4 per barrel; Kings, $4 to $5; Baldwins, $3.50 to $4; Hulberson, $3.75 to $4; Greenings, $3.75 to $4, demand fair; quinces, $5 to $5.50 per barrel, demand good; California oranges, $6 to $7 per box, demand good; Florida grapefruit, $6 to $6.50 per box, demand fair; Jamaica oranges, $5 to $5.50 per box, demand fair.

Nuts.

Almonds, 21 to 22 cents per pound; Brazil, 11½ cents; filberts, 10½ cents; pecans, 16 cents; marbot walnuts, 12 cents; mixed nuts, 11½ cents, demand poor; green peanuts, jumbo, 8 cents; fancy, 7 cents; choice, 5¾ cents; roasted, jumbo, $1.65 per bushel; fancy, $1.50; choice, $1.25, demand fair.

INDIVIDUAL MARKET REPORTS.

Coffee.

Santos coffee, of which there is no doubt a considerable shortage in the production this year as compared with the requirements for consumption, has been ruling very firm, and at no time during the present crop season were any large quantities on offer such as we have been used to see on the market in past years. The premium paid for Santos coffee over the price ruling for Rio exceeded in a great many cases 1 cent per pound, grade for grade, and this premium is likely to be increased still further.

The government holdings are apparently kept intact, and it is the general impression that none of that coffee will be sold unless a much higher price is reached. There is, however, enough coffee to go around for all purposes at the present time, but these conditions will only govern as long as the receipts are large. It must not be overlooked that the available visible supply will be cut into perceptibly towards the end of the fiscal year. If we are not entirely mistaken in our ideas with regard to the size of the crop, higher prices are bound to rule later on, unless the Sao Paulo Government is willing to meet some of the trade demand.

In making this assertion, we have in mind only actual Santos coffee. Options, which are based on the import cost of Rios and Bahias, and primarily on the prospects for the growing crop, may not respond to the same extent. Furthermore it is almost certain that speculators will not enter the market for a bull campaign with the present enormous visible supply, no matter how small they believe the current crop to be. Even the trade is not willing to stock up; it has shown remarkable powers of abstention for over a year past; but this makes the position so much stronger, as it insures an uninterrupted and steady demand distributed throughout the year.

Importers and jobbers who have sold against their stock (and there are many of them) will buy, and are buying back their options as they make sales of the actual coffee, thus lending some support to values on the Coffee Exchange.

With regard to the growing crop, reports have reached us that the flowering up to the end of September was very moderate. The trees, however, have a splendid appearance, being full of leaves, and we have received news recently that the flowering so far this month shows some improvement, which may extend, in fact, promises still better results during the rest of this month. The weather is fine, the trees are strong, and whatever flowering takes place will most likely turn into fruit. A larger crop than was produced this year may therefore be reasonably expected. How much larger depends entirely on the extent of the flowering during the next two weeks.

Pending the above-mentioned developments, it seems advisable to pursue a conservative course. Cables will no doubt reach here, off and on, reporting conditions as the respective senders may con-

struc them. These cables are often sent for the purpose of influencing the market and should be accepted with due allowance.

With regard to mild coffee crops, we can only reiterate our previous estimate of 3,000,000 bags (exclusive of Bahia and Victoria). This estimate, although seemingly a low one, is based on the shortage of the crops in Central America, Venezuela and East Indies, as reported to us by reliable correspondents.

Washed milds of prime quality continue to be in good demand, with available supplies down to a minimum. Unwashed of medium and low grades remain neglected, although the supply of these is only moderate.

HENRY NORDLINGER & Co.
New York, Oct. 18, 1907.

—

Spices.

The market continues active and the principal feature of the week has been a decline in peppers. We are advised, however, by cable that the decline in peppers has suddenly stopped. The decline in the past two years is about 5 cents. The crops last year were large. This year, however, they are below normal. The consumption has been very large.

Peppers.—We think that the market has reached bottom and the present should prove a most attractive time to make purchases.

Cayennes.—Mombassas are about closed out. Bright Japans continue scarce and in good demand.

Cloves.—Spot stock is scarce Large consignments are en route, prices for import being low. This is for new crop cloves. This stock, however, is not as satisfactory as good old dry cloves.

Pimento (Allspice).—The crop is exceedingly small, in fact, smaller than during the past twenty years. The market, therefore, is strong, with upward tendency.

Nutmegs.—Low prices continue to rule. The demand is very good.

Mace.—Prices firm, the demand good and prime stock continues scarce.

Gingers.—Prices remain steady, but unchanged. It is reported that Cochin stock will be very small.

Seeds are very active, especially Caraway and Celery. The import cost of Caraway to-day is about 8 cents. Celery is also much higher, and no decline is anticipated. Mustard seed is exceedingly scarce, especially good grades.

McCORMICK & Co.
Baltimore, Md., Oct. 18, 1907.

—

Baltimore Canned Goods.

Though less spectacular as to the size of the orders to buy tomatoes, the aggregate sales were but little under the total of the business done in that article in this market in the previous week or the week before that. Heavier frost on three nights, and the first appearance of ice in the mountains near us, hurt corn more than tomatoes, the latter escaping it almost unhurt. The crop is about cleaned up anyway, so that it won't make very much difference how soon a killing frost comes. The tomato statisticians are already at work and the first "guess" is that the output for the whole country will total 8,500,000 cases this year, as against a little over 9,000,000 in 1906. Regardless of figures in that direction, there is a strong market ahead for the canned article, and those who are still awaiting lower prices before buying their winter supply may have to pay a premium before long. There will be no famine in tomatoes before the next canning season rolls around, but the character of the present buying indicates a steady if not a rising market, especially in view of the high prices of all other vegetables.

From out of the depths, within the span of only one season, canned corn has again risen to a place of respect and esteem in the list, and to-day it is one of the strongest articles in the market and quite active at the top prices of the year so far. String beans are strong and active and there is a good demand for sweet potatoes, spinach, baked beans, peas, etc.

New pears are fairly active and apples are in excellent demand, the advanced prices not hindering the sale of them very much. It looks like there will be a very small supply of those two articles this winter, and the same remark applies to all canned fruits here without exception.

The fall canning season for cove oysters in Baltimore is at hand and shipments will commence shortly.

THOS. J. MEEHAN & Co.
Baltimore, Md., Oct. 18, 1907.

—

No. 2.

Though the tomato pack in some sections has been comparatively good and is still going on to some extent, offerings are light. None of the packers will probably have much of a surplus, and there seems to be a disposition to wait until the season is entirely over and all orders already booked are shipped before taking any further business. The heavy sales of futures has been keeping packers busy during the season and there has been so much additional business right along that there cannot be much of a surplus left over in this section. This, together with the shortage in the West, makes the market look healthy. Our business has been good. There has been a heavy demand for unlabeled tomatoes at 90 cents Baltimore, though it is a difficult matter to buy them.

Maine style corn is selling freely. There is very little of it lying around under 80 cents per dozen.

The market on country pack sweet potatoes closes very much stronger. We are paying 90 cents Peninsula, against 85 cents last week.

Packers are being pressed to take business for future spinach, but very few of them are quoting. There has already been considerable business booked at $1.10 for No. 3 and $3.50 for No. 10.

We are quoting No. 3 standard apples at $1 and No. 10 standard at $3.35 per dozen for prompt shipment. These prices are being firmly maintained. As the season advanced there has been a steady upward tendency and the predictions of a break have so far been pretty wide of the mark. The fact is that the market was so bare that the demand is naturally good, and orders which packers are taking are keeping them pretty well sold up most of the time.

THOS. G. CRANWELL & Co.
Baltimore, Md., Oct. 18, 1907.

—

Imported Fish Products.

Holland Herring.—Market is unchanged. Supplies are coming in freely, but demand has improved, so that prices are about same. They are likely to go higher when the cold weather sets in.

Norway Herring.—First shipments have come in and show beautiful quality. Prices are so extremely low now that they are likely to advance shortly.

Stockfish.—Shippers in Norway not having received orders as freely as they expected have now reduced the prices, but not sufficiently to induce buyers to come into the market freely. They will have to go down further before they will stimulate the demand.

Imported Oil Sardines.—Absolutely no change. There is no catch and no stocks, and an excellent demand which cannot be satisfied. The trade has turned to Norwegian smoked sardines as a substitute for the French and Portuguese. We are advised by cable from Norway that not more than half of contracts for brands of smoked sardines will be executed this season. It is only natural that prices for smoked sardines should go higher.

Norway mackerel are now coming in. Catch will be about 7,000 barrels less than last season. The prices for Norway mackerel are extremely high, but this is a natural consequence of the keen competition amongst the American buyers in the Norwegian market. The prices paid to the fishermen for the fresh mackerel have never been equalled. Norway mackerel are today a luxury and still they sell and sell freely at present asking prices, which are several dollars per barrel higher than when the market opened up when the first shipments arrived here. There is no chance of lower prices for Norway mackerel this season and there will be hardly enough to satisfy the demand.

STROHMEYER & ARPE Co.
New York, Oct. 18, 1907.

MARKET NOTES.

The tomato season is gradually nearing its close. A few tomatoes are coming forward and jobbing from 15 to 30 cents, but the quality is mostly poor.

—

A few peaches are coming in from New York State, but they are mostly small and poor. The range in price is $2 to $2.50 per case, and the demand is light.

—

Black wine grapes average $2.50 per 100 pounds, and Niagaras about the same. Small baskets range from 12 to 14 cents, and large from 23 to 25 cents.

—

Sweet potatoes range from 50 to 55 cents per basket, which shows an advance of about 20 cents in a week. Shortage is the cause.

—

White potatoes promise to be high. The range is 80 to 85 cents and prospects point to $1. A normal price at this season would be 50 to 60 cents. A heavy proportion of the crop has rotted in all growing sections.

—

New Florida eggplants are in ranging from $1.50 to $1.75 per crate. Jerseys are about yet, ranging from 30 to 40 cents. The latter however, though cheaper, have very poor keeping qualities.

—

The first new crop Florida beans have come North, but scarcely brought expressage. Virginia beans average $1.25 per half barrel. Jersey beans are still hanging on at 40 to 50 cents.

What Soap Powder Are You Selling?

It is easy for anyone to tell you that their soap powder is the best, but it is not so easy to prove it. Few of them will invite comparisons and submit to tests such as Chas. W. Young & Co., of Philadelphia do, with their *Pearl Borax Soap Powder.* This powder is the purest and whitest on the market, and cleans without injury, either to the fabric or the hands. It is put up in full pound cartons and the cartons are redeemed by gifts.

"See here," howled the grocer, "does it take you four hours to carry a basket three squares and return?"

"W'y," said the new delivery boy, "you told me to see how long it would take me to go there and back and I done it."

THE SCIENCE OF ADVERTISING

his Department is devoted to the criticism dvertising matter sent in, to the devising ew advertising ideas for special occasions, n request, and to the suggesting of original ertisements when data is supplied. All mmunications sent in for this Department uld be addressed to the Editor of Science Advertising. They will be filed in their er and taken up according to strict rotation.

I may have bored the readers of s department by the frequency th which I have reproduced the vertisements of Lehman & Co., e Trenton, N. J., grocers, of late, t they are so far above the average that I have deemed them particularly good as examples of what good grocery advertising ought to be. I want this week to reproduce just one more, and then I am through with Lehman & Co. for a while.

* * *

The advertisement which appears below I consider just about as good a retail grocery advertisement as I ever saw. If it is possible to guarantee an advertisement to get results I would consider it safe to guarantee this one, always provided it is placed in good mediums. In the original it measures 10 inches double column, and I reproduce it slightly smaller than the original:—

"You Get It Cheaper at Lehman's"

A Little Chat About Things That Break the Sameness of the Dinner Table. By Lehman.

Apple Butter

Find out what Apple Butter is. What it tastes like. What it looks like. It can be done for 12c and that gets you a pound. No more wholesome, no more palatable preserve is made. Smooth as a little ball of butter, that clean, melting, dreamy taste. It's hard to quit it. It's an effort to say "That's enough, thanks."

Peanut Butter

The world is just discovering the nourishment that is hidden away in the little, common, every day, often-despised peanut. Science is a wonderful revealer.

Now, we have the very essence of the peanut in the form of Peanut Butter. It, too, is sold at Lehman's by the pound for only 20c. Think of that. The poorest of us can afford the richest. The richest of all nut foods for about half the price of creamery butter. Makes a rare sandwich. 20 cents

Salt Mackerel

Did you ever see the day you could not enjoy a piece of new salt mackerel? Boiled a little and broiled a little, served with a boiled potato.

No other October breakfast dish can touch it.

Here you'll find the real Irish coast catch. Here, too, you'll see laid out the big Norwegians with their shiny blue-black backs and their thick, meaty sides—Oh, they're a picture even as they lie dripping here into the barrel. By the pound, 12 and 18 and 20.

The Grapes

More Grapes.

More Concords and Niagaras packed in handle baskets, at the foolish price of **14 cents.**

Every one of you that reads this can afford a basket. 14 cents.

Why, you've paid 25, yes and 30c, many a time and thought nothing of it. Our ear is at the phone. How many?

Peach Perfection

Peaches were aggravating this past summer. They were like Dan Dawson's pumpkin, "Good and handsome lookin', but nothin' doin' inside."

Friends, we have a California canned peach on our shelves at 25 cents that for color, for size, for flavor and for general perfection beats all records and is a credit to the man who sells it and a joy to the home that buys it.

Yellow as gold. Without a blemish. Preserved to the most finished nicety in the finest of heavy syrup. It really isn't fair not to try even one can. 25.

LEHMAN'S DEPARTMENT FOOD STORES

In matter, this is an extremely ell written advertisement. Perps the writer of it let his imagiation gambol too freely when he eferred to apple butter as having a dreamy" taste, still I have never asted apple butter and cannot speak exactly. Practically throughout, however, the wording of this advertisement is seductive, persuasive and just as sure to get results as anything can be sure. The appearance, however, is spoiled in my judgment by those heavy pieces of rule that have been used beside and below the heads. There was absolutely no need of anything so black—a light rule about half that thickness would have made a much better appearance. The type in which the headlines appear is also a little heavy but not enough to do much harm. The trouble is with those rules—they are out of all proportion to the necessities of the case.

* * *

I am waiting for more matter.

Bad Eggs and the Food Law.

In the last issue of the "Egg Reporter" a correspondent writes the editor as follows: "Would you kindly send me particulars concerning the sale of rotten eggs as described by the National Pure Food Law? We want to publish this in the county papers, as most of the farmers around here do not know it is unlawful to sell rotten eggs and are acting accordingly. We candle our eggs and find lots of bad ones. It would be a fine thing if all the newspapers in the country would publish this law and stop the enormous loss of which some of the 'easy' dealers are now standing and letting sellers 'gouge' them. We think this particular egg law is one of the best in existence and should be enforced, which will be the means of saving the produce dealers thousands of dollars, as an egg will then have to be tested direct from the farmers and the proper parties will then have to stand the loss." The paper's reply was as follows: "There is a clause in the National Pure Food Law which reads that any food will be considered adulterated 'if it consists of the whole or any part of a deceased, filthy, decomposed or putrid animal or vegetable substance, or any portion of an animal unfit for food, whether manufactured or not.' This law is plainly applicable to eggs and is being so construed. But there are no facilities for enforcing it to any great extent, and, although the law is now in force, it is not being enforced vigorously, though it ought to be. The suggestion you make of having the county papers publish this information is certainly a good one. Write the Agricultural Department, Washington, D. C., for a complete copy of the law. In it you will find this clause with penalties."

Snider's catsup is thoroughly sterilized after being bottled. None of the good qualities can get out—no impurities can get in.

AGENTS WANTED

To Solicite Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as side line.

LOOK FOR THE

GLOBE

On Hams, Bacon, Lard and Sausage; if you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

JACOB C. SHAFER CO.

516-18-20 Lexington St., Baltimore, Md.

Tourist Almoco Golden Drip

These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.

Levering Coffee Co.

Baltimore, Md.

Established 1842

71% PROFIT

GOFF'S COUGH SYRUP

Write for special proposition to grocers.

S.B. GOFF & SONS CO., Camden, N.J.

ESTABLISHED 1872

PENNYWASH

A FAMILY WASHING IN 30 MINUTES FOR 1 PENNY

NO BOILING NO RUBBING

THROW AWAY WASHBOARD, BOILER & MACHINE

Absolutely harmless. Can be used in hard and soft water; saves money, bad temper, lame backs; cleans and purifies everything washable; saves coal and gas

AT ALL GROCERS

Pennywash Co. 1920 Park Ave., New York

Make 'Em Show.

You know it's always been a favorite idea of mine that a man ought to be compelled to show some fitness for business before he's allowed to go into it.

Not so much for his own protection as for other people's.

It might be done by some sort of a licensing scheme, and it ought to be done.

As it is now, any lunkhead can go into any business he likes, except of course lawyer, doctor or druggist. He can go into business with no sort of fitness for it, without any brains, and he can simply turn things inside out in two weeks. Cost his competitors hundreds of dollars and simply run amuck generally.

And when he's done that, nobody can get back at him. Even the men that he owes money to can't get back at him, because the collection laws were made to protect him and not them.

Surely we have a right to be protected from a man like that. I hold we have a right to say to the Government, "either you make this man show that he's fit for business before you let him go in business, or if you let him go in without the slightest idea whether he's fit or not, then give us laws that will let us get back at him after he's hurt us."

I heard of a case the other day that I can cite right here. The fellow chiefly concerned in it used to be a clerk in a fancy grocery store on Walnut street, Philadelphia. I understand he was a pretty good clerk, too.

He got the idea he wanted to go into business for himself, and he borrowed the money from a brother and bought a store in West Philadelphia.

It was a good store when he bought it, but its own mother wouldn't have known it six months after. The fellow fell down completely, proved obnoxious to a big slice of the trade, and in a very few months he wasn't making expenses.

He blamed it on the location, though the location had supported the store for six years before he bungled it. He rented another store in another part of the city and moved his remnant of stock there. He did a little better there, but not enough to keep going. People who kept in touch with him told me he was the most lamentable failure as a manager of his own business that ever came down the pike. He soon petered out in the second place and went back to clerking. He owed a lot of money when he went out, and still owes it. I was told his brother lost all he lent him, too.

Clerking wasn't exciting enough for this man, after running two businesses of his own, so pretty soon he got itchy again for his own store. The failures he'd made didn't daunt him at all—he blamed 'em both on other things than his own fatheadedness.

Belonging to this man's church was a good old widow lady with a little money to invest. He got after her, swelled her all up with a story of how much she could make in the grocery business, and the poor innocent old soul finally agreed to back him. I believe she put up about $2,200 to buy another store—a first-class place out in Germantown.

He proved by the way he ran his third store that he hadn't learned a thing. Prosperous for twenty years, that store began to go down the day he took hold. Customers left, all the system the store had ever known disappeared out of the window, and the store was sold again last month. He had had it four months!

The widow lost over $800 by that deal.

Our friend himself has gone back to clerking, and let's all pray he'll stay there.

His brother whose money he lost can't get back at him.

The creditors that he left unpaid can't get back at him, because he has nothing but an unmitigated gall, and you can't levy on that.

The poor widow whose money he blew in can't get back at him.

But if they had all had the right to compel him to show his fitness for business before he went in, he wouldn't have gotten in, and they'd all have their money to-day.

By showing fitness for business I don't mean show information about goods. He had plenty of information about the goods. Anybody can have it who goes after it. I mean brains—common sens gumption!

As a matter of fact, many a r has gone into the grocery busir without the slightest informat about it and got along from start.

While others who knew all ab it went plumb to the bottom.

Horse sense is the thing. say it would be hard to find whether a man had that or no no, it wouldn't. I'll bet I could up some questions that would sm a lunkhead out in half an hour

Of course the minute you be to talk about putting hindrances the way of a man's going into bu ness you hear howls of interfer with "personal liberty." Well, interfere with the personal libe of a lunatic or a drunken man, do we? Why? Because they n hurt the rest of us.

And that's exactly why I w to interfere with the personal l erty of a lot of fellows who n be perfect gentlemen, but are sim exaggerated asses when they into business. They do a lot people harm. In fact there's limit to the harm they can do.

THE STROLLER.

Mechanical Accuracy.

Mechanical devices of all sorts for suring absolute accuracy are to be fo in every modern business house or st No business concern will attempt to ca on its business in this age of com tition and rapid improvement with the assistance of the many mechani devices.

In the first place, when all records operations are left the memory, it is most impossible to obtain accuracy.

In the second place, much more ti is required than the business man afford to spend.

Slices Everything from 6-pound Knuckles to half-ounce Ends.

FACTS, INTERESTING FACTS

A. W. Johnson, a retail grocer, invented, patented, and is now manufacturing Johnson's *"EVERSHARP"* slicer, the only machine that ever did slice soft, moist, cured beef to perfection. In less than a year's time his retail sales of sandwich sliced beef increased to 300 pounds a week in warm weather and 250 pounds a week in the cooler season. While his full size slices, so smooth, broad, thin, moist and glossy cheerfully sell for 36 cents a pound, affording him a handsome profit of $38 to $45 a week on dried beef alone, with a pleasing increase of trade in other goods.

Edward M. Fithian discarded a much advertised rotary cutter and installed a Johnson's *"EVERSHARP"* more than a year ago. His being the only store in Bridgeton, N. J., able to slice dried beef to perfection, he acquires distinction, prestige, increased trade and profits.

Lehman & Co., Dover, N. J., equipped with a circular knife slicing machine, discontinued cutting dried beef because the time, trouble and waste meat counterbalanced the profit on their sales. They have just installed a Johnson's *"EVERSHARP"* and are advertising sandwich sliced beef in full size slices, broad, smooth, moist and delicious.

This as a leading article to draw trade and incidentally yield a profit of 60 per cent.

Send for a sample of sandwich sliced beef and cease to wonder.

A. W. JOHNSON, New Brunswick, N. J.

Buy Holiday Goods Now—Of Us Only

B·B

Because—ours, besides being the largest line, is the only one **still COMPLETE.**

The entire line—including the very last of the Christmas novelties—**with net prices in plain figures,** is shown on our sample floors in six cities and in our Santa Claus catalogue, just out.

With this catalogue before you—**in your own store,** right now—you will have by far a wider range of choice than the merchant who picked from one of the smaller lines—in market—weeks ago.

But—even our line cannot long withstand the present tremendous buying onslaught. "Cuts" are sure to multiply fast from now on.

Besides with the beginning of your own holiday rush so near at hand TO-DAY is late enough for the start of YOUR holiday campaign.

Make your first move the getting of our Santa Claus catalogue, and then immediately pick YOURS from its goods, and plan for using them resultfully.

NOW—write for catalogue No. D634, the Santa Claus edition.

B·B

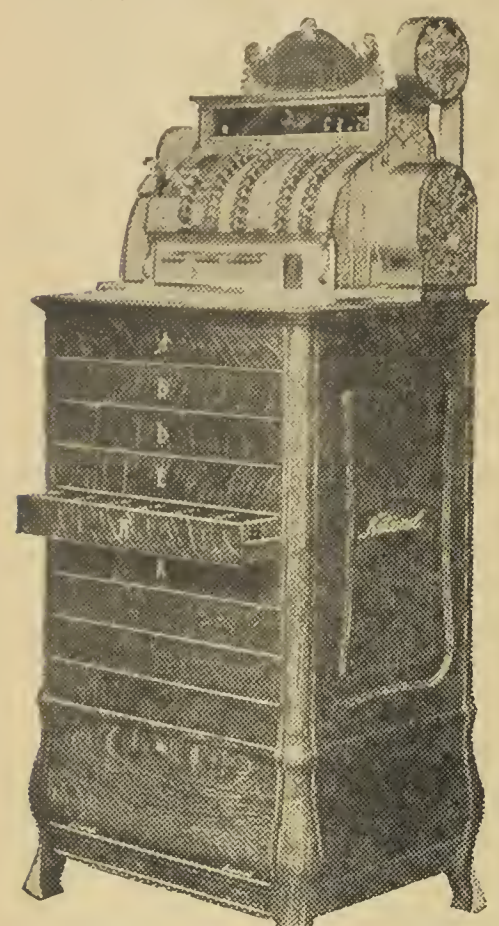
BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: BALTIMORE, DALLAS

Adding machines, computing scales, adequate filing systems, typewriters, telephones and the rest are as necessary to the modern storekeeper or business man as the chair or counter.



For the man who sells groceries, perhaps the most modern and the greatest money saver has not been mentioned—the cash register. One of the most infallible proofs of the value of this system is the fact that it is practically impossible to find a grocery store of any size which is not provided with a cash register system.

A cash register system is more than a cash register. A cash register system, when used to its fullest extent, not only will guarantee that every customer will be satisfied, but it will bring new customers to a store. Every storekeeper is well aware that "good will" is a very tangible asset. It is also certain that a satisfied customer personifies this quality known as "good will." When the customers of a certain store are convinced that they not only will be treated courteously, but that every transaction which occurs in the store is absolutely mechanically correct, they will not only continue to trade at the store, but they will also recommend it to their friends.

The receipt issued by the National cash register and given to the purchaser indicates that the record has been made in the register exactly as it appears on the receipt, and that there will be no question regarding the payment or non-payment of the bill. In almost every grocery store it happens that a large per cent. of purchases are made by children. When a mother gives her little boy or girl a quarter with which to buy 12 cents' worth of goods, she knows when her child comes home with a receipt for 12 cents and the 13 cents change that both the storekeeper and the child are honest.

Perhaps the chief value in this particular instance is the fact that temptation has been removed entirely from this little child. For if the storekeeper had not given the child a receipt for the amount of the purchase, it would have been posible for this young child to buy 10 cents' worth of goods, spend the 2 cents for candy and begin a habit which might eventually land him behind the bars. Thus it is evident that mechanical accuracy is not only a business good, but a moral good as well.

Another important value of this receipt is its advertising value. By this you actually place an advertisement in the hands of every customer. It does not matter whether the person purchases 2 cents' worth or $200 worth of goods in your store, he takes home with him a neatly printed card upon which is the advertisement of your store.

One of the most important characteristics of this sort of a system is its assistance in making clerks more efficient. Every sale made by each individual clerk, that is to say the register shows at the end of the day the number of sales made by each clerk and the exact amount of money which each clerk handled for that day. If there is any mistake, however small this register places the responsibility and furnishes proof in the smallest possible space of time. The result of this is that each clerk knows exactly what every other clerk is doing, as well as the business he himself has done. He knows that if he makes a mistake, he must assume the blame. It is impossible to shirk the responsibility or blame it on some other clerk. By placing a premium upon the efficiency of his clerks, it is very easy for the storekeeper to stimulate them to better work. When a careless or lazy clerk discovers that everyone else in the store knows his carelessness and laziness, it is pretty safe to say that he will put forth greater efforts and that he will sell more goods.

One of the most trying departments of any store, unless the storekeeper has an entirely adequate system, is the credit business. Unless there is some mechanical device which will ensure a record of every charge sale, there is sure to be a dispute regarding bills; there are sure to be a lot of credit sales which the clerks fail to charge. Storekeepers who do a considerable business are well aware that many goods get out of the stores for which they receive nothin They also know that disputes over bil invariably result in loss of custome To eliminate this trouble and loss money, the mechanical accuracy of t National cash register system is perfect and entirely adequate.

The proprietor of every store has t right to know exactly how every det of his business is conducted, and mu keep in close touch with it or sm leaks will grow into large ones.

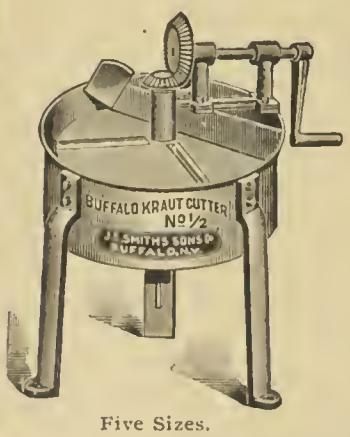
Bad system or the lack of system ha caused more failures than any o agency. It's the little leak, which b comes a great one, or multiplies into number of little leaks, which sap a bu ness of its profits.

The sales strip, upon which is aut matically printed a detailed stateme of every transaction of the day, giv the owner of a cash register system t information which he must have if would get the greatest possible bene out of his business. The sales strip m be detached each night and mailed to t storekeeper. When he is away on bu ness, he can keep in absolute touch wi every transaction that occurs in h store. The information on each sal strip indicates whether each transacti is for cash, money received on accou or charge sale, or money paid out, whether the cash drawer was opened change coin or bill and the initial of t clerk making the transaction.

The register gives the storekeepe along with this detailed statement, t total business of the day, total sales each clerk. With this information hand the storekeeper will spend a fe minutes balancing up his affairs for t day, when he would spend hours a fe years ago, before cash register syste were perfected to the extent they a now.

Every storekeeper places a mon value on his time. The time sav

Boom Your Own Business



Five Sizes.

Do you know that you can make your own sauer kraut and please your customers because it is home-made?

Do you know that all that is necessary is cabbage, salt and one of our Kraut Cutters?

Do you know that the profits you make on it will be big enough to pay for the machine in a little while, and that when that is done all you make is net?

Good kraut recipe free.

Order through jobber or direct.

John E. Smith's Sons Co.

51 Broadway - BUFFALO, N. Y.

HOW TO MAKE YOUR ADVERTISING PAY

Every { MANUFACTURER / JOBBER / RETAILER } **NEEDS THIS BOOK**

JUST OFF THE PRESS

[200 pages, 8 by 11; 225 illustrations]

Invaluable to a manufacturer, jobber, or retailer. It is a complete

ENCYCLOPEDIA OF ADVERTISING;

Covers every branch of Newspaper, Magazine, Trade Journal, Street Car and Billboard Advertising. It fully explains how to prepare your own advertisements, where and when to place it to secure the best results at the lowest cost; how to develop a Mail-order Business; the cost of making Booklets, Catalogues, Mailing Cards, Folders, and Circulars, Window Dressing, Office System, Business-letter Writing, Law of Trademarks and Copyrights, Distributing Samples, Arranging Demonstrations, and hundreds of valuable suggestions to increase your business.

As a special introductory offer, we will send this $10.00 volume to any address in the United States or Canada, charges prepaid, for **$3.00**

Address all orders to **CHAS. S. QUINN, PUBLISHER**

236 SOUTH ELEVENTH STREET, PHILADELPHIA, PA.

A Wonderful New Process

No pickles packed in glass can approach **Hoffman House** little pickles, packed in tin.

They are unquestionably the most delicious little pickles packed, not because they are packed in tin altogether, but because they are prepared by a new process, owned and used by us alone.

Tenders them without destroying crispness, gives them an extra spicy vim, and entirely eliminates that harsh vinegary bite that keeps the eater of some pickles from eating all he wants.

Packed by THE J. WELLER COMPANY, Cincinnati, Ohio

king over accounts amounts to many ars every week.
hus, with mechanical accuracy, a -class cash register system gives the ekeeper absolute protection, increases sales, makes a merchant out of every k, tells the total of each clerk's sales, s who is the best clerk, stimulates effi- cy, indicates the number of custom- waited on by each clerk, shows who

h Sale by rk A

arge Sale by rk B

are shows when oprietor left store

oney Received a Account by erk E

ace shows when oprietor returned

oney Paid Out Clerk A

★A	1.00
ChB	0.45
RcD	2.00
PdE	0.50
★K	0.00
★B	0.50
★H	1.72
RcE	5.00
★D	0.58
ChB	2.35
★E	3.42
PdA	0.50
★K	0.78
★B	3.45
★H	0.24
★E	0.00

Section of sales-strip showing detailed record of sales, amounts and initials of clerks.

akes mistakes, furnishes a valuable vertising plan, balances the days busi- ss in a few minutes, records cash sales, arge sales, C. O. D. sales, money re- ved on account, money paid out, every ne change is made, puts the storekeep- in touch with his business to a cent, ether he is at the store or away from and last, but not by any means the ast, removes temptation and prevents just suspicion.
These are the styles of receipts and uchers issued by National cash reg- ers.

135 MAR 4

RcA 20.75

M. E. PHILLIPS

Fancy Groceries

429 Main St.

This is a receipt for your purchase

Receipt issued by Clerk A for payment on account

273 MAR 15

PdK 1.35

GRANT & WELLS

Corner Grocers

A Word About Coffee

Java Blend	20c.
Boston Java,	25c.
Merique,	30c.

If you can beat above prices and quality, we will furnish you coffee free for one year.

Paid-out memorandum issued by Clerk K showing advertisement

They are printed by the register on white or tinted paper about as thick as a postal card. They are handed to the customer as a receipt or voucher for the sales.

Each receipt shows the date, the consecutive number, amount and kind of transaction, with the initial of the clerk who made it, together with any desired printed matter. This printed matter can be quickly changed.

The receipts can be used as a medium to draw cash trade by offering a discount, for which they give the cheapest, quickest and safest plan known. They can be used as a general advertisement of your store, or of special goods you want to push.

These receipts cost about 8 cents per 1,000.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 G St., N. W., Washington, D. C

Judge a Grocery Store by Its Butter

Ever think that people are more apt to judge a grocery store by its butter than by anything else? Possibly that's because badness in butter shows more quickly than badness in most other things. Whatever the reason, the shrewd grocer is just a little more careful to see that his butter is all right—and always all right—than he is about other things.

If he will adopt

Gurnse Butter

as his leader, he can relax his vigilance.

Gurnse Butter is doubly inspected and isn't sent out unless it is perfect—perfect in taste, smell, body, color and everything else—that's why it's always uniform.

Gurnse Butter is the finest creamery butter produced. It is all right and always all right.

P. F. BROWN & CO.
No. 39 S. Front Street
Philadelphia

As Staple As Sugar

GOOD soap powder is as staple as sugar. If you sell a good brand it is certain to sell in sufficient quantity to make itself profitable.

Soap powder would sell even better if some manufacturers hadn't used a lot of harsh alkalies that ate off the skin.

Snow Boy Washing Powder is little more than the purest soap, powdered for greater convenience, and rounded out with some other innocent and effective ingredients. It is a safe and splendid cleanser.

And the premiums your customers get with it are just as good.

Good Goods and Good Profits . .

Lautz Bros. & Co.
BUFFALO, N. Y.

The Inside of a Grocery Peddling Scheme

Interesting Data Concerning Chicago Concern's Prospective Effort to Sell Groceries Direct to Eastern Consumers Through Agents. The Drop Shipment Plan. "Can I Make Any Money Out of the Grocery Business?" How the Business Is Analyzed That the Last Drop of Profit May Be Squeezed Out. Sample Grocery Order from Agent.

The following want advertisement, which recently appeared in several Eastern daily papers, attracted the attention of a "Grocery World" representative:—

SELL GROCERIES TO CONsumers in towns and country; pays 35 per cent. profit; weekly advances; write for "drop shipment plan." Loverin & Browne Co., 1716 State street, Chicago.

Upon preliminary investigation, the concern whose name was signed to the above advertisement proved to have a mercantile rating of $75,000 to $100,000, which means that its fight for the Eastern peddler trade will not be hampered by lack of funds.

A "Grocery World" representative wrote for the details of the scheme and received a large batch of literature which makes very interesting reading. The concern operates entirely through agents or peddlers, and has two schemes. One it calls the drop shipment plan and its own description of it is as follows:—

OUR "DROP SHIPMENT" PLAN.

YOU SEND US THE ORDERS—"WE DO THE REST."

On this plan salesmen have nothing to do with collections or delivery of goods. They simply take the orders and mail them to us with their selling prices and shipping directions filled in. Each customer's order is packed separately and shipped C. O. D. and draft and bill of lading mailed to the bank or railroad agent for collection.

On this plan the customer cannot examine the goods before paying for them, because the railroad company will not allow the goods to be opened until the bill of lading is presented and, of course, the customer cannot get bill of lading until he pays the amount of the draft. We, therefore, send instructions to all collectors to hold the money five days, to give the customer a chance to take the goods home and examine them and if not satisfactory, all that is necessary is for them to notify the collector or ourselves and we adjust satisfactorily.

The invoice is mailed to the customer and a carbon copy to the salesman, showing his profits. We pay all collection charges on orders that amount to $5, wholesale, besides sugar, and add 10 cents to cover collection charges on orders below $5. Some salesmen feel that they can make more money by paying the freight, as they can sell more goods at better prices. We will prepay the freight, if mentioned on the order, and deduct from the salesmen's profit.

On orders shipped, we will advance commissions to pay salesmen's weekly expenses, in amounts not to exceed one-half of the profits, and make a statement monthly, or at any time desired, of all paid shipments and send check for all commission, less cash advanced.

We are the originators of this plan and our salesmen have sold goods in this way many years in the same locality. It suits the farmers, as they have their mail delivered every day, they receive their invoice and notice from the railroad company, and instead of having to go after their goods on a specified date, as on the delivery plan, they can go any day during the week that is convenient, and it does not interfere with their work. It pleases the salesman, as he does not have to spend his time delivering and collecting and can devote all of his time selling goods; furthermore, if he needs any expense money to carry him through, he has no trouble in obtaining an advance from us on his orders shipped. It suits us because we know just what we are delivering to each customer and can adjust anything not satisfactory. Not so on the delivery plan—customer and salesman both get tangled up and we cannot well adjust a transaction which we did not handle.

The other scheme is the ordinary one which has been so fiercely opposed in the West. The salesman gets the orders, bunches them in a carload order and when it arrives distributes their purchases to his various customers.

With both schemes it is the salesman who makes the selling price to the consumer. The concern says in one of its statements: "We do not pay any salaries or commissions, but we do what is better for good men; we make a net cost price on the goods and they make their own selling prices and profits, which gives them a chance to make from 10 to 15 per cent. better profit than they could make on a commission."

With this literature came a long statement headed "How Much Can I Make Out of the Grocery Business?" which reveals, better than any matter which the "Grocery World" has been able to present before, how these scheme peddling concerns and their agents analyze the grocery business and apply proper pressure so that the last drop of profit may be squeezed out. A number of self explanatory extracts are taken from the statement referred to:—

The following statistics have been taken from the records of our salesmen and a careful study of them in your own way will give you a better idea of what is practical than any comments we have made. No attempt has been made to select extraordinary or unusual examples, we have selected the average of these salesmen. To be sure, we have not selected poor salesmen, that would not be fair either to you or ourselves. It will be our endeavor to show you the average of a good salesman, that you may determine whether or not you wish to take up the work with us.

Our largest and best business is written in the rural districts among ranchmen and farmers. They buy in larger quantities and usually the best goods in the market; they will repeat their orders and be glad to see you again. These large ranches are usually long distances from railway stations, they cannot afford to send their supply teams in often, and they must make liberal purchases, in order to carry them through.

PAYS 35 PER CENT. PROFIT, OR 26 PER CENT. COMMISSION.

Our drop shipment plan is popular, as many of them come 150 miles, and it is not easy for them to calculate to be at a delivery on a certain day. There need be no doubt in your mind as to these men taking their orders and paying for them, as they make their preparations to pay for these supplies at such time. All they need is fair treatment on the part of the salesman. Loverin & Browne and the ranchman will do their part. They will give a large order, especially in the fall, when laying in their winter supply, depending upon the size of the ranchman and the amount of heavy staples ordered, seldom under $50, usually from $100 to $200, many in the $300 and $400 mark, and some above that. The largest order we remember shipping to any individual ranchman was $875. These large orders are only obtained by driving long distances, and a salesman many times will see but one customer in a day. While the expenses of the team may be heavy, living expenses are low, as you live with the ranchmen.

DROP SHIPMENT 4899-6.

	Cost.	Selling.
1—50 lb. Lov. Best Comb. Coffee	$11.50	$16.50
1—5 lb. Ex. Fcy. Gunpowder Tea	1.80	3.00
1—5 lb. L. B. Baking Powder	.60	1.50
1—16 oz. Lemon Extract	.58	1.25
1—16 oz. Vanilla Extract	.84	1.50
1—16 oz. Strawberry Extract	.84	1.50
1—16 oz. Wintergreen Extract	.84	1.50
1—16 oz. Pineapple Extract	.84	1.50
1—16 oz. Orange Extract	.84	1.50
1—16 oz. Banana Extract	.84	1.50
1—3 lb. Blk. Pepper.	.57	.90
1—1 lb. Whole Mace.	.50	1.00
1—2 lb. Cinnamon.	.52	.90
1—2 lb. Ginger.	.34	.80
1—2 lb. Pick. Spice.	.30	.75
1—6 lb. can Cocoanut	1.02	2.00
12—1 lb. Lov. Soda.	.42	.60
12—1 lb. Lov. Corn Starch	.45	.84
1—25 lb. Flake Hominy	.56	1.00
1—50 lb. Ch. Farina	1.75	3.50
1—5 gals. L. Best Drips	1.75	2.75
1—2 lb. Red Sugar Sand	.26	.40
1—2 lb. Green Sugar Sand	.26	.40
1—2 lb. Blue Sugar Sand	.26	.40
1—25 lb. Mixed Nuts,	3.75	5.00
1—25 lb. Imp. Sult. Raisins	2.38	4.00
1—25 lb. Ruby Prunes	2.50	3.00
1—25 lb. Jumbo Peaches	3.50	3.50
1 case, 25 1-lb. Macaroni	1.65	2.50
1 case, 12 1-lb. Noodles	1.20	1.50
1—15 lb. Flake Tapioca	.97	1.35
1—25 lb. Imp. Rice.	1.50	1.50
1—25 lb. Oyster Crax	1.37	1.87
1—1 gal. Catsup.	.60	.90
1—5 gal. Chow Chow	2.50	3.75
1—½ box Borax Soap	1.28	1.75
1 case Ker-O-Zino.	3.00	6.00
1—15 lb. Axle Grease	.45	.85
1—5 lb. Bull Durham Tobacco	3.25	2.25
12 cakes Tar Soap.	.65	.90
1—4 lb. Mot. Cast. Soap	.35	.95
1 set Bak. Dishes.	.30	.55
1 case A. T. Matches.	1.20	1.75
12 pkgs. Cigarette Papers	.24	.35
1— 10 lb. L. Layer Raisins	1.10	1.20
25 Draw String Bags.	.87	
	$62.69	$92.91

Commission on this order, $30.22.

The above is a fair sample of the average size order given by one of the cattle and sheep ranchmen of the Northwest. It shows the kind of goods sold and the profits. The following are only the totals, cost and selling of nine other orders shipped to the same place at the same time:—

Cost.	Selling.
$146.61	$203.15
127.58	158.24
96.97	122.27
34.45	44.00
93.76	129.29
43.54	59.32
131.42	177.34
44.31	63.75
40.05	57.43
62.69	92.91

The total cost of the ten orders, $821.35, total selling, $1,107.71, net profits or commission, $285.36; 35 per cent. profit on the cost, or 26 per cent, commission on the selling, the average size of these orders being $110 with an average commission of $28.50 on each order.

EARNS $6,000 PER YEAR.

We also have before us one of his orders, No. 4761-6, costing $295.38, selling $390.78. This same salesman also makes delivery shipments for his trade in and around the town. In one year we paid this salesman $3,000 in commission to be collected by the house, and he advises us that he made over $3,000 off of his delivery shipments. Out of this must be taken his expenses to determine his net earnings for the year.

PAY 54 PER CENT. PROFIT, OR 34 PER CENT. COMMISSION.

In reference to the following orders, 5899, 5356 and 4851, will give you an idea of what one salesman is doing selling this trade. His orders usually range $25, $50, $75 to $100. We have selected three of his orders in those figures. You will notice that 5356 does not pay as large a percentage of profit as the other two. You will also notice that one-third of his order is made up of sugar, on which he made no profit. You will also notice that he makes

leader of soda, starch, clothes pins, aker's cocoa, candy and sugar. very salesman in every business as his leaders, on which there is no rofit. Sugar is a great leader with ie local merchant, as you probably ave observed. These three orders how a net profit of 54 per cent. on ie cost, or a commission of 34 per ent. on the selling price.

DROP SHIPMENT 5899-6.

	Cost.	Selling.
—50 lb. Select Rio Coffee	$22.50	$39.00
—1 lb. A. & A. Soda.	.15	.12
2—1 lb. Lov. Corn Starch	.51	.48
—5 lb. Perf. Bk. Pdr.	.45	1.48
gross Clothes Pins..	.10	.10
only Wire Line....	.15	1.00
only No. 1000 Comb	.21	.35
—5 lb. Ex. Cho. B. F. Tea	1.60	3.40
—10 lb. Jewel Mix Tobacco	2.50	3.80
—10 lb. box Macaroni	1.65	3.00
boxes Carb. Cocoa Soap	.60	1.28
—25 lb. Spec. Jap. Rice	1.31	2.00
—6 lb. box. Lov. Starch	.33	.33
box Borax Soap....	2.45	3.45
—25 lb. Cal. Seedless Raisins	1.75	1.75
—25 lb. Clean Currants	2.12	3.13
—10 lb. Cherry Preserves	1.29	2.50
—30 lb. Compound Apple Butter	3.00	6.00
—2½ gal. Canada Maple Syrup	2.40	3.70
—1 gal. Lov. Catsup	.50	1.25
—3 lb. can Cocoanut	.51	.65
—1 lb. Baker's Cocoa	.33	.33
—2 lb. Rock Candy..	.24	.22
—5 lb. Hoarhound Candy	.55	.55
—5 lb. Mixed Candy	.70	.70
—5 lb. Baker's P. Chocolate	1.45	1.50
	$49.38	$82.07

Commission on this order, $32.69.

DROP SHIPMENT 5356-6.

	Cost.	Selling.
1—50 lb. Economy Blend Coffee	$ 8.00	$13.00
1—25 lb. Spec. Jap. Rice	1.31	1.38
4 boxes Carb. Cocoa Soap	.60	1.28
1—½ box Borax Soap	1.28	2.00
1—5 lb. Ex. C. B. F. Tea	1.60	3.40
1—5 gal. Lov. Best Drips	1.85	3.00
6—1 lb. A. & H. Soda.	.30	.24
30—1 lb. Lov. Corn Starch	1.28	1.44
1—5 lb. P. C. Bak. Powder	.45	1.48
1—12 lb. Sago	.72	1.00
1—12 lb. Pearl Tapioca	.78	1.00
1 bbl. Gran. Sugar....	15.84	15.04
	$34.01	$44.26

Commission on this order, $10.25.

DROP SHIPMENT 4851-6.

	Cost.	Selling.
1—50 lb. Economy Blend	$ 8.00	$13.00
2—1 lb. Jewel Mix. Tobacco	.40	.64
1 box Borax Soap....	2.45	3.25
12 packages Soapine..	.85	1.25
4 boxes Carb. Cocoa Soap	.60	1.28
6—1 lb. Lov. Soda...	.21	.24
1—2½ lb. P. C. Baking Powder	.25	.90
12—1 lb. Lov. C. Starch	.45	.48
1—30 lb. Compound Apple Butter	1.50	2.80
1—1 gro. Clothes Pins	.10	.10
1—100 ft. Wire Clothes Line	.15	1.00
1—1 lb. Black Pepper	.19	.20
	$15.15	$25.14

Commission on this order, $9.99.

FARMING AND TOWN TRADE.

The farming and town trade when worked together we believe to be the most substantial and profitable trade in this business, as it can be worked every day and for twelve months in the year, and there is a good trade to be found in every community. This trade usually combines the small and the large farmer in the rural district with the hotels, restaurants, boarding-houses and much large family trade in the town. The following is a series covering this trade:—

PAYS 77 PER CENT. PROFIT, OR 44 PER CENT. COMMISSION.

The following shipments, 1795 and 1799, were selected from twelve shipments made to one point in the same week, ranging in size from $11.65 to $30.65. total selling, $270.50, total cost, $153.04, leaving a net profit of $117.48; a profit of 77 per cent. on the cost, or 44 per cent. on the selling price. These orders average $23.54 each, and pay a profit of almost $10 each. A thorough study of the character of these orders, kind of goods sold, will show you that there is profit in the grocery business. You will notice that theses shipments contain neither leader nor unprofitable goods of any kind whatsoever, and that he obtains a very large percentage of profit on everything he sells. He has been selling goods for us for several years, and he holds his trade against all competition, selling it over and over each year.

DROP SHIPMENT 4878-7.

	Cost.	Selling.
1—50 lb. drum Maracaibo Coffee	$ 9.50	$16.50
1—5 lb. can Cocoanut	.85	2.00
1—10 lb. Cor. B. Powder	1.20	3.00
1—16 oz. Strawberry Extract	.84	1.80
1—16 oz. Vanilla Extract	.84	1.80
1—21 lb. Cinnamon Extract	.52	1.30
1—2 lb. Blk. Pepper..	.38	.60
1—25 lb. Axle Grease	.65	1.25
1 case Ker-O-Zino...	3.00	6.00
1—½ gal. Prep. Mustard	.20	.50
1— 15 lb. Spec. Style Rice	.79	1.20
1—½ lb. Nutmegs...	.18	.65
1—4 lb. Mot. Castile Soap	.35	1.00
1—25 lb. Lge. L. G. Prunes	2.00	2.75
1—12 lb. Raspberries.	4.14	4.80
1—16 oz. Shampoo...	.28	1.00
1—8 oz. Sewing Machine Oil	.09	.45
	$25.81	$46.60

Commission on this order, $20.79.

DROP SHIPMENT 1795-7.

	Cost.	Selling.
1—25 lb. can Coffee..	$ 5.00	$ 8.25
1 case Ker-O-Zino....	3.00	6.00
1—5 lb. Baking Powder	.60	1.50
1—3 lb. can Cocoanut.	.51	1.20
1—16 oz. Shampoo...	.28	1.00
1—4 oz. Perf. Petrolatum	.14	.45
1—4 oz. Red Fruit Color	.10	.20
1—2 lb. Cinnamon...	.52	1.30
1—½ lb. Who. Nutmeg	.18	.65
1—10 lb. Chickena...	.90	2.00
1—10 lb. Stock Food.	.60	1.00
1—8 oz. Lemon Extract	.32	.85

A Fastidious Man's Brand

Go anywhere in New England and you will find **DE RAGO OLIVE OIL** a household brand. This means much, for the people of this section are known for their fastidiousness the land over.

The brand isn't known so well outside because we are just starting to push it outside. It will be as well known, however, when we have finished.

We earnestly recommend **DE RAGO** oil for your special and particular consideration. It is delicious, superfine olive oil, quite the finest we have ever seen in an experience of many years. If you want an olive oil that is better than anything you have ever seen before, look up **DE RAGO.**

Jas. J. Loughery & Co.
IMPORTERS
Boston, Massachusetts

You must Advertise or Lose! Then why not Advertise wisely?

The best advertisers in the country—and they are all thinkers—tell you how to advertise successfully in

BRAINS

FOR

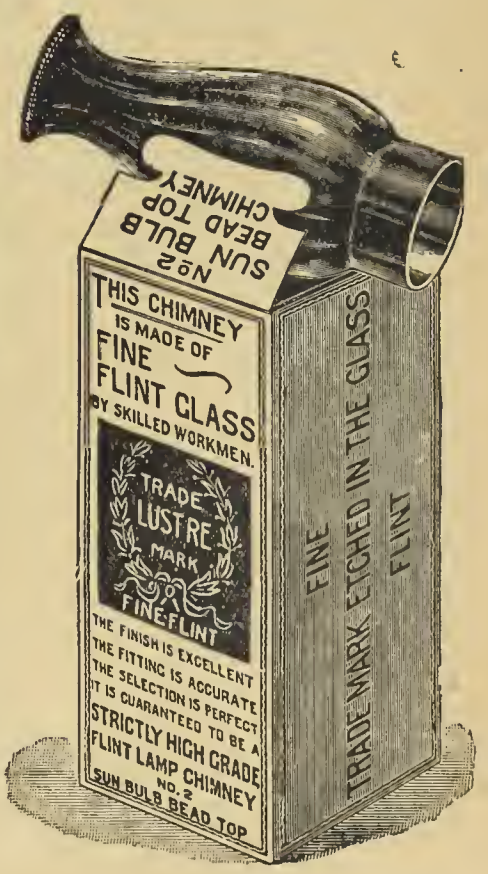
The Retailer and Advertiser

The very best examples of clever, money-making advertising in the world are presented weekly.

If you advertise without reading BRAINS you miss the benefit of other men's experience, men who have given years to the study of advertising.

Five dollars a year is all it costs, and its worth it. Sample copy 15 cents.

JAMES KNAPP REEVE
PUBLISHER
DEPOSIT, N. Y.



LUSTRE BRAND is a strictly pure flint glass selected lamp chimney, composed of the finest material money can buy, and will not break from heat.

For sale by all leading jobbers

R. E. TONGUE & BROS.
Allegheny Ave. and Amber St.
PHILADELPHIA

1—8 oz. Vanilla Extract	.44	1.00
1—8 oz. Peach Extract	.44	1.00
1—8 oz. Orange Extract	.44	1.00
1—4 lb. Green Cast. Soap	.40	1.00
	$13.87	$28.40

DROP SHIPMENT 1709-7.

	Cost.	Selling.
1—30 lb. lb. can Maracaibo Coffee	$ 6.00	$ 9.90
1—1 lb. Cinnamon	.26	.65
1—1 lb. Blk. Pepper	.19	.30
1—2 lb. can Cocoanut	.34	.80
	$ 6.79	$11.65

Commission on this order, $4.86.

There is very little that can be said about the following orders, 6682, 7263 and 7342, other than we would be glad to have you look these over, and also note the profits this salesman is able to obtain. He also makes no leaders, and you will note he makes a profit on every article he sells. He does give an earthen tea pot as a premium with five pounds of tea. These orders show a net profit of 67 per cent., or a commission of 40 per cent. on the selling price.

DROP SHIPMENT 6682-6.

	Cost.	Selling.
1—50 lb. Lov. Best Com. Coffee	$11.50	$16.50
1—10 lb. Coronet Bk. Powder	1.20	3.00
6—15 lb. Axle Grease	2.70	4.80
3—½ gal. Prep. Must.	.60	1.20
1—32 oz. Lemon Extract	1.10	3.20
1—5 lb. can Cocoanut	.85	2.00
1—5 lb. can. Lov. Best B. F. Tea	2.00	4.25
1 only Earthen T. Pot	.20	.00
1—2 lb. Ginger	.34	.80
18 packages Ker-O-Zino	1.65	3.00
1—1 lb. Nutmeg, Grd.	.40	.95
6 Am. Ball Blue	.15	.60
2—15 lb. G. H. Rice	2.25	2.40
1—12 lb. L. G. Prunes, Med.	.78	1.10
1—12 lb. No. 1 L. M. Raisins	1.08	1.20
1—12 oz. Electric Liniment	.45	1.90
12—1 lb. A. & H. Soda	.50	.60
1—16 oz. Chocolate Extract	.84	1.60
1—4 lb. Mot. Cast. Soap	.35	1.00
1—12 lb. Med. L. G. Prunes	.78	1.20
	$29.82	$51.80

Commission on this order, $21.98.

DROP SHIPMENT 7263-6.

	Cost.	Selling.
1—50 lb. O. G. J. M. Coffee	$11.50	$16.50
1—16 oz. Lemon Extract	.58	1.60
1—16 oz. Vanilla Extract	.84	1.60
1—10 lb. Coronet Bak. Powder	1.20	3.00
1—1 gal. Prep. Must.	.35	.85
1—15 lb. Axle Grease.	.45	.75
1—1 lb. Nutmeg	.35	.95
1—2 lb. can Cocoanut	.34	.80
1—2 lb. Blk. Pepper	.38	.60
1—14 lb. Mot. Cast. Soap	.35	1.00
1—60 lb. Navy Beans	1.60	2.20
1—15 lb. G. H. Rice	1.13	1.20
1—12 lb. Clean Currants	1.08	1.26
	$20.33	$32.13

Commission on this order, $11.80.

EARNING $2,000 PER YEAR ON 15 PER CENT. PROFIT.

Lumber and mining districts are not always as profitable as the farming and cattle districts or good town trade; one of our salesmen shows what may be done in such territory, and on a low per cent. of profit.

Referring to his last statem nt, we find that in July he sold 89 orders for $1,376.09, which cost him $1,209.28, leaving him a profit of $166.81; a commission of a little under 14 per cent. on his business for July. His 89 orders varied in size, ranging from $5 to $75, averaging a little over $15 each, and an average profit of $1.85 per order. This is the lowest average that a salesman is required to take. This low percentage of profit is due to the fact that these customers do not care for quality, but quantity is what they want, and at a low price, besides, they use a very staple article, on which there is very little profit Yet this point is counteracted by the fact that they buy often and use large quantities.

We give you below two of his orders, ranging in the $15 average. You will notice in the order No. B4299, that he makes but 1 cent a pound on his coffee, while other salesmen have been making from 5 to 14 cents, and that his $1.98 profit is made up in very small proportions on the five articles he sold, and referring to his order B4524, while he made $1.78 on this order, he was required to sell fifteen different kinds of goods to obtain this profit, and that his profit was very small in many cases. We consider this a good example of earning commission under the most adverse conditions that one could hardly meet in this business, and it also shows what may be done under such conditions.

That a good profitable business can be conducted on an average of 15 per cent. profit and that such profit can be realized under the most adverse conditions, these sales were all made on our "drop shipment" plan, the salesman had no time, trouble or expense in making the delivery or collection, and his $166.81 was a clear profit for the month, and the month of July is one of the quiet months in this business.

DROP SHIPMENT 4299-7.

	Cost.	Selling.
1—50 lb. drum Spec. Drive Coffee	$ 5.50	$ 6.50
1—25 lb. Med. L. G. Prunes	1.63	2.00
1—25 lb. Cal. Raisins	2.50	2.50
1—25 lb. Fcy. R. Apples	2.25	2.50
18 cakes Lov. Borax Soap	.72	
18 cakes Lov. W. Lily Soap	.67	1.75
	$13.27	$15.25

Profit on this order, $1.98.

DROP SHIPMENT 4524-7.

	Cost	Selling
1—5 lb. can Prime S. C. Jap. Tea	$ 1.47	$ 1.75
1—16 lb. Std. Club Ham	2.21	2.31
1—5 lb. Fcy. Af. Java Coffee	1.20	1.50
1—½ box Borax Soap	1.45	1.75
1—1 lb. Lov. E. G. Starch	.05	.06
1—5 lb. Navy Beans	.18	.20
1—5 lb. Special Style Rice	.26	.30
5—1 lb. Fcy. Seed Raisins	.62	.68
1—12 lb. Lge. L. G. Prunes	1.02	1.14
1—25 lb. Graham Flour	.50	.55
1—12 lb. Soda Crackers	.61	.72
6 cans No. 3 Apples	.48	.55
6 cans Fcy. Tomatoes	.60	.70
2 pgks. Ker-O-Zino	.18	.40
100 lbs. Gran. Sugar	5.12	5.12
	$15.95	$17.75

Profit on this order, $1.78.

FAMILY ASSORTMENTS PAY.

The following 4753 shows what this same salesman is able to do by selling one of our No. 7 Family Assortments together with other goods. He makes $9.30 on a $29 order. We think in many cases this is due to the fact that our salesmen hesitate to ask a price, while in these family assortments we fix the price that they should be sold for.

DROP SHIPMENT 4753-7.

	Cost.	Selling.
1 only No. 7 Family Assortment	$11.00	$16.00
Lov. B. Combination Coffee		
Eng. Bkfst. Tea		
Dinner Set		
1—20 lb. Std. Gun. Powder Tea	4.00	6.00
1—50 lb. Small L. G. Prunes	2.25	3.50
1—90 lb. Rolled Oats.	1.95	2.70
1—F 1650 Baking Dishes	.30	.50
1—bal. No. 2 Brooms.	.65	.75
	$20.15	$29.45

Commission on this order, $9.30.

HOTELS, RESTAURANTS AND BOARDING HOUSE TRADE.

A good business may be done with the hotels, restaurants and boarding houses, particularly in the smaller towns, large towns usually have wholesale houses from which they can buy, the same as the local dealers. One disadvantage is the fact that such trade places your customers so far apart, and it would not pay to travel by rail to reach them, but it is well to work such trade in the territory you are already working.

The following is an extract from the record of one of our salesmen who has been selling for us for some twelve years. He also carries another line, usually clothing or some line which he sells to the consumers' trade in the smaller towns. His recent statement shows a report of 33 orders sold for $550.43, house cost $409.77; net profit $140.66 or 34 per cent. The two following orders among the lot show their character and style. Many orders contained only two, three and four articles similar to 6105. The cups and saucers in this order were given as a premium, he makes no charge for these, but we charge him. Many salesmen give away premiums in this manner. Larger and more general orders run like 7153. A careful study of these two orders will give you an idea of what may be done among restaurants, hotels and boarding houses:—

DROP SHIPMENT 7153-6.

	Cost.	Selling.
1—50 lb. Lg. L. G. Prunes	$ 3.50	$ 5.00
1—25 lb. Jumbo Peaches	3.75	4.25
1—32 oz. Lemon Ex.	1.10	2.50
1—32 oz. Vanilla Ex.	1.60	2.50
1—16 oz. Strawberry Ex.	.84	1.25
2 cases Std. Corn	2.40	3.00
1 case Std. String Beans	1.40	1.90
2 cases Std. Pumpkins	2.60	3.20
2—1 gal. Lov. Catsup.	1.20	1.40
1—25 gal. Perf. Cream Bk. Powder	2.00	5.00
12 only Cups and Saucers	1.15	
1—100 lb. Bag Select Rio	14.00	19.00
1—2 oz. Dom. White Rose	.25	.00
1—10 lb. Wide Noodles	.55	.75
2—25 lb. drums Lov. Best Comb. Coffee.	11.50	15.00
	$47.84	$64.75

Profit on this order, $16.91.

DROP SHIPMENT 6105-6.

	Cost.	Selling.
1—100 lb. bag Select Rio Coffee	$14.00	$19.00
1 case A. T. Matches.	1.20	2.00
1—25 lb. Perf. C. Bk. Powder	2.00	5.00
12 Coffee Cups and Saucers	1.15	.00
	$18.35	$26.00

Profit on this order, $7.65.

Cheap Sugar Swindler Nailed.

William M. Wagner, charg with using the United States ma to defraud, through a sugar schem has been held in $1,000 for the a tion of the Federal Grand Jury United States Commissioner Ande son, at Cumberland, Md. Wagn advertised to sell granulated sug at 2 cents a pound. He would the first order, which was a sm one, and when the second order, larger one, with inclosure, can he would ignore it. These are t allegations, and it is said that he h victims all over the country. Jo D. Elbert came from Taylorsvil Ill., to testify against Wagner. saw an advertisement in whi Wagner offered to sell 200 poun of sugar for $5. He sent the mon and got the sugar. He then wr Wagner and asked him what would sell 8,000 pounds for. Wa ner replied $100, but said that $ must be in cash to cover frei charges, and the balance was to paid upon the receipt of the sug The $60 was sent by post-off order, but the sugar was not ceived. This happened last Ju Many of Wagner's victims reside Pennsylvania, one at Williamsp losing a large sum of money. T strange part of the affair is th Wagner made no attempt to c ceal his real name nor his identi

Armour Tries to Enjoin Michig Food Commissioner.

Arguments were heard at Joseph, Mich., last week in the ca of Armour & Co., of Chicago, w have asked for a permanent injun tion against State Dairy and Fo Commissioner Bird to prevent h from interfering with their bu ness in Michigan. The Chica firm complained that the Comm sioner has been reporting that th sausage products are adulterat with water and cereals. A temp rary injunction was granted so time ago.

ten for the "Grocery World."

rong Scheme of Life Responsible for High Food Prices

iladelphia Writer Says Wages Have Not Kept Pace With Food Prices and Cannot Under Present Method of Wage Earning. Several Staples as Examples.

here is probably not a day in ich the retailer of food products s not have to listen to the bitter nplaints of some of his customers regard to the high prices of al- st every article he handles. ese complaints are rendered the re trying to his patience from the t that he knows his business is s profitable than it was when ver food values were in force.

The consumer feels keenly every vance owing to the fact that ges have not advanced in pro- rtion to the value of the food ich he is obliged to consume to nserve his earning power.

Marx, the great German econo- st, some years ago announced at he called "the iron law of ges," which, summarized in a w words, amounted to this: ages, by an inexorable law work- g through the capitalistic sys- n, tended always to the point of bsistence; that is, an amount suf- ient to enable the worker to pur- ase food and clothing and repro- ce his kind. In other words, if a series of years wages advanced, would the price of those things cessary to support life.

This law he claimed would work ith positively automatic precision long as society lived under the ofit system. With our customary merican energy or hysteria we em anxious to more than prove Marx's law of wages, for we are ow engaged (or at least an all owerful, though infinitesimal mi- ority of our citizens is) in pushing rices upward with an ever acceler- ting speed, while wages lag hope- ssly in the rear.

There is a portion of our people hich seems to think that even the aw of gravitation does not hold good for the United States and that e can with perfect impunity vio- ate every economic law and still scape the penalty.

The highly organized trades have been able to compel an advance in wages most nearly approximating he advance in commodities, but have not succeeded in equalizing their wages with the enhanced val- ues. They comprise but a small portion of the wage earners, the vast majority of whom is compelled to curtail its purchases in either quantity or quality at the prevailing prices.

Take a commodity which is looked upon as a cheap diet, such as beans for an example. Crop reports on this article showed 15 per cent. below normal, while the price is over 40 per cent. higher than last year. It is claimed that the high price of other foodstuffs has or will force the people to use a greater quantity of beans, and hence the advance. This is true also of some other commodities which are classed as cheap diet. With the exception of tea, coffee and sugar the entire list of food products has advanced out of proportion to the purchasing power of the consumer. While glib-tongued and ignorant political spellbinders announce from the stump that we are living in an era of prosperity the thoughtful citizen knows that yearly his burden becomes heavier whether he belongs to the wage-earning or the so-called middle class.

Has the jobber been benefited by the constantly enhancing values? Under date of October 11th the New York "Commercial Bulletin," in speaking of the general grocery line, said: "While it may appear to the outsider the jobber must be growing immensely wealthy out of the prevailing prices, many a jobber finds himself in anything but an enviable position as respects earnings."

The era of high prices for foodstuffs has been of no permanent benefit to either retailer or jobber, but rather a detriment. Why is this? An intelligent answer to this would seem to be that the intensity of competition has forced an ever-increasing concentration of capital so that an ever-decreasing number of people must reap the benefit of the profit system. Yellow journals may indulge in personal attacks on the Rockefellers, the Harrimans, the Rogers, the Havemeyers, etc., but to what useful end? They are

Announcement!

Following numerous disappointments we are finally able to state that the

OPENING

OF

BURK'S ABATTOIRS AND SAUSAGE KITCHENS

will take place on Wednesday, October 23 and Thursday, October 24, 1907, from 1 to 5 P. M., and the readers of the "Grocery World" are most cordially invited to inspect what is conceded to be

The Finest, Cleanest and Most Sanitary Establishment under Government Inspection

for the **Slaughtering of Cattle, Hogs, Lambs and Calves,** and the preparation of Sausage and Meat Food Products.

Come, inspect it personally, and judge for yourselves whether the flattering comments of others are warranted

LOUIS BURK

GIRARD AVENUE AND THIRD STREET

PHILADELPHIA

not demigods, but merely creatures of the same race and blood as ourselves, and is not their success proof that our present economic system favored their development? Are they not the most fit to survive under the competitive system?

The "fittest" does not always mean the "best." Place a man and a tiger in a cage and the tiger is the most likely to survive, as he is the most fit for the environment. Can the conditions be changed so that the best will survive? Is it possible that a majority in place of a small minority shall reap the benefits of our enormous productive capacity? Unlike the sphinx of the ancients, who knowing the answer to the riddle of life refused to utter it, modern economic science will solve the riddle and a true economic democracy will insure to all our people at least equality of opportunity.

CHARLES W. ERVIN.

Phila., Pa., Oct. 17, 1907.

Figure This Out.

Manufacturers who have adopted premium schemes to create a demand for their products, have always given the premiums to consumers. Where manufacturers have offered an incentive to grocers to push their goods, the incentive has always been small. It had to be small, because no individual manufacturer could afford to give a grocer from his individual profits anything more important than a silk hat, an umbrella, etc. But when twenty or more prominent manufacturers, whose products are sold by grocers everywhere, set aside a part of their advertising appropriations to put into a fund to buy something substantial for the merchant, that something represents an article of sufficient value to make it worth the grocer's while to take a real interest in pushing the goods of the manufacturers who take this means of showing their appreciation of the grocer's services. That the importance of this matter may be plain to you, figure out the following: The Knickerbocker Chocolate Co., New York, gives you a quantity of Universal coupons with their Hasty Lunch Chocolate, Bedford and Blue Ribbon Cocoa. No better goods ever came into this market. Add these coupons to the ones you get with the products of the following firms and you will find you can save enough coupons in three months to entitle you to a first-class set of harness, a platform scale or a roll-top desk. In six months you can save enough to get a good runabout, in a year a good piano:

The American Premium Co., Philadelphia; Wrigley Manufacturing Co., Philadelphia; Franklin Baker Co., Philadelphia; the Porcela Co., Philadelphia; McCanna & Fraser Co., Philadelphia; John Scott & Co., Philadelphia; Weber & Loesch, Philadelphia; Wm. Dreydoppel's Sons, Philadelphia; J. W. Beardsley's Sons, New York; Dixon Crucible Co., Jersey City; Sea Foam Baking Powder Co., New York; Flodon Manufacturing Co., Boston, Mass.; Potter & Wrightington, Boston, Mass.

Within a month a number of other big local houses will join this enterprise. Don't you think this matter is important enough for you to push the goods of these firms? Don't you think the manufacturers who have been been first to recognize the grocer's right of consideration should have the grocer's hearty co-operation?

How Shall Grocers Raise Their Prices?

National Secretary Green Says It Is Highly Necessary to Do It, Since the Grocer's Own Buying Prices Have Increased. Everything the Grocer Uses Has Advanced, Yet in Many Cases He Still Sells at the Old Figures. National President Asks Justice as to Parcels Post from Roosevelt. Smash at Home Trade League.

Special correspondence of "Grocery World."

Cleveland, Ohio, Oct. 17, 1907.

The time has now come when a serious problem presents itself to the retailers of the United States, and that is the raising of prices on almost every staple article in the line. For years the consumer has been in the habit of paying 10 cents per package for cereals of almost every description. The price to the retailer has increased, with no increase to the consumer, and if there has been an increase in the price of any single article it has been met with criticism and unjust censure.

The cost of operating expenses, as well as the cost of the articles sold has increased very materially.

Help and rents have increased 25 per cent. or more.

Articles that were bought and sold for 10 cents a few years ago were put on the market at 75 cents to 80 cents per dozen. To-day those same articles are put into the hands of the retailer at from $1 to $1.10 per dozen, and horse feed, cost of wagon equipment, new outfits, and indeed every possible channel of operating expenses has increased so much that the condition now presents itself to the retailer in so forcible a manner that many are being financially crippled, and many more forced out of business.

There is but one way to remedy the situation, and that is a steady increase in the price to the consumer for goods all along the line.

It has been our purpose during the last few years to inform the retailer as to the cost of doing business and the absolute necessity of securing for himself a profit that will insure him a fair remuneration for the time and labor put forth in the efforts to satisfy the trade.

If there ever was a time that association was needed and an attendance at the meetings, that time is now. There is no dearth of questions to be considered, and it is only by a coming together and a unity of opinion, which unity of opinion can only be brought about by constant association, one with the other, that conditions can be improved.

Let the secretaries of the different associations make an extra effort to get together the retailers and take up these questions which are of such vital importance and provide for them information which should be brought very forcibly to their attention.

The summer is over. The time for taking up these questions is now, and the opportunity for increasing the membership and doing good for all concerned was never more apparent than at the present time.

Let there be a general renewal of interest all along the line.

* * *

The president of the National Association of Retail Grocers has addressed the following letter to President Roosevelt apropos of the parcels post agitation:—

His Excellency, Theodore Roosevelt, President.

Honorable Sir:—I have noticed by the daily papers, and it has also been called to my attention, an interview supposed to have been had between your honor and Postmaster-General Meyer in which it is stated that in your next annual report you will recommend a domestic parcels post.

The retail merchants of the country have studied this matter carefully for several years past and are fully convinced that the enactment by Congress of a parcels post law will have the effect of putting out of business a large number of the smaller merchants and enlarging the business of a few in the large trade centres. The retail merchants do not feel that the Government should be a party to creating such a condition as this, and we sincerely trust that we have been misinformed as to your intention to make such a recommendation.

We humbly beg your earnest consideration of the position of the retail merchants in this matter, and beg to remain,

Yours very truly,

THE NATIONAL ASSOCIATION OF RETAIL GROCERS.

C. J. KRAMER, President.

* * *

For several weeks we have been receiving letters in regard to the Home Trade League and other leagues that have been soliciting the aid and support of the different local and State associations. These leagues and companies are gotten up for private enterprise and it not our wish to interfere in any w with outside affairs, but we ha before, and do again advise the lo and State associations to withh any support given to outside parti

It is not best that we ally o selves with any outside influe or combination of any kind ot than our own.

All that we are expected to comes within our own jurisdicti and the members of our associati are perfectly capable of handli their affairs as far as we are co cerned.

JOHN A. GREEN,
National Secreta

CORRESPONDENCE

As to the National Credit Exchan

Norwood, Pa., Oct. 17. 1907.
Editor "Grocery World."

Dear Sir:—On page 15 of t "Grocery World" of October 1 I see an inquiry about a collecti agency styled "The National Cre Exchange," of Baltimore, Md.

It is a fraud. This so-called N tional Credit Exchange is conduct by a fellow individually who trav over certain portions of States co tiguous to Maryland or Baltimo He makes great representations what they can do, what they ha done and what they will do, and my case have done nothing.

About two years ago he droppe in Norwood and Mrs. S. ga him some bills to collect and ma an advance payment. If at the e of six months they had not collect or no money paid to her by t claims given him, the money was be returned.

The whole credit exchange is o man by the name of Fishman, pr vate residence 1513 Mt. Royal av nue, Baltimore, Md. No sign o indicating the business of t dweller. Last summer, one da being in Baltimore, I called at 15 and saw only a woman and was to Mr. Fishman was not at home, he was traveling in West Virgini

You can reply to the inquir from Virginia that he is anothe victim of the so-called credit e change.

Yours truly,
H. C. SHIPLEY.

Using Sulphur in Corn Starch.

Dr. Edward Gudeman, consultin chemist and chemical engineer o Chicago, has made representation to the Federal Food Law Board o behalf of Douglass & Co., of Ceda Rapids, Iowa, and also in the in terests of the National Confection ers' Association, relative to the manufacture of corn starch and th chemicals employed therein. Dr. Gudeman contends that the decision

the Board would affect the meth-
s of manufacture used in pre-
ring the product of some 70,000,-
o or 80,000,000 bushels of corn.
ie special point made by Dr.
ideman is the present use of sul-
urous acid. This he claims is
roduced simply for the treatment
the grain, loosening the tissues
d rendering possible the separa-
n of the starch granulates from
other portions. In no way is
sulphurous acid employed for
purpose of bleaching or preserv-
the corn starch. It has been
arged by some that the object of
use of the acid was the preven-
n of processes of fermentation
m setting in. This Dr. Gudeman
iolly denies, and he argued that
asmuch as the sulphurous acid
not a bleach or preservative it did
t fall within the scope of the pure
od law and that no cognizance of
employment should be taken by
Board of Food and Drug In-
ection.

rth Dakota Food Commissioner Takes Biscuit Trust By Neck.

Prof. Ladd, Food Commissioner
North Dakota, has issued instruc-
ns that the National Biscuit Co.
ust either comply with the law
d furnish dealers of North Da-
ta with full weight cracker pack-
es or else must mark the exact
eight of packages, showing how
uch they are short of the weight
hich the package is supposed to
ntain. The National Biscuit Co.
reatens that unless Prof. Ladd
scinds his order the company will
ithdraw its business from North
akota.

Dried Fruit Case Appealed and Ready for the Courts

Jobbers Hold Another Conference at Pittsburg. Trade Still Unnecessarily Uneasy Concerning Their Position. Under Commissioner's Agreement Dried Fruits Can Freely Be Sold Until Test Case's Decision. Experiment Showing Effect of Stewing to Reduce Percentage of Sulphur in Dried Fruits.

Little of note has transpired in the sulphured fruit situation during the past week. The test case brought against Charles Kephart, of Altoona, Pa., was appealed, and is now in shape to permit the case to be fought on its merits. Representatives of the various jobbing interests involved held another conference on the situation at Pittsburg on Tuesday, but nothing was done beyond discussing the plans for defending the test cases already brought. It is likely that the star expert witness for the defense, as to the effect of sulphured food upon the human system, will be Prof. Blouin, who is in charge of the Government Experiment Station in Louisiana. Prof. Blouin conducted the recent molasses test, in which sulphured molasses was fed to negro convicts. It will be remembered that the subjects all thrived and some gained 14 pounds. The object of this testimony will be to controvert the theory of the prosecution that sulphurous acid in any quantity is injurious.

In the meantime the grocery trade of the State is having great difficulty to place confidence in the statement that no more cases against dried fruits will be brought until the test cases are decided, which means in all probability a year at least. Food Commissioner Foust has declared in the presence of many witnesses that no attempt would be made to molest dealers until the final decision of the court in the test cases gave him authority to do so. That leaves the trade absolutely free to sell all the dried fruits they like until that time, and it is difficult to understand why they are still uncertain of their position. In order to quiet the retail trade, some of the jobbers have sent letters to their salesmen, to be communicated by the salesmen to their retail customers, guaranteeing all buyers against prosecution, and agreeing to take back unsold fruit, if any were on hand after an unfavorable decision from the court.

The Philadelphia Grocers' and Importers' Exchange will probably retain James Scarlet, Esq., the State's attorney in the Capitol investigation, to represent them in the test cases.

As convincing proof of the statement that much of the sulphurous acid contained in dried fruits is dissipated by the operations of soaking and stewing, one of the Pennsylvania State chemists has just made a series of analyses on samples from a carload of dried peaches. The sample was thoroughly washed in cold water, and another in warm. Both showed, upon subsequent analysis, the presence of 41-1,000 of 1 per cent. of sulphurous acid, there being no apparent difference between the effect of hot and cold water. Next the sample was stewed in the way dried fruit is invariably prepared for the table, and a third sample taken and analyzed. This showed only 13-1,000 of 1 per cent., or about one-third the percentage allowed by the Federal Government.

Where You Should Buy Coffee.

There are so many varieties and grades of coffee that the only safe way for you to buy is to deal with reliable coffee houses. One of the best and, at the same time, the oldest coffee house in America is Saml. Wilde's Sons Co., of 11 Dutch street, New York City. This firm is one of the pioneers, and for nearly a century has been under the one name and in the one family. It has passed from generation to generation, and the knowledge of the fathers has been given to the sons. The founder of the house believed that every buyer should receive the goods he bought without misrepresentation or substitution, and the same policy is followed to-day. There has in nearly a century of business never been any change in policy, but as improved systems were discovered they were instantly adopted, so that to-day the most advanced methods are employed. Being direct importers, they are able to furnish you with the same grade and variety at all times and at prices below that of their competitors for similar goods. They are always pleased to send samples or have one of their representatives call on you.

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

Arriving Almost Daily

The new pack of Canned Goods. Also the new crop of Dried Fruit, including Nuts, etc., are arriving almost daily. Every few days something new added to stock. Send us your orders.

SYRUPS—Selling better now than any time of the year. Our brands all well known and popular. *King B Drips, Gilt Edge Table Syrup, Ex. Amber Drips, Quaker City Syrup, Royal Table Syrup, Cruiser Syrup, Ex. Maple Drips*, and our Sugar Syrups :- *New Century Fancy Table Syrup, AAA Sugar Loaf, Xcel Grainy Syrup, Sunlight Syrup, XX Sugar Syrup.* Write for prices. All grades New Orleans Molasses.

NEW PRUNES—We have received a car load of strictly Fancy Santa Clara County, Cal., Prunes, they are crop of 1907, and very nice goods, would quote as follows: 40-50s at 9⅝c., 50-60s at 8¾c., 60-70s at 8¼c., 70-80s at 7¾c., 80-90s at 7¼c., 90-100s at 6¾c. The above in 25-lb. boxes. 50-lb. boxes ¼c. per lb. less.

HOLIDAY GOODS—With the approach of Halloween there will be a demand for the following: New Layer Figs, 10-lb. boxes, at 10c.; California Package Figs, 10-lb. boxes, at 85c.; Dates in Packages, 30 to box, at 4c.; Marbot Walnuts, fresh arrival, at 14c. per lb.; Pop Corn, fancy, heavy sugar-coated, by the bbl., per lb., 8½c. No. 1 Pop Corn, by the bbl., per lb., 7¾c.; boxes containing 40 measurers, per box, 90c. Popping Corn, 100 5c. pkgs., per case, $4.00.

A FULL LINE OF FANCY AND STAPLE GROCERIES

KIRK, FOSTER & CO. WHOLESALE GROCERS **209** NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

Here Is Something New

The **Durham Display Cake Cabinet** was invented and perfected by a grocer to do away with the sample fiend, who makes a lunch on cakes and crackers—at your expense. It not only does this, but here are some of the other things it does:

It displays cakes and crackers to the best advantage, acting as a standing advertisement by keeping them constantly before your customers.

It saves time and labor and prevents mistakes in filling orders, each tray being numbered.

It protects your cakes from dust and moisture.

It prevents the breakage of cakes, caused from removing and jostling your cans around—the saving from this alone will soon pay for a Cabinet.

The **Durham Display Cabinet** is made of highly polished oak, is light in weight and occupies but little floor space.

It is made in sizes to hold 12, 16, 20 and 24 cans of standard size. Special sizes to order.

The cans rest upon pivoted, elevated roller trays, being easy to slide in and out and cannot get out of order.

You need and can afford to have one.

Write for prices and a full description.

Durham Display Fixture Co.

RICHMOND, VIRGINIA

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

PEANUT BUTTER.

The food reform people are giving peanut butter a boost by showing the large per cent. of nutriment it contains.

Just the time to talk peanut butter.

Then you have the argument of the price of regular butter, whereas the pure peanut article is only 20 cents a pound. You'll have a pail of it at your hand this week and some sandwiches made up. Dig in and sell some.

TUB BUTTER.

People can't afford print butter at the price we'll have to ask. Sell renovated at 32 cents and tub creamery at 37 cents. Don't lose any sales on account of price. This renovated is good, sweet butter and you'll find it will suit lots of people. Of course you'll use discretion about the class of customers you're dealing with.

Laurelvale print will be 40 cents till further notice. Fox River will be 45 cents.

PUT YOURSELF OUT.

The writer has often heard the women remark about the obliging clerks at such and such a place. Let us get this reputation. It's a magnet. Appear to "put yourself out" for people. It's the little courtesies in business life as well as social life that please. Requesting a woman with three or four bundles to allow you wrap them up for her. Permission to get an article we are out of or don't handle. Instructing the store operator to get her party on the phone. Handing her a chair. Things like these leave a splendid impression.

FLOUR.

We'll put flour up Wednesday morning from $6.75 to $7.20 a barrel. It's so advertised you'll observe. Mention this fact to every man and woman you do business with Monday and Tuesday. We'll see who will sell the most and we'll see a record-breaking flour sale too. Go at it in earnest. We want you to feel the truth of things. We want you to be downright interested to all business transactions of this nature.

ASSOCIATION NEWS

Little Rock, Ark.

The annual meeting of the Retail Grocers' Ice Co., operated by the Little Rock (Ark.) Retail Grocers' Association, was held last week. The report of the officers showed that the company is entirely out of debt and it was decided to commence work at once on the addition to the plant to increase its capacity 100 tons per day, making a total capacity for next season of 160 tons per day. The history of this company shows what can be done by co-operation and standing together.

AMONG THE TRADE.

Hanscom Brothers have established a new grocery store at 19 South Second street.

George D. Woodside, president of the Philadelphia Freezing Co., was, during the week, appointed receiver of the corporation in an amicable suit in which it was declared that the company was insolvent. Mr. Woodside, with Benjamin A. Hazell, also a stockholder and director of the company, instituted the proceedings individually and as executors of the estate of John W. Woodside, who was indorser on promissory notes issued by the concern for $93,221.02. The company is a Pennsylvania corporation, capitalized at $700,000 and with a $550,000 stock issue.

Come and Visit Us.

Louis Burk, of Girard avenue and Third street, Philadelphia, announce in this issue the formal opening of Burk's Abattoirs and Sausage Kitchens, and cordially invite the readers of this paper to visit and inspect the finest, cleanest and most sanitary establishment of its kind in the world on Wednesday and Thursday, October 23 and 24, 1907, from one to five o'clock P.

The writer, the advertising manag of the "Grocery World," has never se its equal and there is no equal at t present time of this magnificent und taking, which reflects great credit, n alone to Mr. Burk, but to the city Philadelphia as well. To those of y who are interested in seeing things their best, it will pay you to take a vantage of this opportunity and exam this plant. You will all agree that no ing has been left undone to make the modern plant it is, and in ma ways money has been lavishly spent insure the perfecting of Mr. Bur ideas. It can be truthfully said that is the home of the purest and best meat and pork products.

Mrs. Knowsitt—"This is the se ond time you sent me this bill, a I paid it once."

The Grocer—"That's the boo keeper's fault, ma'am. He kee his books by the double entry sy tem."

Inclosed find check for $3, which please send me the "Groce World" for one year. I inte opening my new store about t 15th of this month and I feel though I can't do business witho the "Grocery World."—W. Bauer, Lyons, N. Y.

John R. McFetridge & Son

Printers

927 Arch Street

Philadelphia

DO IT NOW

Increase your **Cash Sales** by giving our **Beautiful Premiums** away to get **new trade.** Catalog and particulars free.

B. L. WILLIAMS & CO

Successors to Williams, Ridgway & Co.

132 Market Street, Philadelph

We Can Furnish You With Sales men Who Can Sell Your Goo

We can furnish you with good, energet hustling men, thoroughly trained in *mode salesmanship methods.*

Our List of Available Salesmen is Free

to all employers of salesmen, and eve man on our list can furnish exceptional good references. When you write for li kindly state territory you intend to cov and we will promptly put you in touch wi the best.

THE BRADSTREET SYSTEM, Rochester, N.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—We want to buy a second-hand safe, weight about 750 pounds; must be in good condition. Address Crider Bros., Dallas, W. Va. 17

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—Cheap, a centrally located restaurant in Pottstown doing a good paying business; fixtures in fine condition. Reason for selling, poor health. Address P. B., care "Grocery World," Philadelphia, Pa. 18

FOR SALE—In good business location, doing $200 cash business weekly; well established; moderate rent; no reasonable offer refused. 2220 Pennsylvania avenue, Baltimore, Md. 18

FOR SALE—Old established grocery business, doing $300 cash business weekly; will sell for $500; a big bargain; look into before deciding on any other store. 1947 Pennsylvania avenue, Baltimore, Md. 18

FOR SALE—General store business; all new stock, purchased within the last three years; best location in town; reason for selling, owner does not wish to take an active part in the business; said business is paying and is a good trade. Address for full particulars, Opportunity, care "Grocery World," Philadelphia, Pa. 17

FOR SALE—First-class grocery, best location in city, modern fixtures; full particulars upon request. Price, $3,000. Joseph Hasbrouck, Cor. Broadway and St. James street, Kingston, N. Y. 17

MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results Complete outfit mailed on 30 days' free trial. It will cost you only $2, if satisfactory. May we send you full description?—FREE. American G. Collecting Agency, Castorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free. tf.

FOR SALE—Perfection dried beef chipper, in first-class condition. Call at 2601 East Norris street, Philadelphia. 17

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 236.—In best residential district of Norristown, Pa., one of the busiest towns in Eastern Pennsylvania. Store established for twenty years. Does $22,000 to $25,000 yearly on stock of $2,000. Uses one team, but horse not for sale. Nets 10 per cent. Owner going into other business and will sell at inventory. Take about $2,500. Can be greatly increased.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price inventory.

No. 258.—On North Tenth street, Philadelphia. Store 18 x 45. Does $350 per week, two-thirds cash. Stock about $1,000. Net profits 15 per cent. Uses one team. Good dwelling connected. Owner is in other business and cannot give time. Store established for thirty years and is making money. Good chance to handle meats. Price inventory.

No. 263.—In near Philadelphia suburb. Groceries and provisions. Store 40 x 40 feet. Yearly business, $25,000, half cash. Stock carried, $1,500. Net profits 15 per cent. Good dwelling connected. Uses two teams. Business established and prosperous. Good reason for selling. Price, inventory.

No. 266.—In Montgomery County, Pa., just outside Philadelphia. Only store in suburb. Store 30 x 60, with two back rooms, stable and large yard. Does $22,000 yearly, half cash. Stock $4,500. Uses three teams. Post-office in store, paid last year $332. Actual net profits, outside post-office, 8 per cent. Lack of capital cause of selling. Or will take good partner. Price inventory. Fixtures can be rented with store.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 288.—In West Philadelphia. Store 15 x 27 feet. Does $400 to $425 weekly, all cash. Clears $40 cash every week. Uses one team. Good house connected for sale or rent. Owner has a saloon license and must sell store. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 296.—In best northern residential Philadelphia suburb. General provision store. Opened April 1, 1907, and did $175 the first week. Last week in June, 1907, did $376. Stock about $1,000. Business thoroughly profitable, paying clear above everything $70 per week. Owner has other business and cannot attend. Splendid chance for increasing. Price inventory.

No. 300.—In busiest part of Columbia avenue, Philadelphia. Store 22 x 40 feet. Does $30,000, half cash, balance weekly and monthly. Stock $1,200. Uses one team, hiring the horse when needed. Cleared last year 10 per cent. on groceries and 30 per cent. on truck. Owner is retiring from business and will sell at inventory. Ice-box built in and will be rented with store.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,500–$2,800. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 306.—On busiest part of Germantown Avenue. Store 19 x 60. Does $600 weekly, three-quarters cash; stock $1,500 to $2,000. Uses three teams. Business actually clears $100 weekly. Fixed charges moderate and store thoroughly sound and prosperous. Owner is a widow and has neither taste nor experience for the grocery business. Will sell at inventory. An extremely unusual chance.

No. 308.—In Germantown. Does $200 weekly. Stock $500. Nets clean 10 per cent. profit above everything. Owner going into other business and will sell at inventory. With meats added this business will increase 50 per cent.

No. 312.—In good part of West Philadelphia. Store 20 x 40 feet, and does strictly weekly cash business of $450. Stock only $350. business mostly meats. Clean net profits of 10 per cent. Store has been established three years and is thoroughly self-supporting and profitable. Owner has other business and must sell. Price $750 outside of team.

No. 312.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 30, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $1,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

A PHILADELPHIA BARGAIN.

A widow owning a prosperous grocery store on Germantown Avenue. doing $500 a week, but utterly unable through inexperience to manage it, will sell it complete for $1,500. This is not more than three-quarters of actual value. Includes two horses and three wagons, about $1,000 worth of stock and fixtures easily worth $2,500. Store making good profit every week. Come quickly for this store must be sold at once.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THE BIGGEST GROCERY STORE BARGAIN OF THE YEAR.

We offer one of the best grocery stores in suburbs, seven miles from Philadelphia, only one other store. Does $40,000 yearly. Stock $1,500. Uses three teams. Net profits, clean 10 per cent. Dwelling connected. Owners both seriously ill and must sell immediately. Fixtures and teams are fairly worth $1,800, but will sell for $1,000. Stock inventory. A clean, handsome, active store. Fullest investigation.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WHO WANTS TO GIVE A GENERAL STORE FOR A GOOD FARM?

A client of ours in Atlantic County, N. J., has a 13¼ acre farm, high, cleared and level, directly on the new electric line from Philadelphia to Atlantic City and only seven miles from the latter; good house, barn and other buildings, including large chicken house and yard; two good wells; 100 fruit trees. Splendid place for profitable poultry business, owing to closeness to Atlantic City. Owner wants to exchange for general store in New Jersey or Pennsylvania. He will sell for $4,000 cash or $4,500 trade, subject to mortgage of $2,500.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THE ONLY STORE IN THE PLACE.

This seems like a rare chance. We offer the only grocery, meat and provision store in high-class Philadelphia suburb. Does $38,000 yearly to very best trade; quarter cash, quarter weekly, balance monthly. Stock, $2,000 to $2,500. Business has been established for several years and the owner sells only because he has a stock farm which he likes better. Comfortable house connected. Clean and clear net profits 8 per cent. Price, inventory, half cash, balance any fair terms well secured.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DANDELION
VEGETABLE BUTTER COLOR
A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.
MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

HELP WANTED.

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

SITUATION WANTED.

WANTED—Young married man, 30 years of age, has had 10 years' experience in the grocery business; manager for six years for one firm; not afraid of hard work, but must be chance for advancement, would like position as salesman. A No. 1 reference. Address Good, care "Grocery World," Philadelphia, Pa. 18

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES
are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.
TO BE HAD ONLY FROM JOBBERS
Quaker City Preserve Co.
Philadelphia, Pa.

GET YOUR PRINTED
Posters and Show Cards
from our new salesrooms. More room and larger line of stock carried.
GROCERS' PRINTING COMPANY
108 N. Front Street
PHILADELPHIA

ABSORBINE
Removes the inflammation and Bunch. Restores the Circulation in any Bruise or Thickened Tissue, without blistering, removing the hair or laying horse up. Pleasant to use, clean and odorless. $2.00 per bottle delivered. Book No. 1 free.
Absorbine, Jr., for mankind, $1.00 bottle. Cures Bunions, Corns, Chilblains, Sprains, etc., quickly. Genuine manufactured only by
W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

Do You

handle a Cough Remedy that is guaranteed to sell and cure—one that satisfies your customers, gives you large profits, and sells without any effort on your part?

If not, let us give you our proposition—a plan that is both novel and effective. It means money to you and brings new customers and holds the old ones. We do not ask you to pay one cent until you have sold the goods. Write to-day and learn about

German Fir

Dilliard Remedy Company
EAST BANGOR, PA.

"An Emblem of Purity"
Carter & Williams'
PEANUT BUTTER

Packed in tumblers and screw-top jars
Retails at 10 and 15 cents
TRY A CASE FROM YOUR JOBBER

CARTER & WILLIAMS, Mfrs.
PHILADELPHIA, PA.

this
is
"Club Cocktail"
Pineapple
time

||

Club Cocktail Pineapple is one of the most vigorous sellers Martin Wagner Co. has ever put on the market. Surely you want a case.

FLEISCHMANN'S
COMPRESSED YEAST
HAS NO EQUAL

If You Are Particular We Want to Know You and We Want You to Know US

If you want your Foreign and Domestic Fruit display to be just a little handsomer than your neighbors; if you would like people who want the *best* to go out of their way to come to you for it, get what you need from us. That's our hobby, the best of everything in our line at the lowest possible prices.

If you would like to keep posted on quotations, write us and we will send them to you regularly.

R. DAETWYLER & CO.

New Market and Callowhill Streets
PHILADELPHIA

FOREIGN AND DOMESTIC FRUITS,

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, October 21st. Terms, net 10 days.
First orders must be accompanied by references.

JAMAICA BANANAS.

Jumbo bunches, 10 hands, extra fancy	
Selected, 10 hands,	
Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

CALIFORNIA LATE VALENCIA ORANGES.

Fancy, 80 size, per box	5.00
Fancy, 96 size, per box	5.50
Fancy, 126 size, per box	6.75
Fancy, 150 size, per box	7.00
Fancy, 176-200-216	7.00
Fancy, 250-288	6.75

FOREIGN ORANGES.

Jamaicas, about 400 to bbl	$5.00 to $5.50
Jamaicas, boxes, 150-176	3.50
Jamaicas, boxes, 200-210	3.00

ALMERIA GRAPES.

Fine Quality, kegs, 61 lbs.	$5.25 to $5.50
Choice, kegs, 61 lbs.	4.00
Good Quality, kegs, 62 lbs.	3.25
Good Quality, kegs, 60 lbs.	3.50

CRANBERRIES.

Cape Cod, Early Black, per bbl.	8.00
Cape Cod, not so dark, per bbl.	7.50
Fancy Jersey, large dark, bushel crate	3.00
Fancy Jersey, medium dark	2.75

FANCY CALIFORNIA AND MESSINA LEMONS.

Fancy California, 240 size, per box	
Fancy California, 270 size, per box	
Fancy California, 300-360 size, per box	
Fancy Messina, 300 size, per box	4.00 to 4.50
Fancy Messina, 360 size, per box	3.50 to 3.75
Choice Messina, 300 size, per box	3.25 to 3.50
Choice Messina, 360 size, per box	3.00

CALIFORNIA DECIDUOUS FRUIT.

Fancy Tokay Grapes, per 4-bas. crate	$1.50 to 1.75
Choice Tokay Grapes, per 4-bas. crate	1.50
Fancy Malaga (white), per 4-bas. crate	1.50 to 1.75
Fancy Blue Plums, per 4-bas. crate	
Fancy Red Plums, per 4-bas. crate	

FANCY JERSEY SWEET POTATOES.

Fancy Prime, per barrel	$3.00
Choice Prime, per barrel	2.75
Fancy Medium, per barrel	2.00
Choice Medium per barrel	1.85

ONIONS.

REGULAR BUSHEL CRATES.

Strictly Fancy White, per hamper	$1.75
Strictly Fancy Yellow, per hamper	1.25
Bermuda, Prime, per crate	
Fancy Valencia Onions, per crate	1.15

VEGETABLES.

We carry a full line of vegetables in our truck department, but as the market fluctuates daily on this line of goods, orders will be filled at lowest ruling market prices on day of shipment.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

ny subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

ıcked in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
ι" Java	.26
3" Java	.24
;" Java	.24
–Java and Mocha Blend	.24
–Java and Mocha Blend	.22
ι" Mocha	.24
3" Mocha	.22
;" Mocha	.20
ıguayra (Washed Caracas)	.18
ι" Maracaibo	.18
3" Maracaibo	.17
ι" Santos	.18
3" Santos	.16
;" Santos	.14
ːaberry Santos	.14
ι" Rio	.13
). 1 Rio	.12
). 2 Rio	.10
pton Special Mocha and Java, 1 lb. cans	.27
pton Perfection, 1 lb. cans	.20
ıttleship, 1 lb. packages, any quantity	.15
ɔg Cabin, 1 lb. packages, 100 to case	.14
ːbuckle's, 100 lbs. to case	
ing Bee, 100 lbs. to case ..... per case	15.00

TEA.

	Per lb.
). 25 Gunpowder	.24
). 28 Gunpowder	.35
ːst Gunpowder	.45
). 25 English Breakfast	.20
). 28 English Breakfast	.33
ːst English Breakfaat	.40
). 25 Moyune Gunpowder	.33
). 28 Moyune Gunpowder	.38
ːst Moyune Gunpowder	.50
). 25 Imperial	.33
). 28 Imperial	.35
ːst Imperial	.50
). 25 Oolong	.28
). 28 Oolong	.35
ːst Oolong	.45
ɔung Hyson	.35
pan	.35
eno ⅛ and ¼ lb. packages	.50
lver Moon	.27
lver Bell, 1 lb. packages	.25
lada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ⅛ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ..... per doz.	.90

CANNED VEGETABLES.

	Per doz.
ıked Beans—	
Pin Mouey, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1 45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.91
Saratoga, 2 lb., 2 doz	.60
ɔrn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.95
Standard Shoepeg, 2 lb., 2 doz	.85
Standard, 2 lb., 2 doz	.80
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
ːas—	
Foote & Co., extra sifted, 2 doz.	1 45
Belle Brand, 2 doz	.90
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	1.00
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz.	1.20
French, extra fins, 100 in case, per case,	18.50
n Money Combination—	
2 lb., 2 doz	.80
idney Beans—	
2 lb., 2 doz	.75
ma Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1.25
Little Darling, 2 doz	
ımpkins—	
3 lb., 2 doz	.95
Gallons	
ːing Beans—	
2 lb., 2 doz	.85
n Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.10
1 lb. Pulp, for soup	.48
ːccotash—	
2 lb., 2 doz.	.95
ɔmatoes—	
Pin Money, whole, 3s, 2 doz	1.01
Standard, 3s, 2 doz	.97½
Gallon, ½ doz.	3.15
Fair Quality, 3s.	.95
2s, 2 doz	.80

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Crab Meat—	
½ lb., 4 doz	
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz.	2.40
Gold Label, ½ lb., flat, 8 doz	2.60
Beaver, ½ lb., flat, 8 doz	2 30
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	1.15
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.10
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil. 100	3.50
¼ lb., oil, with key, 100	3.75
Glen Cove, ¼ oil, 100	4 00
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
¾ Crown Mustard, 50 cans	4 00
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.50
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.15
Blackberries, 2 lb., 2 doz	1.25
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.50
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.40
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 50
Grated Pie Pineapples, James, 3 lb., 2 doz.	.95
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1 50
Standard Peaches, Rialto, 3 lb., 2 doz	2.50
California Apricots, 2 doz	
California Cherries, 2 doz	
California Peaches, 2½ lb., 2 doz	
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.12
Evaporated, 1 lb. packages, 4 doz	12½
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.14
Best, 25 lbs	.15½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ..... per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	.06½
Stuffed, 1 lb ..... per doz.	
New Prunes—	
40- 50, 25 lbs	
50- 60, 25 lbs	.08
60- 70, 25 lbs	07½
70- 80, 25 lbs	.07
80- 90, 25 lbs	.06½
90-100, 25 lbs	.06¼
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs ..... per box	2.10
Seedless Muscatels, 50 lbs	
Seeded, 36 1 lb. packages	.14¼
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06½
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.04
Japau, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, 224 lbs	.95
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ..... per cwt.	.95

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.75
Lady Washington Beans, about 200 lbs. to bag	2.75
Green Peas, dried, about 165 lbs. to sack	
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.07
Imported Lima Beans, about 90 lbs. to sack	.07
Split Peas, 210 lbs ..... per bbl.	7.50
Less quantity	.04
Lentils, about 100 lbs. to sack	.08¾

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	
Kingsland, N. O.	.35
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
No. 12 Syrup	.18
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz.	1.80
California Amber Drips, 2½ lb. cans	2.10
California Amber Drips, 3 lb. cans, 2 doz.	2.40
California Amber Drips, ½ gal. cans, 1 doz.	1 95

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.90
Fine Granulated, 100 lb. sacks	4.90
Confectioners' A	4.85
No. 1, A	4.80
Light Yellow	4 35
Fine Granulated, 2 lb. bags	5.20
Fine Granulated, 5 lb. bags	5.10

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4 15
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.45
Red Cross, 4 doz	4.40
Star, 4 doz	4.35
Dime Brand, 4 doz	3.80
Lion, 4 doz	4.40
Premium, 4 doz.	4.15
Hires' Silver, 4 doz	4.50

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4 20
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3 35
Our Pet, baby size, 6 doz	2.95
Peerless, small size, 4 doz	2 10
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ..... per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ..... per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl White Floating	100	4.00
Ark	100	2 20
Babbitt's	100	3.75
5 box lots freight paid, with 1½ box "1776" or 100 cakes Best Soap free..		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4 20
Buffalo Oleine	60	2.40
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3 50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.65
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.65
*P. & G. Oleine	60	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.50
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2 08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

	Per gal.
Porto Rico Molasses—	
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars ... per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@.85
Ordinary	.22
Blended, fancy	.84
Blended, choice	.80
Blended, good	.28
2-lb tins, 3 dozen ... per case,	2.80
Qnarts, 2 dozen ... per case,	2.80
Sugar Syrup—	
Pure, extra fancy	.85@.88
Puro, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.28@.30
Tins, 2-lb., 2 dozen ... per case,	1.95
Tins, 2½-lb., 2 dozen ... per case,	2.30
Tins, 3-lb., 2 dozen ... per case,	2.50
Tins, 5-lb., 1 dozen ... per case,	2.25

SALT FISH.

	Per bbl.
Mackerel—	
Extra Shore Bloaters, count 85@95	40.00
Georges count 110@115	25.00
Shore 2s, count 225@250	29.00
Medium Irish 2s, count 450	22.00
Norway, count 400@450	23.50
Norway, count 300@350	27.00
Norway, count 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.13
Halibut, fancy chunks, Iceland, 20 lbs	.20
Bloaters, Cromarty, 100s	

TEAS.

	Per lb.
Gunpowder—	
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
mperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.15@.18
Superior to fine	.22@.30
xtra fine to finest	.35@.40
noicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japau—	
Common to fair	
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
ng—	
mon to fair	@.15
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
ouchong—	
Common to fair	.16@.18
Superior to fine	.20@.25
Extra fino to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.84
Old Government—Best	.27
Old Government—Choice	.25
Old Government—Prime	.23
Old Government—Good	.21
Imitation	.20
African	.20
Mocha—	
Genuine Arabian	.23
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

	Per lb.
Whole, bags or barrels.	
Allspice	.07
Cassia bnds	.30
Cinnamon, Mats	.10½
Cinnamon, Twaio	.17
Cinnamon, Ceylon	.21@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.80
Cloves, Zanzibar	.19@.20
Cloves, Amboyna	.22
Cloves, Penang	.30@.85
Ginger, African	.08
Ginger, Jamaica, bleached	18½@.20
Ginger Jamaica, unbleached	.17@.19
Ginger, Calcutta	.08
Nutmegs, 75–80s	.25@ 35
Nutmegs, 105–110s	.18@.20
Nutmegs, 130–140s	.15@.18
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Gingor, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

	Per doz.
Asparagus—	
Extra white 2½s, nnpeeled Calif.	
Standard white 2½s, Calif.	
Tips, green, 1s	
Tips, white, California, 1s	
Beans, Baked—	
Standard, plain 1s	.42½
Standard, plain or sance, 2s	.50@ .60
Standard, plain or sance, 3s	.70@ .85
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.50@1.60
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.60
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	.60@ .80
Beans, Stringless—	
Fancy 2s	2.25@2.50
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cnt	
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1.10@1 15
Fancy New York 2s	.90@1.00
Standard New York 2s	.75
Maryland 2s, Maine Stylo	.75@ .80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.30@1.85

—3—

Telephone 2s	
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.15@1.20
Soaked 2s	.75@ .80
Succotash—	
Extra fancy Maine 2s	1.25
Fancy Maine 2s	1.00@1.10
Extra standard 2s	.75@ .90
Pumpkin—	
Fancy, 3s	.85@1.15
Fancy, gallons	2.75
Squash—	
Fancy 3s	1.15
Tomatoes—	
5½-in. cans, fancy New Jersey	1.50
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	4.50
Gallons, extra standard Maryland	4 25
Quarts, glass jars	
Beets—	
Fancy Strawberry 3s	1.50@1.75
Cut 3s	1.00@1.10
Sweet Potatoes 3s	.90@1.00
Saner Krant 3s	.80@1.10
Spinach—	
Standard Maryland 3s	1.45@1.50
Fancy New Jersey 3s	1.50@1.75
Gallons	4.75

FRUITS.

CALIFORNIA.

	Per doz.
Apricots—	
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	3.00
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.75
Extra 2½s	3.00
Extra standard 2½s	
Fancy 3s	
Standard 2½s	
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.75
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.50
Extra standard 2½s	

EASTERN.

Pears—	
Choice New York 2s	1.50
Choice New York State 2½s	2.60
Standard 2s	1.25
Pineapples—	
Sliced or grated 2s	2.00@2.20
Sliced or grated 1s	1.00@1.10
Pie, grated, gallons	3.60
Singapore 1½s	1.15@1.25
Plums, egg, 3s.	
Plums, gage, 3s	
Apples—	
Gallons	3.25
Strawberries—	
2s, fancy	2.50
2s, extra	
Raspberries—	
Red, fancy, 2s	1.80
Standard 2s	

FISH.

Lobster—	
Flat 1s	4.50
Flat ½s	2.50
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	
Medium Red	
Red 1s	1.25@1.35
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.10
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

	Per lb.
Seeded Raisins—	
Fancy, 1-lb. cartons	.13
Smyrna Sult., fancy, 6 cr., 30 lbs	.14
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

	Per lb.
Loose Raisins—	
Valencia, 4 cr., 28 lbs	.08
California, 4 cr., 50 lbs	
California, 3 cr., 50 lbs	
California, 2 cr., 50 lbs	
Figs—	
Baskets, 1 lb. and 2 lb	.15 @.18
Layers, 2¾-in., 10 lbs	.09
2½-in., 12 lbs	.10
2¼-in., 12 lbs	.0
2-in., 12 lbs	
Currants—	
Fancy, 1-lb. cartons	.10
Cleaned, 1-lb. cartons, choice	.08
Bnlk, choice, 50 lbs	.0
Natural, choice	.07
Citron—	
According to qnality	
Lemon Peel—	
According to quality	
Orange Peel—	
According to quality	
Fard Dates—	
60 lbs., bulk	.07
1-lb. pkgs., 30-lb. case	.09
Persian Dates—	
60 lbs.	
Prnnes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.10
40x50, choice	.0
50x60, choice	.07
60x70, choice	.07
70x80, choice	
Choice. 50-lb. box—	
60x70, 80x 90	
70x80. 90x100	.05
Prunes in cartons—	
Fancy 40x 50	.11
50x 60	.10
60x 70	.09
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	
40x50	
Apples—	
Fancy, 50 lbs.	
Fancy, 1-lb cartons	
Prime, 50 lbs.	.10
Choice, 1-lb. cartons	.12
Peaches—	
Fancy, peeled, 25 lbs.	.27
Unpeeled, fancy, 25 lbs.	.15
Extra Choice Muir	
Apricots—	
Royal, extra fancy, 25 lbs	.2
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.24
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	@.40
Valencia, 28 lbs	.36 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.25
French Princess	
Tarragona, 120 lbs	.16
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.1
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.16 @.19
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	.13
Grenoble, 220 lbs	
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.17
Extra choice, boxes, 25 lbs	.18
Choice, bags, 125 lbs	.12

IMPORTED GROCERIES.

	Per case.
Imported Sardines, 100 in case.	
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	14.50@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ½s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	18.00@20.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.	.08@ .0

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

ny subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.	Column.
Butter	7
ned Corn Beef	13
ned Roast Beef	14
s	27
ese	27
ır	28
d Beans	29
ed Oats	30
kerel	34
ssed Hogs	45

DECLINES.	Column.

ADDITIONS.	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

COL.
rm Cash Drawer....33
m....47
mmunition....4
e Grease....5
s, Paper....41
and Twine Holders....33
ing Powder....5
ley....29
kets....62
h Brick....59
ms....29
cking, Shoe....6
ing....6
ax....47
oms....61
shes....63
kwheat Flour....28
g Borers....33
tchers' Sundries....44
ter Dishes....62
tter....7
tter Color....47
mphor....47
adles....15
ndles....7
nned Goods....8
California Fruits....10
Vegetables....8
Fish....12
Pie Fruit....10

COL.
Sardines....13
Meats....13
Soups....15
Can Openers....33
Capers....27
Caps, Gun....4
Catsup....16
Cereal Specialties....
Cereal Coffee....36
Cheese....27
Chocolate and Cocoa....17
Chewing Gum....51
Cider....50
Clothes Pins....62
Cocoanut....21
Codfish....35
Coffee....3
Essence....3
Chicory....3
Coffee Mills....32
Cooking Herbs....8
Condensed Milk....20
Cream....21
Condensed Mince Meat....38
Corn Meal....29
Corn Starch....58
Cottolene....26
Cracked Wheat....29
Crackers, Cakes, etc....22
Cranberries....
Cutters, Dried Beef....33
Tobacco....64
Delicatessen....22

COL.
Dressed Meats....44
Drugs, Grocers'....47
Eggs....27
Essence of Coffee....4
Extracts....48
Fancy Groceries....27
Farina....29
Farinaceous Goods....29
Faucets....33
Canned Fish....12
Fixtures....32
Flour....28
Flour, Self Rising....28
Flour, Buckwheat....28
Fly-paper....59
Food, Bird....59
Fruit Butters....46
Fruits, Domestic, Dried....35
Fruits, Foreign, Dried....35
Fruits, Green....
Gelatine....31
Ginger, Jamaica....47
Gravel, Bird....59
Grocers' Fixtures....32
Herring....34
Hominy and Grits....29
Honey....36

COL.
Ink....37
Insect Powder....48
Ironing Wax....59
Jams....46
Jars and Jar Rubbers....7
Jellies....46
Junket Tablets....50
Ketchup....16
Lamp Goods....37
Lard....44
Lemons and Oranges....
Lentils....29
Licorice....47
Lime....37
Live Poultry....45
Lye, Concentrated....37
Macaroni....32
Mackerel....34
Maple Sugar and Syrup....60
Matches....37
Measures....33
Meat....44
Mince Meat....38
Molasses....60
Mucilage....59
Mustard....57
Mustard, Prepared....57
Marmalade....46
Noodles, Egg....29

COL.
Nuts....
Oat Meal....29
Oils....39
Oil, American....40
Olive Oil....40
Olives....39
Paper....41
Paper Bags....41
Peanuts....
Peas, Dried....29
Pepper Sauce....52
Pickles....42
Pickled Meats....42
Plum Pudding....46
Pork and Beef....43
Potash....37
Potato Chips....42
Poultry Seasoning....45
Poultry, Dressed....45
Poultry, Live....45
Powder, Rifle....4
Preserves....46
Provisions....43
Puddine....31
Putty....47
Rennet....50
Rice....51
Rice Flour....29
Rolled Oats....29
Root Beer....53

COL.
Rope....59
Rosin....47
Sago....29
Salad Dressing....51
Sal Soda....52
Salt....51
Sapolio....54
Sardines....13
Sauce and Condiments....52
Sauer Kraut....46
Scales....32
Scoops, Grocers'....33
Scouring Soap....52
Seeds....53
Shoe Dressing....6
Shot....4
Smoked Fish....34
Soap, all kinds....54
Soda, Bicarb....53
Soft Drinks....53
Soups....15
Specialties....54
Spices....55
Whole....57
Starch....58
Stove Polish....58
Soap Powders....55
Segars....64

COL.
Sugars....1
Sulphur....47
Sundries....59
Syrups....62
Tacks....30
Tapioca....1
Tar....4
Teas....
Tobacco, Chewing....6
Smoking....64
Tobacco Cutters....33
Tubs....62
Twine Holder....33
Twine....59
Vermicelli....32
Vinegar....43
Washboards....62
Wax, Fruit Jar....59
Wheat, Cracked....29
Wheat Flour....29
Wrapping Paper....41
Wringers, Clothes....
Woodenware, Sundries....61
Witch Hazel....48
Yeast Cakes....63

—1—

SUGAR.

nfectioners' Lozenge	5.25
" Powdered	5.25
" Crown A	5.45
" Crystal A	5.10
" Coarse Granulated	5.35
gle Tablets	6.38½
ystal Dominoes	7.35
t Loaf	5.80
tent Cubes	5.35
wdered	5.20
tra Fine Granulated	5.20
arse Granulated	5.20
anulated	5.10
ne Granulated	5.10
" in 50-lb. bags packed 2 in 100-lb. bag	5.15
" in 25-lb. bags packed 4 in 100-lb. bag	5.15
" in 10-lb. bags packed 10 in 100-lb. bag	5.25
" in 5-lb. bags packed in bbls	5.30
" in 5-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. bags packed in bbls	5.40
" in 2-lb. bags packed in 100-lb. bags	5.40
" in 2-lb. cartons in cases	5.30
" in 2-lb. paper packages in cases	5.30
nfectioners' A	5.00
—Keystone A	4.85
—American A	4.80
—Centennial A	4.75
—California A	4.70
—Franklin B	4.65
—Keystone B	4.60
—American B	4.55
—Centennial B	4.50
—California B	4.45
—Franklin Extra C	4.40
—Keystone Extra C	4.35
—American Extra C	4.30
3—Centennial Extra C	4.25
—California Extra C	4.25
—Franklin C	4.25
6—Keystone C	4 25

TEA.

	Per lb.
apans—Basket-fired	18 @ 35
apans—Pan-fired—Common to Fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
Formosa—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
Foochow—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
Gunpowder—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

Moyune—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
Imperial—Superior to fine	15 @ 20
Choice to extra	22 @ 25
Choicest	30 @ 35
Young Hyson—Superior to fine	13 @ 20
Choice to extra	28 @ 30
Choicest	35 @ 40
India—Common to Fine	17 @ 38
Ceylon—Common to Fine	17 @ 40
English Breakfast—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

	In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1	.45	.47
" " " 2	.40	.42
" " " 3	.35	.37
Black and Green, " 1	.45	
" " " 2	.40	
English Breakfast, " 1	.45	
" " " 2	.40	
Formosa Oolong, " 1	.45	
" " " 2	.40	

Counter box, 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—
Tourist, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea .50
Almoco, lead foil package teas, ¼s and ½s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas .40

Tetley's Tea— Per lb.
¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, " "	.60
Ex. Gold, " "	.75

Mixed (Green and Black), same prices as above.
Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), "	.50
Formosa and Oolong, "	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades...per doz.	.90

Carlcol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. "	.22½
½-lb. "	.23
¼-lb. "	.23½
⅛-lb "	.25

Spring Garden Tea—

100 lb. barrels...per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

—3—

McCormick & Co's, Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

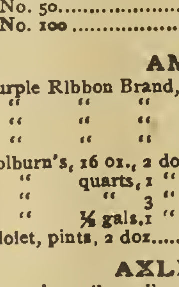
AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz., per doz.	.85
" " " quarts, 1 " "	1.40
" " " " 3 " "	1.40
" " " ½ gals. 1 " per bbl.	2.50
Colburn's, 16 oz., 2 doz...per doz.	.75
" quarts, 1 " "	.90
" " 3 " "	.90
" ½ gals. 1 " ...per bbl.	1.80
Violet, pints, 2 doz...per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ½ gross...per gross	9.25
Mica, ½ gross "	8.40
Peerless, ½ gross "	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

Davis' O. K., ¼-lb., 4 doz...per doz.	.45
" ½-lb., 3 " "	.90
" 1-lb., 2 " "	1.65
" 5-lb., ½ " "	7.20
Cleveland's, 10-c. size, 4 doz...per doz.	.84
" ¼-lb., 4 " "	1.23
" ½-lb., 2 " "	2.28
" 1-lb., 1 "	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
" ½- " 2 doz. cases	.90
" 1- " 1 "	1.65
" 5- " 6 cans in case...per lb.	.72
Sea Gull, 6 oz., glass, 4 doz	45
Parrot and Monkey, 4 doz	.45

Rumford's Yeast Powder:—

4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass, 4 doz	1.04
6 oz. glass, 6 doz	1.03
6 oz., 1 gross, in bbl...per gross,	12.25

Rumford Baking Powder:—

5c.-tins, 4 doz...per doz.	.45
10c.-can, 4 doz. in box "	.90
½-lb. cans, 2 doz. in case "	1.25
1-lb. cans, 1 doz. in case "	2.50

—4—

Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1 lb. cans, per doz.	2.25
" " " ½ lb. " " "	1.25
Boston Brand, 5 lb. size, ½ doz. case...per doz.	12.00
" 1 " 1 " ... "	2.50
" ½ " 2 " ... "	.55
" ¼ " 3 " ... "	.75
Purity Brand 5 " ½ " ... "	6,00
" 1 " 1 " ... "	1.50
" " 3 " ... "	.80
" ¼ " 3 " ... "	.45

BLACKING—Shoe. Per Gross.

Shinola...per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free...per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz...per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M...per ½ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ½ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.10
T. M. French...per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Browns, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co.—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos Peaberry, extra fancy	.12
" Fancy	.09¼@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.12
" Choice	@.11½
Washed Caracas, Fancy	.13 @.13½
Laguayra, Fancy	.10¼
Java, Extra Fancy Old Government	.19½@.20
" Extra Fancy	@.19
" Fancy	@.18½
Mocha, ½ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10½

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.13
" Prime	@.11
" Choice	@.09½
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.24½
" Fancy	@.23½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.32
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Lavering Coffee Co.—	
Ventura	.18
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 35/100
Lion	13⅛	13¼
B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins,		.26
Saludo, lbs		.20
" 50-lb. tins		.19
" barrels		.18
Viv, lbs		.16
" 50-lb. tins		.15
" barrels		.14

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Trinnfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.15
E. L. C., 60 lbs. to case	.14 1/10
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box .....per box	3.90
12 tins in box .....per carton	.95
2 lb. tins .....per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans .....per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends .....per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin .....per gross	5.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross .....per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Gun Caps, E. B .....per M	.60
Gun Caps, musket .....per M	.65
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB, bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.31
" First, "	.30
" Second, "	.29
" Third, "	.28
" Imitation, 30–60 lbs	.26–.28
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.32
Ladies, 30–60 lbs., bakers' use	.25
Print Butter:—	
Star or S. D. brands, 1 lb., 20–50-lb. bxs.	.35
B. B., E. D. brands, 20–50-lb. boxes	34
J. J., C. V., Gilt Edge, Gold Medal, 20–50-lb. boxes	.33
Sheaf ("400") Elgin, 20–50-lb. boxes	.32
Sheaf	.28–.31
B. S. Gilt Edge, cartons	.35
Gurnse, pounds or half pounds	.34
Belle Spring	.35

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.11½
" 16's, "	.12½
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¾
Peerless " " "	.10¼
Bright Light, " " .....per box	2 50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	
Martha Washington, long 12s .....per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints .....per gross	4.50
Mason's, quarts .....per gross	4.45
Mason's, half-gallons .....per gross	6.20

—8—

Jelly Tumblers—	
Barrels, 22 doz .....per doz.	
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1
Mason's Caps and Rubbers, ½ gro., "	2
Jar Rubbers—	
Lip, wide .....per gross	
Acme, wide, 1 doz. cartons .....per lb.	
" medium, 1 doz. cartons ..... "	
Reliable, white rubber, wide	
" " medium	
Black, medium .....per lb.	
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Mayflower brand, Sweet Marjoram .....per doz.	
" Sage ..... "	
" Thyme ..... "	
" Savory ..... "	
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory .....per case	1
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savory—	
½-lb. cartons, 1 doz .....per doz.	
¼-lb. " " ..... "	
⅛-lb. " " ..... "	1
¼-lb. screw cap bottles, 2 doz .....per doz.	
¼-lb. square cans, 2 doz ..... "	

CANNED GOODS.

	Per
Tomatoes—	
Frying, Good Luck Brand	1
DuBois' Frying	1
Jersey King, No. 3, Standard Jersey	1
Blue Hen Chickens, No. 3	1
Rio Grande, fancy, Jersey	1
Silver Lake, fancy, Jersey	1
Alta, No. 2	
Alta, No. 10, 1 doz	3
Bull Dog, No. 2	
Lima Beans—	
Tinsley's, extra small	1.
Turkey, fancy, Jersey	1
Silver Lake	1.
Boyer's, Fancy	1.
Oxford, Maine packed	
Lanfair, 2s	
String Beans—	
Red Jacket, small	1.
Mikado, Penna., fancy	1.
Cloister, fancy N. Y.	1.

The Biggest Money Maker a Grocer Ever Handled

Is **Spring Garden Tea,** for it is a blend so carefully prepared that it pleases almost everybody. It can be sold at 60 cents per pound with the assurance that those who buy it will be back for more, and we sell it to you at prices showing you 160 per cent. profit.

In 100-lb. Barrels	18	cents per lb. net
In 5-lb. Silver Bags (Packed in cases containing 100 Pounds)	19	cents per lb. net
In 1-lb. Silver Bags	19½	cents per lb. net
In ½-lb. Silver Bags	20	cents per lb. net
In ¼-lb. Silver Bags	21	cents per lb. net

Thomas Martindale & Co., Philadelphia, Pa.

WE HAVE THE BEST OF REASONS FOR TALKING ABOUT IT

We make a point of exploiting the fact that you will find "The Bottom as Good as the Top" in **Apelpi Evaporated Apples,** simply because usually the top is very much better than the bottom. We pride ourselves on this particular brand, have built up a big demand for it on its quality alone—you can do the same thing.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON Distributers — **28 So. Front Street** Philadelphia, Pa.

BY MERIT AND INTEGRITY
BORDEN'S

EAGLE BRAND CONDENSED MILK

Milk Products Have Continued in Popularity with Dealer and Consumer for

50 YEARS

PEERLESS BRAND EVAPORATED MILK (UNSWEETENED)

BORDEN'S CONDENSED MILK CO., Originators of Condensed Milk and "Leaders of Quality."

—9—

oyer's, 2s	.82½
orn, 3s	1.00
orn, No. 2	.75
ide of Shenandoah, No. 2	.65
te Wax Beans—	
orn	.70
ampion	.65
mpass, No. 10, 1 doz	3.00
ed Beans—	
& M., No. 3	1.35
& M., No. 3, tomato sauce	1.55
mpbell's, No. 2, plain	.92½
mpbell's, No. 2, sauce	.52½
ford, No. 3	.90
arragansett, No. 2, tomato sauce	.97½
arragansett, No. 3, tomato sauce	1.37½
n Camp's, No. 1, sauce, 4 doz	.87½
n Camp's, No. 2, sauce, 2 doz	1.32½
oore & Brady, No. 3, plain	.82½
oore & Brady, No. 3, sauce	.87½
oore & Brady, No. 1, picnic size, plain	.40
oore & Brady, No. 1, picnic size, sauce	45
ctory, No. 1, tomato sauce, 4 doz	.45
artin Wagner Co., No. 3, plain	.92½
artin Wagner Co., No. 3, tomato sauce	1.00
artin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
himmel's, No. 1, sauce	.50
himmel's, No. 2, sauce	.87½
himmel's, No. 2, plain	.82½
nker Hill, No. 3, plain	.77½
nker Hill, No. 3, tomato sauce	.80
ider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
nnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
Kidney Beans—	
an of Arc, No. 2	.82½
artin Wagner's, No. 2, 2 doz	.72½
an Camp's, No. 2, 2 doz. per doz.	.82½
n—	
ornlet	1.50
'inoor, kernelled	1.40
aris, fancy Maine	1.22
merican Beauty, extra fancy, Shoe Peg	.90
ream of Susquehanna	.05
aker's, G. W., whole grain	.8<
oe Peg, Susquehanna	.85
oe Peg, Osborn's	.75
ark, crushed	.77½

—10—

Peas—	
French, Extra Fins, 100 cans, per case	
French, Tres. Fins, 100 cans, per case	
French, Fins, 100 cans	14.25
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1 25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	1.02½
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.55
Beets—	
Red Jacket, No. 3, small	1.45
Silver Lake, fancy, No. 3	1 05
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.35
Shawnee, No. 3	1.30
Farren's, No. 10	4.25
Sweet Potatoes—	
Plantation, No. 3	
Victory, No. 3, 2 doz	1.05
Pumpkin—	
Catawba brand, extra fancy, N. Y. State, No. 3	.85
M. & W., Dog Head, No. 3	.80
Andrews & Co., No. 2	.47½
Asparagus—	
Del Monte, mammoth, No. 2½	
Extra mammoth, No. 2½	4.25
Superior, large, No. 2½	4.00
Staple, medium, No. 2½	3.85
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3 50
Grand Island, medium	3.35
El Rio, medium, No. 2½, 2 doz	3.25

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra standard	
Standard	
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Cherries—	
Extra quality, 2½s	3.40
Extra standard, 2½	
Standard, 2½	3.00

—11—

Peaches—	
Extra standard, lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 1 lb., 4 doz	
Prize Medal, lemon clings, No. 10, 1 doz	8.50
Express, yellows, 2½s	
Plums—	
Extra standard egg	
Extra standard green gage	
Standard egg	
Standard gage	

DOMESTIC CANNED FRUIT.

Apples—	
Derby, No. 10, 1 doz	3.40
Pride of Shenandoah, No. 3, 2 doz	1 00
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	1.20
Jersey Duke, 2s	1.15
Blueberries	
Loggies, No. 2	1 50
Loggies, No. 10	7 00
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Calumet, yellow, light syrup	
Terrapin, No. 3	
Pears—	
Matchless, extra fancy, No. 2	1.65
Raspberries—	
Mikado, red, fancy, N. Y. State, preserved, No. 2	
Rhubarb—	
Silver Lake, No. 3	
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	2.00
Silver Lake, No. 10, 1 doz	7.50
Defence, No. 2	2.25
Pine-apple—	
Phonograph, grated, No. 2	1.95
Phonograph, sliced, No. 2	1.90
Acorn, grated, No. 2	1.90
Acorn, E. & C., No. 2	1.85
General, E. & C., sliced, No. 2	1.75
Indian River, E. & C., No. 2	1.60
Terrapin, E. & C., sliced, No. 2	1.55
Wagner's, E. & C., No. 2	1 50
Orange Grove, E. & C., No. 2	1.40
Wallace, grated, No. 2	1.30
Singapore Chunks, No. 1½, 4 doz	1.17½
Wallace, E. & C., sliced, No. 2	1 25
Singapore, cubes, No. 1½, 4 doz	1.12½
Wagner's, No. 1, cocktail, 2 doz	1.00
P. & B., grated, No. 3	.95
James, No. 3, pie, grated	.90
Singapore, cubes, No. 1, 4 doz	.80

—12—

The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.

Tan Chop Hin, ¾-lb. chunks per doz.	.80
" 1 " " "	.87½
" 1½ " " "	1.17½
" 1¾ " sliced "	1.35
" 1¾ " grated "	1.35
" 2½ " whole "	1.85
Packed in their own juice:—	
1½-lb. chunks, extra heavy syrup...per doz.	1.45
1¾ " sliced "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz.
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	
Star, No. 1, 4 doz	
Lobster—	
B. & M., No. 1, flat, 4 doz	4.20
B. & M., No. ½, flat, 4 doz	2 20
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 doz	1.35
Star brand, No. ½, flat, 4 doz	2 25
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.35
Shrimps—	
Barataria Canning Co., new, No. 1, 2 doz	
Lopez & Dukate (Barataria), new, pickled, No. 1, 2 doz	1.20
Mackerel—	
Picker's, soused, No. 1, 4 doz	1.60
Pickert's, soused, No. 2, 2 doz	2 50
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.50
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.15
Boyer's, No. 2, 2 doz	2.07½
M. & B., No. 1, 2 doz	1.07½
Stewart's, No. 2, 2 doz	2.10
Stewart's, No. 1, 2 doz	1.02½
Victory, No. 1 doz	1.02½
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Salmon—	
Hapgood's, No. 1, tall, 4 doz	1.85
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.10
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Humes, Karluk, No. 1, tall, 4 doz	1.32½

Ritter's Guaranty

In compliance with the rules and regulations for the enforcement of the Food and Drugs Act published by the Commission appointed for this purpose, we have filed a guaranty covering all our products with the Agricultural Department in Washington under the serial number 1017.

In the future all our products will be labeled in accordance with Regulation Nine as follows: *Guaranteed under the Food and Drugs Act, June 30, 1906, No. 1017.*

This guaranty is sufficient and covers every sale we make and no individual guaranties are necessary.

It has always been our aim to manufacture pure and wholesome food, to comply with existing laws and to protect all who buy our products, and we shall carry out this principle in the future.

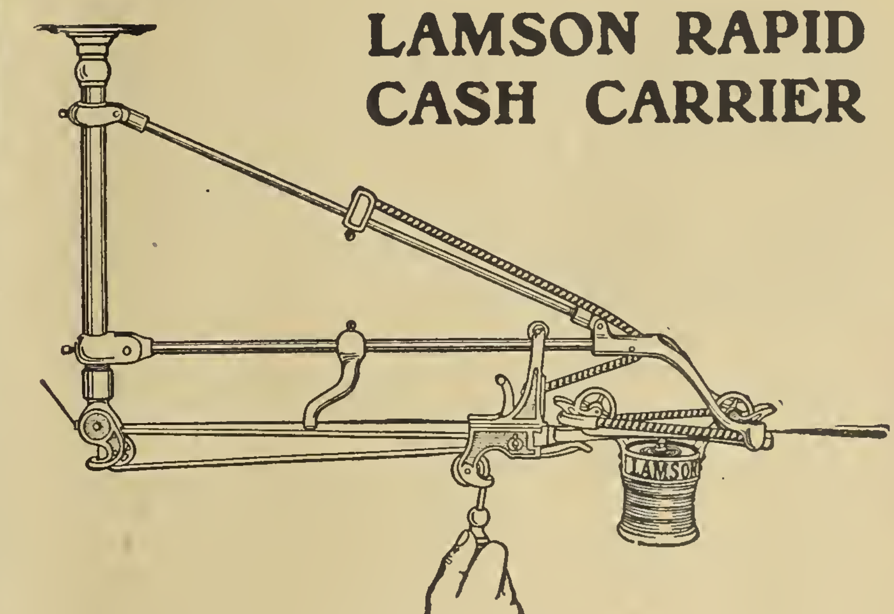
We hope to deserve your continued confidence and patronage.

Philip J. Ritter Conserve Co.

PHILADELPHIA, PA.

Fruit Butters	Preserved Fruits	Fruit Syrups
Cranberry Sauce	Catsup	Honey
Mince Meat	Chili Sauce	Mustard
Jellies	Salad Oil	Baked Beans
Jams	Crushed Fruits	Soups
Canned Fruits	Canned Vegetables	

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.45
Leader, fancy, red, No. 1, tall	1.32½
White Bear, red, No. 1, tall	1.35
White Raven, ½s	.95

Plain.

La Champagne, ½'s, key	25.00
" ¼'s, key	17.00
Lucullus, ¼'s	13.00
C. Morel, ¼'s	10.00

SARDINES—Boneless.

Le Marchand, ½'s	
La Champagne, ¼'s, key	
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.40
½s, Martels	13.50
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8.25
Mustard—	
¾s, Irma, 100 cans	3.42½
¾s, Eureka, key, 100 cans	3.27½
¾s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3.00
¾s, Underwood's, 50 cans	3.95
¾s, Irma, 50 cans	3.45
¾s, Harbor, 50 cans	3.30
¾s, Booth's, extra, in cartons, 50 cans	2.75
¾s, Continental, key, 48 cans	2.50
¾s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.67½
¼s, Continental, key, 100 cans	3.40
¼s, Le Baron, 100 cans	3.12½
Gold Label, ¼s, oil, 100 cans	6.25
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s. " " 50 cans	4.30
Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.[illegible]5
Fairbank's, with key, No. 1, 2 doz	1.25
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	7.60
" with key, No. 14, ½ doz	16.50
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Dried Beef.

No. 1, 2 doz	1.85
No. ½, 2 doz	1.05
Glass, No. ½, 2 doz	1.35
Glass, No. 1, 2 doz	2.35
Beechnut Sliced Beef, No. 1, glass jars, per doz	2.72½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.55

—14—

Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz.	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.25
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.22½
Armour's, No. 2, 1 doz	2.25
Libby's, No. 1, 2 doz	1.35
Libby's, No. 2, 1 doz	2.35
Kingan's, No. 1, 2 doz	1.15
Kingan's, No. 2, 1 doz	2.25

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2½, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.45
Libby's, No. ½, 4 doz	.80

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.82½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—

	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—

	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's:—	
No. 1 cans, 4 doz. to case, straight or assorted, all kinds except Tomato ... per doz.	.87½
No. 1 cans, 4 doz. to case, assortment No. 1 containing 8 cans Tomato " "	.87½
No. 1 cans, 4 doz. to case, Tomato " "	.95
No. 8 cans, 24 to case, all kinds except Tomato " "	2.50
No. 8 cans, 24 to case, Tomato " "	2.65
Gallon cans, 6 to case, all kinds except Tomato " "	7.75
Gallon cans, 6 to case, Tomato " "	8.25

Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.25	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONERY.

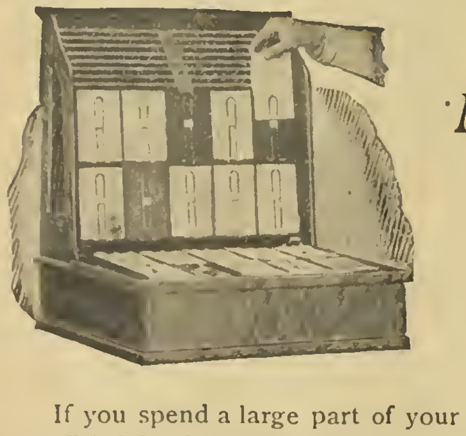
Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Kicroften Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.12
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.11
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes	30-lb. cases	.12½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Waldorf, medium, 12 oz., screw top, 2 doz.	.92½
Snider's Catsup:—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate ... per jug	.85

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—	Per Case
Small, 25 bottles in case	2.75
Medium, 25 bottles in case	4.25
Large, 12 bottles in case	3.25



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If you spend a large part of your PROFITS in doing needless work, your BANK ACCOUNT will be correspondingly smaller.

THE McCASKEY ACCOUNT REGISTER SYSTEM takes care of all your accounts giving you COMPLETE DETAILS of every transaction, and every transaction is completed at the time it is made.

Cash sales, credit sales, cash on account, C. O. D. or exchange sales, money received on account or money paid out—all done WITH ONLY ONE WRITING. Credit sales handled as fast as cash sales. No forgetting to charge goods. No disputes with customers. No night work. It is a collector and a trade getter.

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Manufacturers of the Famous Multiplex Duplicate and Triplicate Pads; also End Carbon, Side Carbon and Folded Pads.

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New Jersey Office, 15 Clinton St., Newark.

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J. D. Lasley, Dist. Mgr. for Virginia, North and South Carolina and District of Columbia. Office at Room 15, Central Nat'l Bank Bldg., 5th Street and Pennsylvania Avenue, Washington, D. C.

AGENCIES IN ALL PRINCIPAL CITIES

HERE IS YOUR QUESTION ANSWERED

Why put in **Croft's Swiss Milk Cocoa** when you are selling five brands now? Well, because it is different from the rest, for one reason. It is the only cocoa packed in glass. It stands alone, and you know how novelty helps a thing to sell. The grocer who infuses a little novelty into his business is the grocer who succeeds.

Another thing, **Croft's Swiss Milk Cocoa** is better than the rest. That isn't a bluff, honestly. We take out of our cocoa, in the making, a substance which other manufacturers allow in, greatly to the injury of the flavor of their goods.

Now do you know why you should sell it?

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. *Philadelphia PENNSYLVANIA*

—17—

ampbell's Beefsteak Tomato Ketchup:—	
½ pints, 24 bottles to case	1.10
Pints, 24 bottles to case	2.00
ampbell's Tomato Ketchup:—	
Pint bottles, 24 to case, per doz	1.40
½-pint bottles, 24 to case, per doz	.90
ampbell's Chili Sauce:—	
Pints, 2 doz. to case	1.40
½ pints, 2 doz. to case	.90
Asst. Condiments, 2 doz. to case, per doz	.90

CHOCOLATE AND COCOA.

'alter Baker & Co's:—		Per lb.
Premium, 12 to 25 lbs		.35
Caracas, sweet, 6 lbs		.32
German, sweet, 6 to 12 lbs		.24
Auto, sweet, 6 lbs		.32
Cocoa, ¼-lb. cans, 12 lbs. in box		.40
Cocoa, ½-lb. tins, 12 lbs		.40
'. H. Baker s:—		
Best Cocoa, ½-lb. size ......per lb.		37
" ⅕-lb. " ...... "		.38
Premium Chocolate, ⅛s, 12 lbs		.34
" ¼s, 12 lbs		.34
Best Sweet Chocolate, ¼s		.21
Best Sweet Chocolate, 1-5s		.21
Vanilla Sweet Chocolate, ⅛s		.29
Iersbey's—		
Mi.k, ⅛s, 6 lb ......per box		1.55
ocoa, Epp's, ½-lb. tins, 7 lbs		.42
" Van Honten's, 6-lb. boxes, 1-lb. tins, per tin,		.72
" " 6-lb. boxes, ½-lb. tins, per tin,		.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,		.19
" Huyler's, ⅛s, 6 lb		.43
" " ¼s, 6 lb		.45
iensdorp's Royal Dutch Cocoa, 12-lb. cases—	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1½-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55
iensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—		
Milk Chocolate, 6 to lb		.45
Queen, 4 to lb		.42
Sweet Vanilla, 4 to lb		.28
" 8 to lb		.28
Plain Cooking Chocolate, ½-lb. cakes		.36
3looker's Cocoa Powder—		
¼-lb. tins, 2 doz. in box ......per doz.		1.88
½-lb. tins, 2 doz. in box ...... "		3.50
1-lb. tins, 1 doz. in box ...... "		6.50
5-lb. tins, 1 doz. in case ......per lb.		.52
10-lb. bags, 1 doz. in case ...... "		.50

—18—

Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes ......per lb.	.38
" ½-lb. tins, 6-lb. boxes ......per lb.	.37
Wilbur's Chocolate—	
Premium, ⅛s, 12-lb ......per lb.	.35
Sweet Clover, ⅛s, 6-lb ......per lb.	.25

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ⅛s	.36
Cocoa, labeled, ⅕s	.38
Premium Chocolate, ⅛s	.28
Premium Chocolate, ¼s	.30
Ideal Chocolate and Cocoa Co.:—	
Ideal Cocoa, ½-lb. size ......per lb.	.40
" " ⅕-lb. " ...... "	.41
" Baking Chocolate, ½-lb size ...... "	.27
" " " ¼-lb. " ...... "	.29
" Milk Chocolate, 6-lb. box ......per box	1.65
" Vanilla, Sweet, 6-lb. " ...... "	1.65
Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.35
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.35
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.35
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box ......per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.41
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.41
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.40

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs.	
6-lb. boxes, 12 boxes in case ......per lb.	.27
12 " " 6 " " ...... "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Peter's Milk Chocolate:—	
No. 61—½ lb. size, croquettes ......per lb.	.48
No. 62—¼ lb. " " "	.48
No. 63—½ lb. " flat packets ...... "	.48
No. 64—¼ lb. " " " "	.48
No. 93—⅕ lb. " " " "	.48
No. 66—⅛ lb. " " " "	.50
No. 67—⅟₁₆ lb. " " " "	.50
No. 68—⅟₃₀ lb. " " " "	.50
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ⅕s, 2 doz. in box	1.95
" " ¼s, 6 lb. "	.39
" " ½s, 6 lb. "	.38
" " 1s, 12 lb. "	.37
" " 5 lb., 6 cans in box	.37
" Swiss Milk Chocolate, 48 5-c. cakes..	1.50
" Superior Sweet, 6 lb. "	...
" Premium, ¼s, 12 lb. "	...
" " ½s, 12 lb. "	...
Hawley & Hoop's Breakfast Cocoa—	
A No. 1, ½-lb. tins, 12 in box	.34½
" ¼-lb. " 24 "	.35½
Cocoa Shells, cleaned, bags ......per lb.	.01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes ......per lb.	.30
½-lb. " " 24-lb. " ...... "	.29
Special 10-c. packages, 30 to box ....per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ⅕-lb. " 6-lb. "	.31½
" ⅕-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ⅛s, 6-lb. boxes	.26½
" ⅛s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes ......per box,	1.35
" 3-c., 72 " ...... "	1.40

—20—

Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27
Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	4.05
Defiance, 4 doz	4.00
Dime, 4 doz	3.75
Winner, 4 doz	4.40
Baby, 1 doz., glass	1.90
Red Cross	4.25
Peninsular	4.40
Dr. Hand's, 2 doz	3.10
Leader	4.10
Banner, 4 doz	4.15
Star, 4 doz	4 40

EVAPORATED MILK.

Peerless, family size, 4 doz	3 50
Peerless, 5c. size, 4 doz	2 00
St. Charles, family size, 4 doz	3.75
St. Charles, hotel size, 2 doz	3 95
Silver Cow, 5c. size ......6 doz.	3.25
Pet, 10-c. size, 4 doz ......per case	3.25
Pet, 5-c. size, 6 doz ......per case	2.80
Van Camps, 6 doz., small	2.90
Van Camps, 4 doz., family	3.'5
Van Camps, 4 doz., large	4 05

HIRES CONDENSED MILK AND CREAM

	Per case.
Hires Condensed Milk ..	5.60
Queen	4.40
Blue Ribbon	4.05
Premium	4.05
Silver	4.50

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	4.00
Five cases or more	3.95
Twenty-five cases or more...	3.90
Fifty cases or more	3.85

Do You Know What Ramly Stands For?

We'll tell you—the finest Turkish cigarette ever made to sell for 10 cents. It is the one that is so widely imitated by our competitors.

If you want particular smokers to come to *you*, put the **Ramly** in stock.

MENTOR CIGARETTE CO.
404 Atlantic Avenue - - BOSTON, MASS.
Philadelphia Representative:—ARTHUR HAGAN & Co., 151 N. Third St.

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.
Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY

POPPING CORN
C/S 50/10 oz. Pkgs.
C/S 100/10 oz. Pkgs.
C/S 24/20 oz. Pkgs.
C/S 48/20 oz. Pkgs.
ASK FOR PRICES

Say, Mr. Grocer:—
Popping corn, like nearly everything else, is mighty high this season, still you can sell a 20-oz. package **"Brad's Tip-Top"** at 10 cents and make a fair profit; a 10-oz. package at 5 cents, or a 1-lb. package **"I-X-L"** at 10 cents showing better profit, so it's up to you. Ask your Jobbers, or write,

BRADSHAW CO.
New York

Cases of 40 /1s

—21—

COCOANUT.	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ½s	.26
" ¼s	.28
" ½s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Bijou Cookie	.07½	.08
Brown Edge Water		.09
Butter Toast	.07½	.08
Clover Mixed		.08
Cocoanut Ripple		.10
Cry Babies		.09
Fig Bars		.10
Fruit Cookies	.07½	.08
Fruit Gem	.08	.08
Ginger Snaps, XX	.06	.06½
Ginger Vedettes	.07	.07½

—22—

Graham Wafers		.10
Grandma Cookies	.07½	.08
Honey Jumbles, XX		.10
" " Iced		.10
Honey Kernel		.10
Iced Ginger Tablet		.08
Iced Penn Treaty		.07½
Iced Vedette Wafer	.07½	.08
Macaroon Cookie		.10
Man-in-the-Moon		.08
Matchless	.08	.08
Milk Lunch	.07	.07½
Oriental Cookie	.07½	.08
Quaker City Mixed	.07½	.08
Quiver Mixed	.07	.07½
Orange Cookies	.07½	.08
Peerless		.08
Soda Biscuit, XX	.06	.06½
" " No. 1	.07	.07½
Spiced Wafers	.07½	.08
Sunshine Cookie	.07½	.08
Suprema	.08	.08
Wavelets		.09
Package Goods—		Per doz.
Bonnie Water		.95
Butter Toast		.50
Cracker Meal		.84
Cresco Cookies		.95
Fairy Oyster		.50
Gingerettes		.95
Gold Medal Soda (10-cent size)		.95
" " (5-cent size)		.50
Graham Wafers		.95
Milk Lunch		.95
Ivinettes		.95
Butter Thins		.95

Freight paid on 100 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish.p. dz.	1.25

—23—

Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish.p. dz.	1.75
Wein Senf, in bbls...per gal.	
" 1 gallon stone jars...per jar	.75
" 5 gallon kegs...per keg	2.50
Prepared Mustard, in bbls...per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case...per doz.	.46
" with Horse-radish, 2 doz. in case, per doz.	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
...loaf,	.26½
Sap Sago, 3 to a lb...cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs...loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
" in tin...per lb.	.26
" 1-lb tins...per case	3.25
Camembert, in wood boxes...per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1...loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each...per lb.	.19
Limburger Cheese, No. 1...box, 17; ½ box, 17; less	.18
Muenster Cheese...per lb.	.19
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box...per box	3.00
" (Gem size), 6 in box "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case...per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size.per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.25
Neufchatel (Cow brand), 25 in box...per box	1 05
Star Cream, or Phila., 12 " "	2.20
Miniature Cream, or Phila. 12 " "	1.10
Hand Cheese, 8 doz. "	1.45
" 4 " "	.75
" 4 " Thuringer "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages...per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight)...per lb.	.48
Wiener Wurstel, 16 in tin...per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervelat Sausage (Rolff's)...per lb.	.48
Imported Frankfurters...per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size...per doz.	3.00
American Holsteiner..by bbl. 11½ less, per lb.	.14
" Landjager, short...per lb.	.24
" " long "	
" Mortadella, Dry...per lb.	.25
" Knackwurst, 25 in box, per box, $4.75...per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .21½; less	.23
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.22
" Cervelat, Crescent, 50 and 100-lb. boxes, .16½; less	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23½; less	.24
" Salami (E), 50 and 100-lb. boxes, .21; less	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .19; less	.20
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less	.18
" Tongue Sausage...per lb.	.18
" Smoked Braunschweiger Liver Sausage...per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz.	.90
" Petit Delicatess Frankfurters, with Sauer Kraut...per doz.	.90
" Lebanon Beef Bologna...per lb.	.16
" Paprika Speck "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen...per lb.	.84
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars. per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2 50
Calves' Head, in round tins...per doz.	1.65
Pickled Meats, in glass "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

Judge Us Sharply

You must sell some cereals, Mr. Grocer—you *are* selling some—how shall you decide whether you have the best?

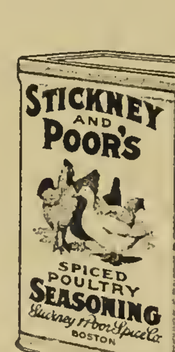
First consider quality, and as you go along apply your test to RALSTON HEALTH FOOD and PURINA WHOLE WHEAT FLOUR. Are they good? We guarantee them of the highest producible grade, pure, wholesome, splendid foods! Nobody can give any higher guarantee of quality than we give.

Second consider ease of selling—and here RALSTON HEALTH FOOD and PURINA WHOLE WHEAT FLOUR are especially strong, for we have simply advertised them into a solid popularity. Both are half sold when you put them in, because so many of your people have read our advertisements and know about them.

What other cereal products can meet these tests so well?

Ralston Purina Mills

Portland, Ore. ST. LOUIS, MO. Tilsonburg, Ont.



HOW TO SEASON POULTRY

Cool weather brings the demand for poultry, and the demand for poultry brings the necessity of seasoning it with something. Will it be with home-made seasoning—a few herbs and spices thrown in and mixed at random, never twice alike, or will you sell our **Spiced Poultry Seasoning?**

Spiced Poultry Seasoning is composed of garden herbs and spices, blended always the same, in precisely the proportions needed to produce the acme of savoriness. It is safe to say that home-made seasoning can never be half as good as **Spiced Poultry Seasoning.** Just tell your customers this.

FOUNDED 1815

STICKNEY & POOR SPICE COMPANY

BOSTON, MASS.

—25—

eef Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	
amb tongues, in glass	"	1.60

HOLLAND AND SCOTLAND HERRINGS.

		Kegs or Pails.
Holland Herring, mixed, "Y. M." ½bbl.	5.50	60–75
" milkers, " ½ bbl.	6.50	75–85
" mixed, Standard, bbl. ½ bbl.	5.50–6.50	
Holland Herring, milkers, Standard, bbl. ½ bbl.		
Scotland Herring, mixed, large fulls, bbl. ½ bbl. 8.00		
" milkers, large fulls, bbl. ½ bbl. 8.00		
Marinirte Herring, Imported, about 40 in pail.		1.25
Roll Herring, Imported, about 25 in pail		1.00
Spiced Herring, Imported, about 40 in pail.		1.00
Norway Stockfish, dry	per lb.	15
Matjes Herring	per pail	

BISMARCK HERRING.

Pint size, round tins, with key	per tin	.20
Quart " " "	"	.35
Qt. " " "	"	.55
Qt. " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz.	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
Russian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

Original Package	per ½ bbl.	5.50
Repacked in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" in 5-gal. kegs	per keg	2.75
" in ½-lb. flat tins	per doz.	.95
" in ½-lb. tall tins	"	1.50
" in 1-lb. tall tins	"	2.00
Fancy Kegs—1|1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg		.20

SALT SARDELLEN.

Original Package, 1902	per anker	16.00
Repacked—kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz	19 50	½ kilo Cans, per dz.	19 50
½ " "	10.50	¼ " "	10.50
¼ " "	5 50	⅛ " "	5.50
⅛ " "	2 75	1/16 " "	2 75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—about 2000	per cask	
50 " bbl.— " 1200	per bbl.	
15 " keg— " 500	per 100	
10 " keg— " 300	"	1.00
5 " keg— " 150	"	
10 lb. pail— " 50	"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitzkngeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg	per bundle	.30
Basler Lebkuchen, No. 1, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.50
Green Kern	per lb.	.09½
Potato Flour	"	.07
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.80
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

COTTOLENE.

30 2-lb. tins	per case	6.50
15 4-lb. "	"	6.50
6 10-lb. "	"	6.50

Freight prepaid on two-case lots.

—27—

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.28
Western	25– 27

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.17
New York, Full Cream, new, 1st's, 40-lb. bxs.	.16
Picnic, Full Cream, new, fancy, 20-lb. bxs	.17

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.	.27
Anchovies, in oil, ½ bottles	4.50
" " ¼ "	3.25
Anchovy Paste, fancy, per doz	4.75
" plain, per doz	3.75
Bouillon, Burnham, pints, 2 doz. in case	3.75
" " ½ pints, 2 doz. in case	2.00
Capers, Nonpareil, ½ gallon kegs	1.50
" " Quart, glass.......per doz.	7.00
" " bottled, ½ size... per doz.	2.35
" " " ½ " ..... "	1.90
" " " ¼ " ..... "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.65
" med. " " 12 " "	5.00
" small " " 24 " "	4.75
Cherries in Maraschino, in glass, 1-doz. case	7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" " 3 lb., 2 dz. case "	2.20
Currie Powder, pints, per doz	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ⅛'s	2.85
" ¼'s	5.50
" ½'s	10.50
" 1's	20.00
French Peas, Extra Fins, per case	18.00
" Fins, per case	16.00
" Moyen's, per case	13.00
Kippered Herring, 6 doz. in case.......per doz.	1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	.29
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz	1.25
" " ½ pints, per doz	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz	6.50
" " " 2 oz., "	3.55
Armonr's Beef Extract, 2 oz., "	4.45
" " " 4 oz., "	8.20
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz.........per doz.	4.00
" " " 8 oz......... "	7.25
" " " 16 oz......... "	13.50
Theodore Marquet Mushrooms:—	
First Choice	28.00
Choice, 100 tins per case	26.00
Extra, " "	
Hotel, " "	24.00

—28—

Truffles, 1/16	per tin,	.30
" ⅛	"	.55
" ¼	"	1.15
" ½	"	2.25
Shrimps, Pickled, small size		1.00
Dunbar's Shrimps, 2 doz., per doz		2.25
" Figs in Cordial, 1 doz., per doz		5.00
Bishop's Figs in Cordial, 1 doz., per doz		6 50
Crystallized Ginger, 1-lb. tins, per doz		4.00
" " ½-lb. " "		2.25
Rose's Lime Juice, per doz		3.60
Victor Rose Water, per doz		2.25
" Peach Water, per doz		2.25
Pitted Olives, per doz		5.25

FLOUR.

	Per Bbl
Gold Medal	6.85
King Midas	7.00
Millbourne	6.45
On Top	6.80
Ceresota	6 50
Pillsbury's	6.40
Taylor's Fancy	5.75
Semper Idem	5.10
Pride of the West	5.45
Sunbeam	5.35
Quaker City	6.25

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages	2.85
Franklin Pancake, 30 2s	3.65
Uncle Jerry's Pancake, 40 packages	2.85
Hecker's Buckwheat, 16 3s	
" " 64 1½s	
" Flapjack Flour, 24 pkgs	1 90
Log Cabin Pan Cake Flour, 36 2s	3.25
Ralston's Purina Pancake Flour, 36 2s	3.00

HONEY.

Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz	per doz.	.95
Selser's, medium bottles, 2 doz	per doz.	1.35
Schimmel's, 10- oz. bottles, 2 doz. in case		1.45
" 6- oz. " " "		.90

LOOK AT THE CUT STORES AT NIGHT

Grocery customers are like flowers—they turn toward the light. As between two grocery stores—one brilliantly lighted, the other only indifferently—eight out of ten people will seek the light store. There is nothing gloomier than a half-lighted grocery store after dark. People enter it only when they must.

Put nothing ahead of light in your store because nothing is more important as an after-dark business getter. Look at the cut stores—not one of them but glows like day the minute it gets dark.

Do the cut stores spend all that money for electric light for the fun of it? Scarcely, they *know* its power.

No light is so brilliant or inexpensive as electric light. Write us.

THE PHILADELPHIA ELECTRIC CO.
TENTH AND CHESTNUT STREETS

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

—29—

FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, 100 lbs	2.25
" yellow, granulated, 100 lbs	2.25
" " table, 100 lbs	2.20
Western yellow, 100 lbs	1.85
Quaker, 36 packages	
Farina, Heeker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.12½
Beans—	
California Lima ... per lb.	.06½
Marrows, Fancy N. Y. State, grain bags ... bush.	2.42½
Marrows, New, Extra Choice, N. Y. State, grain bags ... bush.	2 45
Medium, Fancy N. Y. State, grain bags, bu.	2.50
Pea, fancy, N. Y. State, grain bags, bushel	2.42½
Pea, fancy, Michigan, grain bags ... bushel	2.40
Red Kidneys ... "	2.50
Peas—	
Green ... per bushel	2 25
Scotch ... "	2.25
Split, yellow ... "	2.00
" green ... "	
Lentils—	
110-lb. bags ... per lb.	.08¾
Less quantity ... "	.09¼
Shaker Corn—	
Fancy, barrels ... per lb.	
Less quantity ... "	
Hominy—	
Lea's Breakfast, 10 pkgs ... case	1.75
Lea's Pearl, 100 lbs ... per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	
Western Pearl, 100 lb. bags	1.90
Western Grits, 100 lb. bags	1 90
Barley—	
OO	.07
No. 3, 100-lb. bags	3.75
Noodles, Climax, 24 10c. pkgs., asst., case	1.10
" " 48 5c. pkgs., case	1 20
" " asstd., 24 5c., 12 10c. case	1.15
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Oatmeal, B, per bbl	
" " kegs 100 lbs., per keg	
Oaten Goods, in cases—	**Per case**
Avena, 18 packages	1.55
Banner Oats, 20 packages	4.20
Friends' Oats, 36 packages	3 00

—30—

Mother's, 18 packages	1.57
Pawnee, 36 packages	
Quaker, 18 small size	1.55
Quaker, 20 large size	4.30
Rolled Oats—	
Avena, per bbl., 180 lbs	7.45
Avena, per keg, 90 lbs	3.85
Standard, 180-lb. bbls	7.10
" 90-lb. bags	3 50
Sago—	
Fine, bags about 160 lbs	.05½
50-lb. lots	.06
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 24 1-lb. pkgs	.07¾
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs ... per lb.	.06
" " less quantity ... "	.06½
" Pearl, 150 lbs ... "	.05¼
" " less quantity ... "	.06
Ralston Hominy Grits, 36 2-lb. pkgs ... case	2.70
Purina Cream Graham ... per bbl.	5.00
Ralston Barley Food, 24 2's ... per case,	3.15
Purina Health Flour, 20 5's, Cartons "	3.60
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour	5.00
Packed in 12's, 24's and 48's.	
No. 1, assorted case containing 15 2-lb. packages Wheatlet and 10 5-lb. packages Franklin Flour	4.00
Egg-O-See, 36 packages	2.85
Egg-O-See Corn Flakes, 36 packages	2.85
Cook's Malto Rice, 36 2-lb. packages	4.25
Force Food, 36 packages	4.10
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2 75
Pettijohn's Food, 18 packages	1.80
Quaker Puffed Rice, 36 packages	2.80
Quaker Wheat Berries, 36 packages	2.75
Vigor, 36 packages	2.65
Ralston Kornkins, 18 25-lb. sacks ... per bale	3.75
" Health Crisps, 36 10c. packages	2.80
Ralston's Breakfast Food, 36 2-lb. pkgs. pr. case	4.50
Ralston Health Food, 24 1s ... per case	
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.85
Zest, 36 packages, 10 cent size	2.25
Zest, 36 packages, 15 cent size	2 70
Zest, 20 packages, 25 cent size	

—31—

HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs	4.75
Cases, 3 doz. pkgs	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling	per doz	1.07½
" Acidulated	"	1.07½
Cox's, large	"	1.57½
" small	"	.95
Plymouth Rock, Pink or White	"	1.20
Nelson's	per doz.	1.35
" small	"	.95
Bromangelon, assorted 3 doz	"	.87½
Fruit Puddine. 2 doz., asst. flavors	"	.80
Jell-O, assorted flavors, 2 doz	"	.87½
Jell-O Ice Cream Powder, 2 doz	"	.97½
Chalmer's	"	.90
Peter Cooper		.90
Tryphosa	per doz.	.92½
Imperial Wine Jelly	per doz.	.95
" " "	per gross	11.00
Gelatine, McKinley's	per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs	per case	2.70
Kusto, 60 5-cent packs	per case	2.00
Puddine, assorted, 2 doz	per case	1.60
D-Zerta Jelly, assorted, 2 doz	per doz.	.90

—32—

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05½
" Elbows, " "	.05½
" Marcaroni, long, "	.05½
" " square "	.06½
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05½
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.9[illegible]
Spice Drops, in baskets, 20 lbs	1.6[illegible]
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle ... per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock,	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	18.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2 ... per doz.	9.00
" " " 3 ... "	6.50
" " " 4 ... "	4.50

Don't Plunge

Don't get into the cash register business by buying a $250 machine. You may not like it at all. You may even prefer the old-fashioned money drawer.

Buy a *Standard Cash Register,* which costs but a small sum, first. See what you think of that. If you decide that you like the cash register idea and are dissatisfied with the *Standard,* buy a more expensive one.

But you never will be dissatisfied, for the *Standard* does everything you want a cash register to do. Keeps your cash and credits straight, keeps tabs on your clerks—simply does almost as much actual work as a bookkeeper. Write.

Standard Cash Register Co.
32 CHESTNUT ST., WABASH, IND.

BLOOKER'S COCOA

IS A LUXURY TO THE PALATE
A NECESSITY TO THE STOMACH
AN ECONOMY TO THE POCKET

ALL GROCERS SHOULD HAVE IT

American Depot, 46 Hudson St., New York
In stock by H. KELLOGG & SONS, 19 South Front Street, Philadelphia, Penna.

Make Your Jobber Tell You

If you, Mr. Retailer, have signed any future canned goods contracts, ask your jobber what per cent, of your order he will absolutely guarantee to give you.

In most cases he will make no guarantee whatever. He can't, since the packer has made none to him.

In no case except one will he make a guarantee to deliver you all you ordered, or 100 per cent. That one case is where he buys *Blue Bell* or *Clover Farm* canned goods, for we, who sell those brands, always give a jobber 100 per cent. contracts on them, and the jobber can therefore give it to you.

The moral is to buy the brands you can get what you buy on.

STRASBAUGH, SILVER & COMPANY
ABERDEEN, MD.

Anker's
Bouillon Capsules

SEE THEM MELT!

Put a package of these on your counter, with a little card telling what they're are good for, and they'll melt away like snow. ANKER'S BOUILLON CAPSULES make bouillon, soup or beef tea, and everybody likes one of the three, especially when they're so delicious as they are. Ten capsules in a box—drop one in hot water. Good goods and a good profit.

PERFECT BEEF TEA IN ONE MINUTE. ANKER'S BOUILLON CAPSULES

ROYAL SPECIALTY CO., Sole Manufacturers 92 READE STREET NEW YORK

For Pickles Alone

Here is the **T. & S. Pickle Cabinet,** made revolving or non-revolving, as you like. Has no banana tree and is for pickles exclusively.

A handsome fixture. Solid oak or cherry, ball-bearing casters, with four three-gallon clean glass jars with covers. Dirt and insect proof and occupies only two square feet of floor space. Keeps pickles clean, fresh and inviting. A silent but effective salesman.

The Welles & Davis Mfg. Co.
WYALUSING, PA.

—33—

obacco Cutters	1.50
larm Money Drawers	1.50
ig and Twine Holder	1.00
arrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
eef Cutters	6.00
ung Borers, Enterprise No. 2, 1½ to 2 in	1.60
an Openers, "Never Slip"...per doz.	.90
opper's Can Opener...per gross	13.80
heese Cutters	8.00
offee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
ruit Augers, 2 prong	1.50
easuring Faucets	2.00

hiladelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

herer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from ese prices, f. o. b., Ilion, N. Y.

cales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins, 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...	36.00	18.60	9.50	2.05	1.69
Ex. Norway, No. 3...	27.00	14.10	7.25	1.60	1.33
Ex. Norway, No. 4...					
Ex. Bloaters, xxx......	40.00	20.60	10.45	2.25	1.95
Ex. Shore, No. 1					
Shore, No. 1............					
Large, No. 1					
Med. Shore, No. 1 ...	29.00	15.10	7.75	1.70	1.41
Large Irish, No. 2.....	25.00	13.10	6.65	1.50	1.25
Extra Irish, No. 2.....	24.50	12.85	6.58	1.48	1.23
Medium Irish, No. 2..	23.50	12.35	6.33	1.41	1.19
Small Irish, No. 2.....	22.50	11.85	6.08	1.38	1.15
Irish, No. 3.............					
Large, No. 3	20.00	10.60	5.50	1.25	1.05
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...					
Ocean Whitefish.......	6.00	3.60			
Salmon, Halifax					
Shad, No. 1, Mess.....	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess.....					
Haddock, Pickled	6.00	3.60			

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06½
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
White Rose, 1 lb. cakes, 24 lbs	.08¼
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

—35—

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	
Hake	

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.18
Small Extra Scaled Herring...per box	.18
Boneless Herring, fancy 10 lb. boxes, per lb.	
Smoked Salmon, whole fish...per lb.	.27
New Cromarty Bloaters, 50s...per box	
" " 100s... "	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	
Fancy N. Y. State, 48 1 lb	
Fancy N. Y. State, 50-lb. boxes	
Apricots—	
Extra Choice Royals, 25 lbs	.22½
Choice Royals, 50 lbs	.19
Cherries—	
California, Royal Ann, unpitted, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.08½
Gold Medal, loose, 25 lbs	.08¼
Private Growth, extra, cleaned, 36 lbs	.08½
" cleaned, 30 lbs. bulk	.08¼
Nectarines—	
White, 25 lbs...per lb.	
Peaches—	
Extra Fancy Muirs, 50 lbs	.15
Fancy Muirs, 25 lbs	.14½
Fancy Muirs, 50 lbs	.14
Extra Choice Muirs, 50 lbs	.13¼
Choice Muirs, 25 lbs	.13½
Choice Muirs, 50 lbs	.13
Choice Yellows, 25 lbs	.13
Choice Yellows, 50 lbs	
Pears—	
Fancy California, Bartlett, 25 lb	

—36—

PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs......				
30– 40, 25 "	.10½	.09⅞		
40– 50, 25 "	.09½	.08¾		
40– 50, 50 "				
50– 60, 25 "	.08⅛	.08		
50– 60, 50 "				
60– 70, 25 "	.07¾	.07¼		
60– 70, 50 "				
70– 80, 25 "				
70– 80, 50 "	.06			
80– 90, 50 "	.05½	.05¼		
90–100, 25 "	.05¼			
90–100, 50 "	.05			
100–120, 50 "	.04	.03⅞		

Raisins—	
Muscatels, 4 crown, 50 lb	
" 3 " 50 lb	
" 2 " 50 lb	
Cal. Thompson Seedless, 50 lbs	
Cal. Cleaned Sultanas, 50 lbs	
Cal. Sultanas, 50 lbs	
Seedless Muscatels, 50 lbs	
Raisins, Seeded—	
Ensign, fancy, 36 1s	.14½
Not-a-Seed, Ideal, 36 1s	.12
Citron, 10 lbs	.17¾
" 25 lbs	.17½
Lemon Peel, 10 lbs	.11½
" 25 lbs	
Orange Peel, 10 lb	.11½
" 25 lb	

CEREAL COFFEE.

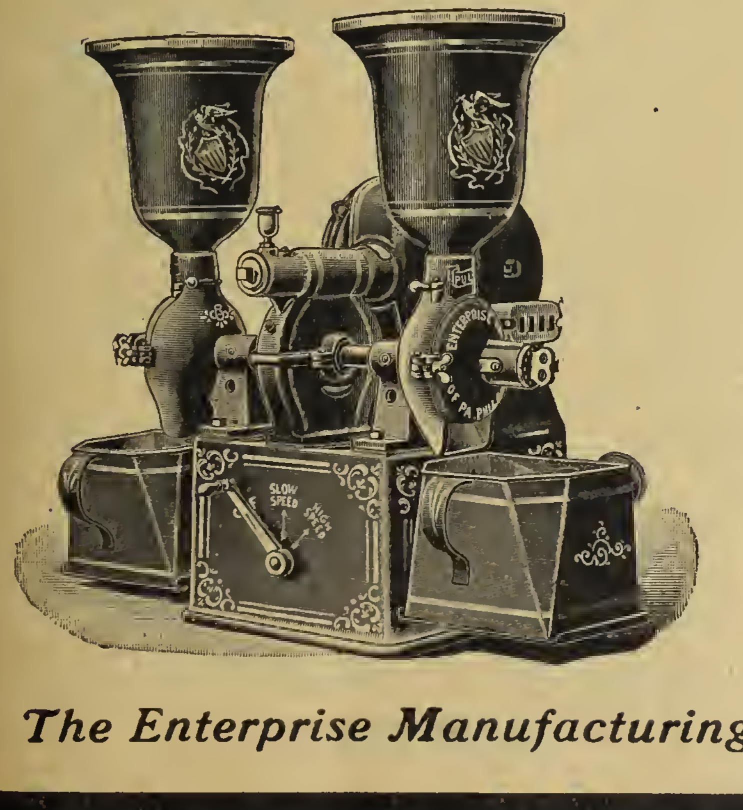
Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb...... per doz.	1.35
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case...per doz.	1.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.87½
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.90

Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An

"Enterprise" Electrically Driven Coffee Mill



will save your clerks' time, your customers' time, and advertise your store. Write for catalogue describing our various Electric Mills, with capacities for granulating from four ounces to nine pounds of coffee per minute.

The illustration shows our double mill No. 08712, with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee per minute. Fitted with ¾ H. P. motor for direct current, or with ½ H. P. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

The Enterprise Manufacturing Co. of Pa. = = Philadelphia, U. S. A.

—37—

INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz.		.30
" black, 3 doz.		.25
Royal, black, 3 doz.		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		4½ doz.	3.38

		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" " dec., 107,	"	.90	1.00

	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.	per lb.	.05¼
" " 25 lb. boxes, ½ lb.	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz.	per case	3.60
Babbitt's Potash, 4 doz.	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz.	"	1.95
" 4 doz.	"	3.85
Popular, 4 doz.	"	1 45

MATCHES.

		Per gro.
Swift & Courtney's, 200's, 1-gross case		1.75-1.90
" 400's, 1	"	3.50-3.70
" 500's, 1	"	3.75-4.00
Blue Hen, 200's, 1	"	1.50-1.60
" 500's, 1	"	4.00-4.85

—28—

	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.90
" 500's	3.95
Vulcan Safety, 65s, No. 37	.55
" 65s, No. 2	.45
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50-3.75
Searchlight, 500's	4.25-4.50
Press, 200's	1.80-1.90
" 500's	4.50-4.75
America, 200's	1.30-1.35
American Paraffine, 500's, ex. qual.	4.15
Telegraph, blue head, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5 00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3 00
Red Cross, 200s, 1 gross to case	1 30
Blue Ribbon, 165s, 5 gross to case	1 00
Blue Ribbon, 165s, 1 gross to case	1 05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent. bbls., ½ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls.	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kans, 6 to crate	per doz.	9.80
" 5-lb. " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25

—29—

National, 30-lb. Kits, bbls., ½ bbls.	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.75
No. 10, wooden pails	per box 6 pails	6.40
No. 18, 37 and 68, wooden pails		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs.	"	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz.		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs.	"	.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150test	"	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz.	15.50
" Extra, 64 oz.	13.50
" Mammoth, quarts	7.25
" Extra, quarts	6.75
" Extra, pints	4 50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 20 oz.	2.40
Farcies	3.75
Queen, 6 oz.	1.30
Pim Olas, 18 oz.	6.00
Pim Olas, 10 oz.	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

—40—

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz.	4.90
" " pts., 2 doz.	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz.	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz.	6.50
" " pts., 2 doz.	7.50
" " ½-pts., 2 doz.	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz.	9.00
" Sublime, 8-oz. flasks, 2½ doz.	6.50
" " 12-oz. " 2½ doz.	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gal.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	20 00
10 1 gal. cans, case	21.00
20 ½ gal. cans, case	22.00
40 ¼ gal. cans, case	23.00
80 ⅛ gal. cans, case	25.00

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8 50
5 gallon tins, 2 tins to case	26 50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.		
Quarts, Cal. style, 1 doz. in case	per case,	8.50
Pints, " 2 " "	"	9.00
½ Pints. " 2 " "	"	4.75
Oliver's Olive Oil—		
1 dozen quarts		6.00
2 dozen pints		6.75
2 dozen half-pints		4.25
6 1-gallon tins	per gal.	2.00

Special prices for quantities, on application.

AMERICAN OIL.

Lubon's No. 8, 2 doz.	per doz.	.52
Lubon's, No. 16, 2 doz.	per doz.	.95
Lubon's No. 32, 1 doz.	per doz.	1.85
Table Oil, No. 61, bottles, 2 doz., per doz		1.00

Your Profit on ARIOSA

The idea some grocers have that they can't make a good profit on **Ariosa Coffee** is incorrect.

Ariosa Coffee is the largest package Coffee seller in the world. As with all widely-sold things it is sold closer than things that sell in one quarter the quantity.

Which is better—to sell twenty-five pounds of your own package Coffee a week and make 10 cents a pound profit, or sell 100 pounds of **Ariosa** and make 5 cents a pound profit?

Not to speak of the **Ariosa** vouchers that are practically like finding several hundred dollars a year.

Don't forget that we have already created the demand for **Ariosa** Coffee; there is nothing left for you to do but satisfy it.

ARBUCKLE BROTHERS
NEW YORK

—41—

PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs	"	.70
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.18½
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.11
" Roll Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide	"	.03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03⅛
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03½
White Tea Paper, 12 x 16, reg	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼	.48	.29		.31	.35	.45
⅜	.53	.35		.37	.43	.55
1	.71	.45	.78	.49	.55	.73
2	.89	.53	.97	.61	.71	.93
3	1.09	.65	1.25	.75	.89	1.15
4	1.25	.77	1.39	.87	1.05	1.33
5	1.45	.91		1.07	1.21	1.55
6	1.73	1.03	1 95	1.23	1.41	1.81
8	2.09	1.19	2.29	1.49	1.68	2.19
10	2.27	1.37	2.55	1.65	1.83	2.41
12	2.69	......	3.11	......	......	2.89
14	3.37	......	3.97	......	......	3.75
16	3.87	......	4.41	......	......	4.01
20	4 39	......	4.79	......	......	4.55
25	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
15-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25
Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10

—42—

Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.92¾
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 3 doz	.92½

PICKLES.

Barrels, 45 gal., 1000s	10.75
10-gallon kegs, 700s	2.75
Sweet Pickles, 500s to 600s, 5 gal......per keg,	3.30
Sweet Pickles, 700s, 5 gal "	3.60
Sweet Pickles, 1,000s, 5 gal "	4.15
Sweet Pickles, 2,000s, 5 gal "	5.00
Chow-Chow, No. 1, 5 gal. kegs	1.95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00
Williams Bros.—	Per Doz.
English Spiced Pickles, 8 oz., octagon (any assortment except onions	.85
English Spiced Onions, 8 oz., octagon	.90
English Spiced Pickles, 10 oz., octagon	.90
English Spiced Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart	3.00
Sweet Gherkins or Sweet Mixed, 32 oz., octagon	3.10
Highland Brand Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart	2.35
Sweet Gherkins or Sweet Mixed, 32 oz., octagon	2.35

Crosse & Blackwell's:—

Chow-Chow, Gherkins, Mixed Pickles, Cauliflowers, Piccalilli, Walnuts, Onions — Octagonal Style.

	Qts. Casks.	Pts. Casks.	Pts. Casks.	½-Pts. Casks.
	4 doz.	5 doz.	4 doz.	6 doz.
	5.75	3.25	3.50	2.10
Smaller Quantities.	5.90	3.35	3.60	2.25

Chow-Chow, quarts, stone	5.50

Pin-Money Pickles—

Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—

Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.20

—43—

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—

Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls	.16
" " " 40 grain, bbls	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's......per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs	.13¼
" 14–16 lbs	.12
" 10–12 lbs	.13
Picnics, 6–8 lbs	.09¼
N. Y. Shoulders, 10–12 lbs	.10
Dried Beef, sets (city smoked)	.13
" Tenders and Knucks	.17
" Flats	.11
" Air Dried, sets	.18
" " Tenders and Knucks	.21
Jersey Pork, Butt......per bbl.	18.50
" Family...... "	20.50
Breakfast Bacon, rib in	.14½
" boneless	.15½
S. P. Bellies, 14-15 lbs	.11½
Bologna, 25-lb. boxes	.08
Boiled Boneless Ham	.21
Beef Tongues, smoked, 5–6 lbs......per doz.	10.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—	
Honey-cure Brand Hams, skinback	.15½
" " large	.14½
" " medium	.14½
" " small	.14½
" Breakfast Bacon	.15
" " boneless	.17
Beef, air-dried, regular sets	.20
" " insides and knuckles	.23
Ham Bologna	.10
Beef "	.10
Boiled Hams	.24
Beef Tongues......per doz.	11.00–12.00

—44—

Swift & Co.—	
Premium brand Hams, 10 lb	.15½
Premium brand Hams, 12 lb	.15
Premium brand Hams, 14 lb	.14
Premium brand Hams, 16 lb	.14
Premium brand Hams, 18 lb	.14
Premium brand skinned Hams, 18–20 lb	.14½
Premium brand boiled Hams, skinned, fatless	.25
Premium brand Bacon	.21
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut	.17
Winchester brand skinned Hams, all aver	.13½
Winchester brand Picnics	.09¼

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	11	9⅜
Plain Tubs, 50 and 60 lb. cans	11	9½
10-lb. Tin Pails, 60 lbs	11½	10⅛
5 " "	12	10¼
3 " "	11¾	10¼

John Bower & Co.—	
Pure Kettle Rendered, tierces	.11½
" " tubs	.11½
" " 3, 5 and 10-lb. cans.	.12½
Swift & Co.—	
Premium brand, tierces	.11¾
Silver Leaf brand, tierces	.10¾
Jewel, compound, tierces	.09¼
Cotosuet tierces	.09½

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native	.09½-.10½
Common to fair, native	.06 -.08
Western Dressed Beef—	
Choice, native cattle	.09½-.10½
Common to fair "	.06 -.08
City Dressed Veal—	
Prime	-.12
Good to choice	-.10
Dressed Hogs—	
Pigs	-.10
Hogs, heavy	-.10
" 180 lbs	-.10
" 160 lbs	-.10
" 140 lbs	-.10
Dressed Sheep and Lambs—	
Lamb, Western, good	.12
Lamb, Western, culls	.09
Sheep, choice	.09
" medium	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90-1.00
Cow Tongues	.75-1.00

SOLVING HAM PROBLEMS

All of the problems of your ham department are solved by selling PREMIUM HAMS — the same yesterday, to-day and forever. We can and do control our raw material, and so PREMIUM HAMS steadily maintain the same perfect quality.

And the advertising we do for them brings a steady stream of trade to the grocers' door.

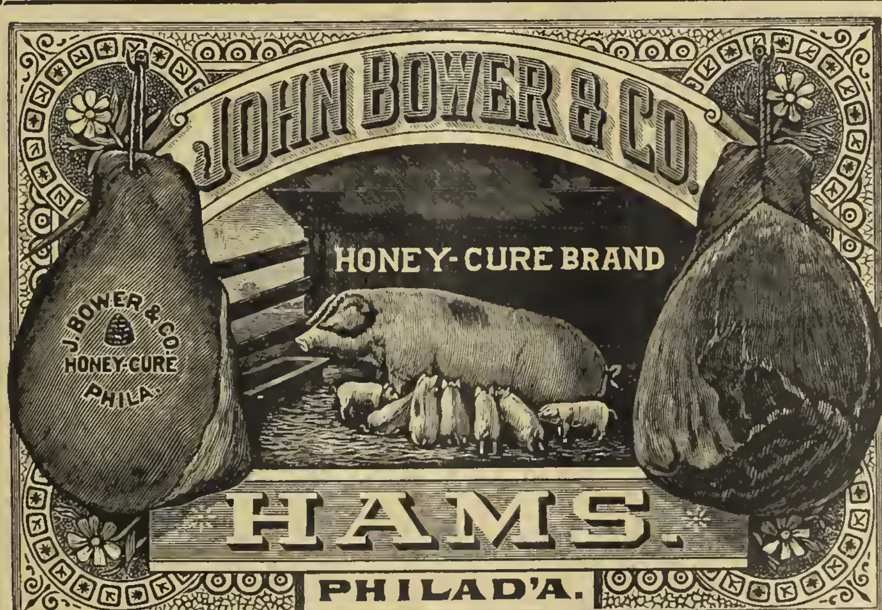
Swift & Company, U. S. A.

JOHN BOWER & CO.

GENERAL PROVISION DEALERS

ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND

Beef, Beef Tongues, Breakfast Bacon, etc. HAMS Pure Kettle-rendered LARD a Specialty

BOILED HAMS AND BEEF TONGUES

SUPERIOR AND FAIRMOUNT MINCE MEAT

U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

ABSOLUTELY PURE FOOD

Guaranteed; Serial No. 8447

MARMALADES—Made from the best California oranges and grapefruit and granulated sugar. No preservative or adulterant. This is a pure, straight Marmalade and a fine seller.

FRUIT JAMS—Only the variety of fruit named on the label and granulated sugar. No filler here, and no chemicals or glucose.

LEMON JUICE—The pure juice of the real lemon, pressed, filtered and bottled. Contains no preservative or artificial coloring. Straight goods and good goods.

For Samples and Prices, Write to Me

H. P. D. KINGSBURY

REDLANDS - CALIFORNIA

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.05
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.10
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.15
" " western		.15

DRESSED POULTRY.

Dry-pick all poultry. Leave bead and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 5 to 7 lbs	.24 –.26
" Y, T., 5 to 7 lbs	.24 –.26
Old bens and toms	.16 –.17
Common to Good	.11 –.12
Broilers—	
Philadelpbia, fresh killed, 3 lbs. and under to pair, fancy	.22 –.24
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.22 –.24
Philadelphia, fresb killed, 3 to 3½ lbs. to pair, fancy	.22 –.24
Western, 4 to 4½ lbs. to pair, fancy	.18 –.20
" 3 to 3½ lbs. to pair, fancy	.18 –.22
" fair to good	.15 –.16
Fowls—	
Western, fancy	.14½–.15
Heavy Roasters, 4 to 5 lbs	.18 –.20
Fair to good	.15 –.17
Old cocks	.11 –.12
Western capons, fancy, frozen	
" " small, frozen	
Squabs—	Per doz.
Prime, large, ancy	4.00
Mixed	2.50–3.50
Dark	1.00–1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.14 –.15
Large Springers	.14 –.15
Fowls	–.14
Roosters	–.10
Ducks	.12 –.13

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

—46—

SAUER KRAUT.

Extra Quality Long cut, 50-gal. tierces	6.90
Extra Quality Long Cut, 15 gals., kegs	2.60
Compass, No. 3, cans, 2 doz	.82½

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb. per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ½ " "	8.50
P. P. Sauce, 2 doz., No. 1 "	1.50
Atmore's Genuine English Plum Pudding—Seedless:—	
Individual, per case of 2 dos	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ½ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 2, stone crocks	
No. 33, jars	1.05
No. 5, toy pails	2.85
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06½
Southwark, 4½-lb. toy pails, ½ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 2, stone crocks	
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.05
Apple, No. 5, toy pails	2.85
Apple, 30-lb. pails ... per pail	1.20
Apple, 20-lb. crocks ... per lb.	.07¾
Apple, Schimmel's, 30-lb. pails ... per lb.	.06
Prune, 30-lb. pails ... per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

—47—

		Per Doz
Curtice Bros. Preserves—		
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

Alum ... per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2.60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk ... per lb.	.08
" Lump, bulk ... "	.08
Butter Color, W. & R. ... per doz.	2.00
Bluestone, bulk ... per lb.	.09
Copperas ... per lb	.01¾
Camphor, gum, 2-oz. blocks ... "	1.10
" Flakes, bbls ... "	.02¾
" " less quantity ... "	.03
" Tar Balls, bbls., 250 lbs. ... "	.02¾
Castoria, Fletcher's ... per doz.	2.80
" Pitcher's ... "	.85
Carbonate of Ammonia ... "	.11
Chill Tonic ... per doz	3.60
Epsom Salts ... per lb.	.01½
" Bee Brand, ¼-lb. carton, per doz.	.30
" " ½-lb. " "	.40

—48—

Glauber Salts	per lb.	.01¼
Glue	"	.11
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.55
Haarlem Oil	per doz.	.40
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.27
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.24
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.65
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10.c. "	"	.75
Paris Green, 100-125-lb. kegs	per lb.	29½
" ¼-lb. packages	"	.34
" ½-lb. "	"	.33
" 1-lb. "	"	.32
Jamaica Ginger, Hires', flasks	per doz.	.90
Sewing Machine Oil, 3 oz.	"	.35
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.05½
" granulated, kegs, " 100 "	"	.05¾
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2.45
" 100-lb. bags		2.25
" less quantity		.03½
Squills, Syrup, 1 oz.	per doz.	.34
Syrup of Figs	per doz.	2.00
Venetian Red	per lb.	.02½
Whiting	"	.02

		1 oz.	2 oz.
Glycerine	per dos.	.37	.65
Landanum	"	.80	1.25
Paregoric	"	.35	.65
Peppermint	per dos.	.40	.58
Sweet Spirits Nitre	"	.40	.70
Sweet Oil	per doz.	.30	.40
Turpentine	"	.36	.45

Husband's Magnesia	per doz.	2.85
Bull's Cough Syrup	"	1.90
Roach Powder, Omega, 4-oz. cans		.80
" "	per gross	9.00

	Per Doz.	Per Gross
Roachsault, large	4.00	45.00
" medium	2.00	22.50
" small	.80	9.00

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75

McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

If you could see some brands of rennet made, you'd never offer them to your customers in a thousand years!

Filthy, unclean and nasty! We wouldn't sell such rennet if we had to work in the streets!

James T. Shinn's **Liquid Rennet** is guaranteed to be perfectly and absolutely clean. It's the best in other ways, too—strongest, purest and most profitable.

It makes you 100 per cent.

SHINN & KIRK, 1400 SPRUCE ST., PHILA., PA.

L & S Pickles

L. & S. Pickles are only one of many brands of sweet pickles on the market—why should you push them instead of the others?

A natural question, and here's the answer: **L. & S. Pickles** are preserved with granulated sugar. Many, many brands—it wouldn't be fair to specify—are sweetened with saccharine, a harmful chemical substance made from coal tar! Besides the harmfulness, saccharine only sweetens on the outside anyway; sugar goes clear to the heart of the pickle and preserves it through and through.

That's why you should choose **L. & S. Pickles.**

LUTZ & SCHRAMM COMPANY

ALLEGHENY, PA.

Do You Know

That rapidly-becoming-popular twice-baked biscuit, the Original

HOLLAND RUSK

(The prize toast of the world)

To sell them means pleased customers. An attractive red package containing twelve Rusk sells at 10c., and allows you a good profit.

Cases of thirty-six and sixty packages.

See price-list. Ask your jobber.

MANUFACTURED ONLY BY

HOLLAND RUSK CO., Holland, Mich.

There will be imitations offered you, insist on the package bearing a Dutch Windmill for trade-mark.

—49—

Reliable Brand—	10c. size.	25c. size.
Castoria, Dr. Pitcher		2.00
Castor Oil, tasteless	.80	2.00
Death-to-Pain	.80	2.00
Diarrhœa Cure	.80	2.00
Vermifuge	.80	2.00
Cough Cure	.80	2.00

F. Young's Veterinary Remedies, wholesale prices—	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

cid Phosphate, Horsford's	per doz.	4.15
ath Brick, box 25 bricks	per box	.60
aling Wax	"	.03
lver Sand	per bbl.	1.25
ar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00
cCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

cCormick & Co., Bee Brand—		Per doz.
Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00
auer's Flavoring Extracts:—		
No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen, No. 25,	per doz.	2.00
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
" Lemon, " " No. 25,	"	1.75
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
Ingersoll's Flavoring Extracts:—		
High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.85
" Lemon	"	.85
" assorted	"	.85
" small size	"	.45

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

	Per gal.
Corson's Golded Russet, bbl	.20
Corson's Champagne	.18
" Dry Hard	.20
New Juice Cider, bbls	.18
New Juice Cider, ½ bbls., 28 gals	5.60
New Juice Cider, ¼ bbls., 14 gals	3.25
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅜
Coronot, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅜
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07¼
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03⅝
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05⅜

SALT.
WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim...	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mormald Quick-Dissolving Bathing Salt, 30 10-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dimo size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS TABLE SALT PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz	doz.	.87½
Durkee's, large, 1 doz	per doz.	4.00
" small, 2 doz	"	2.40
Schimmel's, small, 2 doz	per doz.	.87½
My Wife's, large, 1 doz		2.30
My Wife's, small, 2 doz		1.45
Snider's Salad Dressing:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Luncheon, 3 doz	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.67½
Kegs, 150 lbs	per 100	.85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz		.77½
North of England Sauce, No. 8, doz		.77½
Chef Sauce, 2 doz., doz		.75
Snider's Chili Sauce:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

REFERENCES
Goldberg, Bowen & Co. San Francisco, Cal.
H. Jevene Co. Los Angeles, Cal.
Lutey Bros. Butte, Mont.
Colorado Supply Co. Pueblo, Col.
F. Dresser & Co. Portland, Ore.
Hennessy Mercantile Co. Butte, Mont.
Lion Grocery Co. El Paso, Texas

J. A. FLESCH & SON
Architects and Designers
Of Store Fixtures for Modern Grocery Stores
1010 and 1012 Chicago Opera House Block
112 CLARK STREET
CHICAGO
CORRESPONDENCE FOR PARTIAL OR COMPLETE OUTFITS SOLICITED
FLESCH'S PATENT COOLERS and COUNTERS
HENRY TROEMNER'S SCALES, BINS, CANS, etc.

REFERENCES
S. P. Nissen Co. Oak Park, Ill.
Simpson, Crawford Co. New York City
Henry Siegel Co. Boston, Mass.
Greenough Bros. Co. Spokane, Wash.
Chris Keller Lancaster, Ohio
Louis Kunkel San Antonio, Texas
John B. Watson El Paso, Texas

—53—

SEEDS.

Canary, bush. 60-lb	3.25
Caraway	.08
Celery	.10
Coriander, bleached	.05
Flax	.05
Hemp, bush. 40 lbs.	1.60
Mustard, Brown	.07½
Mustard, Yellow	.06½
Rape, per lb.	.05½
Poppy, per lb.	.10
Sunflower, per lb.	.05½

SODA.

Bi-Carb., kegs	per keg	1.80
" bulk, 25-lb. boxes	per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes	"	.04½
Arm & Hammer bd., ¼'s, 36 lbs.	per lb.	.05½
" " " lbs., 36 "	"	.04½
" " " ¼, ½, 36 lbs.	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04½

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welchs Grape Juice, case quarts, 1 doz.	4.50
" " " pints, 2 doz.	4.75
" " " ½-pints, 3 doz.	4.25
" " " 3-ounce, 8 doz.	6.00
" " " ½-gallons, 1 doz.	8.00
" " " gallons, 6 gal.	7.50

5 per cent. discount on 5 case lots.

Clicquot Club Co. :—	Per case
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2 10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross		2.50
Bon Ami, 10-cent size	¼ gross	2.50
Electro Silicon, 1 doz.	per doz.	.72
Putz Liquid, large, 3 doz.	per gross	16.50
Putz Liquid, large, 3 doz.	per doz.	1.45
Putz Liquid, small	per gross	7.00
Putz Liquid, small	per doz.	.60
Putz Paste, large	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No 2, pint cans	"	32.00
No. 3, quart cans	per doz.	4.50
No. 4, half-gallon cans	"	7.50
No. 5, gallon cans	"	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs. ....per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.40
Acorn	120	2.70
Ark	100	1.72½
American	72	2.80
Bee	100	3.85
Best, Babbitt	100	3.70
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	100	4.25
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	4.00
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.50
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.77½
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.50
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	4.00
Magic Cleaner	100	3.00
Marseilles, laundry size	100	6.00
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

—55—

Oleine, Conway's	60	2.90
" Golden	60	2.55
" Eavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2.30
" Philadelphia, 1 lb.	60	2.90
" " 14 oz.	60	2.65
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2 80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4 50
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.70
Star	100	3.50
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.40
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.70
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes	per box	2.70
" 6 oz., 100 packages	"	2.65
" 8-oz. packs	"	2.70

—56—

Soapine, No. 7, 100 packs	2 37½
Soapine, No. 12, 100 packs	3.50
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.35
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3 55
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-10. packages	3.60
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4 00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz. per doz.	43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25

SPECIALTIES.

Anker's Bouillon Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	18½	.19½	.21½
Black, Low Grade	.14	.15	.17
White, High Grade	....	.32	.34
White, Low Grade	....	.23	.25
Cayenne, High Grade	....	.21	.23
Cayenne, Low Grade	....	16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.31	.32	.34
Low Grade	.22	.23	.24
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade	....	.78	.80
Nutmegs—			
High Grade	....	.32	.35
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—		Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice	⅛ lb.	.40
	¼ lb.	.75
Banquet Brand—		
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice	⅛ lb.	.40
	¼ lb.	.75

WALKER STORE FIXTURES

—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St.

PHILADELPHIA, PA.

Positively The Best Wagon Ever Built For the Grocery Trade

Strong, Easy-Running, Finest Steel Tires, Wheels Second-Growth Hickory

This wagon is exceedingly handsome and almost everlasting. There are more "J. M." wagons in use in Philadelphia than all other makes combined. We have a number of them ready for your name and colors.

Tell us your ideas of a wagon, we will send you a catalogue in which you will find something very much like it. If it isn't there, we will build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

...ara's Philadelphia Mustard, D. S. F.:—	
...ent tins, 2 and 4 doz.....per doz.	.45
...me size, 2 and 4 doz. "	.85
...lb: net, tins, 2 and 4 doz. "	1.00
" 2 doz. "	1.90
" 1 doz. "	3.70
...lb. cans, full weight.....per lb.	.23
" " "	.22
...ian's Mustard, D. S. F.:—	
...lb. tins.....per doz.	5.40
...lb. tins "	2.70
...lb. tins "	1.45
...lb. tins "	.90
...lb. kegs	.43

MUSTARD—Prepared.

	Per doz.
...pbell's, jar, 2 doz.	.87½
...len's, No. 6, with spoon, 2 doz.	.95
...len's, No. 20, with spoon, 2 doz.	.88
...len's Mustard and Horseradish, 2 doz.	.85
...Mug, fancy, large size, 2 doz.	.65
...ionade Glass, tall, 2 doz.	.67½
...seradish and Mustard, 8 oz., with spoon, 2 doz.	.90
...Jar, glass top, 2 doz.	.85
...er Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
...per, Black	.10
...pice	.07
...res	.17
...e	.48
...megs, 80's	.24
" 110's	.17
...namon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
...en Ginger Root	
...olo Mixed Spices, bulk, 6-lb. boxes	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages.....per case	1.80
Davis, 36 10-cent packages.....per case	2.70
Duryea's, 40-lb., 1-lb. packages	.06½
Niagara, 40-lb., 1-lb. "	.04¾
Cream, 48-lb., 1-lb. "	3.45
Kingsford's, 40-lb., 1-lb. "	.06½

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linon Gloss, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅝
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03¾
" 1 lb. packages, 48 lbs	.04⅞
" 3-lb. cartons, 48 lbs	.04⅞
" 6-lb. boxes	.05⅞
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages.....per package	.08
Starch Polish, 20 cakes.....per box	.50

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electic Paste, ½ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size.....per doz.	.87½
" " .....per gross	10.25
" small size.....per doz.	.70
Climax Enamel ¼ gro.....per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun.....per gro.	5.75
Sun Paste, 5-cent size "	4.50
" 10-cent size "	7.20

—59—

X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ½ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼ gross	2.25
Per box of ½ gross	4.50
Per gross	9.00

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round.....per pkge.	.04¾
Excelsior, 24 packs "	.05¾
McAllister, 36 packs "	.05¾
Rosensteins, 1lb. pkgs., 2 doz.....per lb.	.05½
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz....per doz.	.35
Red, quarts, 3 doz. "	.70
Silver, pints, 3 doz. "	.35
" quarts, 3 doz. "	.70
Bath Brick, 25 bricks.....per box	.60
Toothpicks, Eureka, 100 boxes.....case	1.85
Toothpicks, Perfection, 2 doz.....per doz.	.42½
Royal Glue, 1 doz.....per doz.	.80
Paist's " 1 " "	.40
Carpet Tacks, Wooden Keg, ½ gross case, assorted, 6, 8, 10's.....per case	90
Carpet Tacks, Silver Steel, 4 oz.....per doz.	.06½
6 oz. "	.07
8 oz. "	.07½
10 oz. "	.08½
12 oz. "	.09½
Matting Tacks—	
No. 10, steel.....per doz.	.09
No. 11, steel.....per doz.	.09½
No. 12, steel.....per doz.	.12
G. B. Weiss & Son—	
Sole Leather, No. 1, .25; No. 2, .23; No. 3,	.21
Cut Sole Leather, cut into taps, 6 inches high	1.50
5½ inches high	1.48
5 inches high	1.42
4½ inches high	1.25
4 inches high	1.18
3½ inches high	1.05
3 inches high	.90
Fly Paper, Tanglefoot.....per case	
Fly Paper, Sticky, 10 cartons	2.20
Sticktite Fly Paper, 100.....per case	3.00
Sticktite Fly Paper, 10 cartons.....per case	2.35
Wax, White and Yellow.....per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.....per lb.	.10½
Emory Cotton Clotheslines, 50-ft. banks, doz.	.80
Cleveland, extra fine cotton twine.....per lb.	.22
Orange Brand, fine cotton twine "	.20
Texas Medium, cotton twine "	.16
Cotton Candle Wick "	.20
Colored Twine, 8 balls to bx., lb. to bx. "	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches "	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches.....per lb.	.16
Best Jute Rope, 16 yds. to lb. "	.09
Best Jute Plow Line, 8 yds. to lb. "	.09
Jute Clotheslines, 90 ft. to hank.....per doz.	1.60
Jute Clotheslines, 108 ft to bank "	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 610	.50
Fancy, No. 626	.48
Strictly Choice, No. 639	.46
Strictly Choice, No. 628	.44
Strictly Prime, No. 627	.36
Good, No. 635	.29
Fair, No. 632	.22
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 101	.34
Fancy, No. 100	.32
Choice, No. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

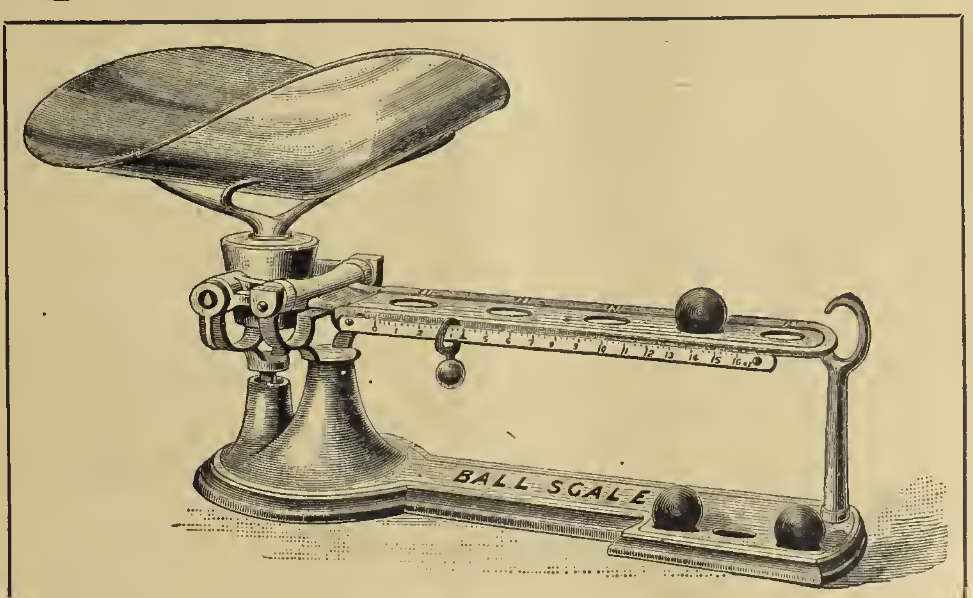
Three Star A, for confectionery	2.60
Five A, for confectionery	2.70

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—	
4 doz. in barrel.....per doz.	92½
1 " case "	.95
Karo, 10 cent size, 2 doz.....per doz.	.85
Karo, 25 cent size, 1 doz.	2.20

Losing Your Weights?

Get a Troemner No. 24 Ball Scale



Greatest Improvement in Rapid Weighing

Does away with weights absolutely. The balls are placed in the holes, thus weighing from one to fifteen pounds, with the sixteen ounces in fractions on the side beam, giving a total weighing capacity of sixteen pounds.

HENRY TROEMNER, 911 Arch St., Philadelphia, Pa., U. S. A.

—61—

Banner, in jars, compound	per doz.	1 00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00
Maplecane, 2 doz. 2½-lb. cans	per case	3.80

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jackst cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.45
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.40
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118, Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.70
Clear, 3 hoop	1.80
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	2.55
3, Solid oval	1.75
5, Solid oval	2.20
1, Wire ends	1.30
2, Wire ends	1.50
3, Wire ends	1.70
5, Wire ends	
Picnic Plates, 8 inch	
Picnic Plates, 9 inch	

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.25
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.

	Per
Battle Ax	.3
Deer Skin	.3
Gold Rope	.3
Jolly Tar	.3
Newsboy	.3
Old Honesty	.4
Piper Heidsick	.4
Spear Head	.4
Standard Navy	.3
Toddy	.3
Vinco	.3
Town Talk	.3

SMOKING TOBACCO.

	Pe
Briar Pipe	
Duke's Mixture	
Greenback	
Green Turtle	
G. & A. Navy, 3½ oz	
Honest	
Polar Bear	
Ripple	
Sensation	
Wild Rose	
Brown-Holland Pipe Tobacco, 2½-lb. cartons, 2½-oz. packages	1

YEAST CAKES.

Compressed	per doz.
Magic, 1½ doz. packages	per box,
Yeast Foam, 1½ doz	per box

GOOD TIME TO PUSH A GOOD THING

"It's All in the Shreds"

The prices of foods of all kinds are soaring skyward. Your customers naturally "squeal."

If you carry

SHREDDED WHEAT BISCUIT AND TRISCUIT

you can always please a dissatisfied customer. Shredded Wheat contains more muscle-building, strength-giving material than meat, eggs or vegetables, and is always the same price, always pure, always clean, always wholesome. It's a good time to push it.

THE NATURAL FOOD COMPANY, NIAGARA FALLS, N. Y.

If 1000 Retailers in Philadelphia Recommended Us, Would YOU Believe in Us?

One of the hardest propositions which confront the retailer is to turn their bad debts into cash. Lots of them have tried different collection agencies, paid retaining or subscription fees and got no results; so it is hard to convince them that **any one** can help to bring the beats to book.

We show you how to **collect your own** accounts; nobody handles your money but **you.** We can give you the names of a thousand merchants in Philadelphia whom we have shown how to get money due them which had been charged off long before they heard of us.

It costs you nothing to find out what our plan is—can you afford **not to?**

The Consolidated Law Association, Inc.

1325 SOUTH FIFTY-EIGHTH ST., PHILADELPHIA, PA.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

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Contents.

PAGE

ch Trust Backs Down from North Carolina Contracts..... 8

l Commissioner's Campaign of Education 8

ago Mail Order Houses Strike Back 9

at $75,000 Booming an Olive Oil Brand..... 10

burg Fight Against High Food Prices Wages Hotter 11

orial..... 12

nis of the Black Book Scheme.
ermans and Patent Medicines.
he Philadelphia Oil Inspector Case.

o-Minute Sermons for the Retail Grocer..... 12

ance in Only One Line of Food Products..... 13

the Road in New York State..... 14

New York Letter 14

Grocery Markets 16

ividual Market Reports..... 17

ket Notes..... 18

gazine Notes..... 18

Science of Advertising..... 19

ful Facts About Groceries..... 20

Stroller's Column (Contributed)..... 21

ob, the Butter-In.

ociation News 22

respondence 27

ndow Dressing for Grocers..... 28

umn Work Beginning to Stir Among Local Associations 29

art-to-Heart Talks with Grocery Clerks..... 30

nt Department..... 31

timore Prices-Current. 33

w York Price-List..... 34

Grocery World" Prices-Current..... 35

Index to Advertisements.

PAGE

"Advertising World"..... 19

American Slicing Machine Co., The..... 15

Anker's Bouillon Capsules..... 19

Arbuckle Bros..... 44

Atmore & Son..... 44

Babbitt, B. T..... 20

Baker Co., The Franklin.....Cover 1

Baltimore Manufacturers' Advertising Association..... 6

Beardsley's Sons, J. W..... 5

Bell & Sons, Samuel..... 41

Bishop, R. W. 19

Bower & Co., John..... 45

Bown Bros. 36

Bradstreet System, The 19

Brown & Co., P. F..... 36

Buckley, Elton J. 8

Butler Brothers..... 27

Carter & Williams..... 32

Cauchois & Co , F. A..... 4

Ceylon Spice Co., The..... 19

Corn Products Mfg. Co. 13

Cowan & Sons, H..... 36

Crescent Mfg. Co..... 16

Croft & Allen Co..... 38

Daetwyler & Co., R..... 32

Dilliard Remedy Co..... 32

Dixon Crucible Co., Jos..... 4

Durham Display Fixture Co. 40

Enterprise Mfg. Co. of Pa., The..... 43

Esterbrook Steel Pen Co., The.....Cover 4

Exton & Co., A..... 13

Feil Manufacturing Co., E. C. .....Cover 2

Fels & Co..... 10

Fischer & Co., B. 11

PAGE

Fleischmann's Yeast..... 32

Floto's Sons, George..... 50

Forbes, J P. 16

Franklin Sugar Refining Co..... 6

Freihofer Vienna Baking Company..... 5

Fromm & Co., F. H. 47

Fulton & Walker Co..... 48

German-American Coffee Co..... 42

Goff & Sons Co., S. B. .....Cover 1, 19

Gold Medal Flour..... 41

Grocers' Printing Co..... 31

Habben & Co., H..... 3

Hagan & Co., Arthur..... 39

Harding & Co., E. E. 16

Hires Condensed Milk Co..... .....Cover 3

Indexed Coupon Books..... 16

Johnson, A. W..... 22

Kellogg & Sons, H..... 28

Knight Cooking Extract Co..... 29

Lamson Consolidated Store Service Co., 37

Lautz Bros. & Co.....Cover 3

Levering Coffee Co., The 19

Loughery & Co., Jas. J. 28

Lowney Co., The Walter M..... 50

Lutz & Schramm Co..... 41

Maher's Veterinary Hospital, Dr...Cover 1

Manufacturers' Trade-Mark Association, 21

Martindale & Co., Thos..... 36

Mentor Cigarette Co. 39

Miller & England 42

Mince Meat 44

Morgan & Cornell..... 46

McCahan Sugar Refining Co., The W. J., Cover 3

McCanna & Fraser Co..... 4

McCaskey Register Co., The..... 38

Pennywash Co 19

PAGE

Philadelphia Electric Co., The..... 30

Phillips & Co., F. H. 47

Quaker City Preserve Co..... 31

Rae's Lucca Oil..... 28

Ralston Purina Mills. 10

Rapid Motor Vehicle Co..... 39

Reeve, James Knapp 45

Ritter Conserve Co., Philip J..... 37

Royal Milling Co..... 41

Royal Specialty Co..... 19

Sauer Co., C. F.....Cover 4

Scott & Co., Inc., John.....Cover 4, 9

Sea Foam Baking Powder Co..... 5

Shafer Co., Jacob C. 19

Shane Bros. & Wilson Co. 16

Snider Preserve Co., The T. A..... 15

Stickney & Poor Spice Co. 29

Strasbaugh, Silver & Co. 30

Sulpho-Napthol Co., The..... 5

Swift & Co. 45

Toledo Computing Scale Co.....Cover 1

Tongue & Bros., R. E..... 30

Troemner, Henry..... 49

Union Mercantile Agency ....Cover 2

Wagner Co., Martin..... 32

Walker Patent Pivoted Bin Co..... 48

Washburn-Crosby Co..... 41

Weller Co., The J..... Cover 2

Welles & Davis Mfg. Co., The..... 28

Wells & Richardson 31

Whittemore, Bros. & Co..... 40

Wilde, Carl 47

Wilde's Sons Co., Samuel.....Cover 2

Williams & Co., B. L..... 19

Willliams Bros. Co., The..... 47

Wrigley Mfg. Co..... 4

Young & Co., Chas. W..... 30

Young, P. D. F., W. F..... 31

Match Trust Backs Down From North Carolina Contracts

Recent Arrest of Its Salesman on Ground That Its Wholesale Grocery Contracts Violated Trust Laws, Has Caused It to Cancel All North Carolina Contracts. Offers New One Which It Claims Is Legal.

In a recent issue the "Grocery World" reported the fact that a salesman of the Diamond Match Co. had been arrested in North Carolina, on the ground that the contract through which the Trust tied up wholesale grocers was in violation of the North Carolina anti-Trust laws. In order to set itself straight with the trade, the Match Trust has now cancelled all of its contracts with North Carolina jobbers, and has substituted another, which its attorneys say does not violate the law.

The cancellation of the North Carolina contracts was announced through the following notice, sent to all North Carolina grocery concerns with which the Trust had relations:

Gentlemen:—Referring to your agency contract with us, our attention has recently been called to Chapter 218 of the 1907 laws of North Carolina, which may possibly be construed by some to invalidate such contract. While we do not admit or believe that such is the case, yet we are unwilling that you or this company should be placed in seeming opposition to the policy of the State of North Carolina, as indicated by such act; we have, therefore, concluded to cancel all contracts of the nature of that held by you, and until the statute in question has been construed by the Courts.

Your above-mentioned contract with us is thereby hereby revoked and canceled.

We are inclosing you herewith a form of contract which our attorneys and leading counsel in your State advise us is entirely unobjectionable from any possible standpoint under your laws.

Will you kindly sign and return to us at your earliest convenience and oblige,

Yours truly,
THE DIAMOND MATCH CO.

The new contract, through which the Trust hopes to evade the trust law, is as follows:—

Dear Sirs:—As requested, and until further notice, we will ship your our matches to be cared for and sold by you upon commission, subject to the following conditions, to wit:—

First.—All matches consigned to you must be sold by you at the price designated in the price-list as issued from time to time by this company, and if not sold must be returned to us.

Second.—You are to indemnify us against any loss incurred between the time of receipt of the matches by you and the sale of same, it being expressly understood and agreed that your responsibility commences when we have made delivery to you in good order.

Third.—You are to assume the risk of and guarantee the payment of all the sales made by you.

Fourth.—As full compensation for the services rendered by you as above provided, we will pay you a commission of 10 per cent. on the 15th day of January, April, July and October, on all matches sold by you during the preceding three months ending December 31st, March 31st, June 30th and September 30th; and a further commission or interest allowance of 2 per cent. from price-list for cash advanced against the value of any shipment at any time within ten days from the date of same, which commission shall include and shall be in full for any expense incurred by you as commission merchant in and about the matters herein provided for.

THE DIAMOND MATCH CO.

Food Commissioner's Campaign of Education.

In Pursuance of It He Addresses the United Business Men's Association Upon the Enforcement of the Food Laws. Summary of the Address.

The Dairy and Food Commissioner of Pennsylvania, James Foust, in pursuance of his campaign of educating the general public in the details of food laws, delivered an address before the regular meeting of the United Business Men's Association of Philadelphia last Friday evening. The organization referred to is one of the most important in Philadelphia, representing over 40 of the largest subsidiary organizations of the city.

Commissioner Foust was the main speaker of the evening and the salient portion of his remarks follow:—

I was appointed an agent of the Dairy and Food Division in April, 1900. My work was to purchase samples, seal and label them so that they could be identified, and deliver them to the chemists for analyses. My territory covered all of Western Pennsylvania. I also had charge of the work done by other agents in preparing cases, employing attorneys and expert witnesses when necessary. Western Pennsylvania had more prosecutions than any other part of the State. One-half of all the revenue sent to the Department came from Allegheny County. About one year ago 114 candy cases were instituted in one week in Pittsburg and were all terminated in a short time. The candy supply of the State has been revolutionized.

The new Pennsylvania Food Law, approved June 1, 1907, is modeled very much after the National Food and Drugs Act of June 30, 1906. It provides that the Dairy and Food Commissioner shall make uniform rules and regulations for its enforcement. These rules are for the information of the trade, and I am very happy to say the trade is doing everything possible to compel the manufacturers to comply with the requirements of the Commissioner. The new law has not been tested to any great extent. While several cases have been brought under it, they were of a local character and in all but two or three the fines were paid without any contest. There are, however, a few pending that may be contested.

Since my appointment, on April 15, 1907, between 8,000 and 9,000 samples of milk, cream, ice cream, various kinds of meat, catsup, jelly, jam, olive oil, pickles, oleomargarine renovated butter, vinegar and other food samples have been purchased and many prosecutions have been instituted.

From April 15 to October 12, 1907, there have been terminated 112 pure food cases, 100 oleomargarine, 22 milk, 3 renovated butter and 3 vinegar, making a total of 240 cases terminated.

The total amount of fines received from April 15 to October 12, 1907, inclusive, was $10,804. The total amount received from oleomargarine and renovated butter licenses during the same period was $2,211.02, making a grand total of $13,015.02 turned into the State Treasury for the use of the Commonwealth from April 15 to October 12, 1907, inclusive.

The Dairy and Food Division of Pennsylvania has in its employ one commissioner, one assistant commissioner, five clerks and one messenger in the office; fourteen special agents, whose duties are to purchase samples and deliver them to the various chemists for analyses. The agents have all been with the Division from four to eight years, with the exception of three. Four attorneys are also employed.

The six chemists employed are as follows:—

Prof. Charles H. LeWall, Philadelphia, who is known to many of you, and stands high in his profession.

Prof. C. B. Cochran, West Chester, Pa., who is connected with the Normal School and has had many years' experience in analyzing food products.

Dr. William Frear, Professor of Chemistry of State College, and also President of the Food Standards Commission, acting under the authority of the Government of the United States. He is also the chemist who now has in his hands samples of practically all the different brands of cereals sold and consumed in Pennsylvania. His report will be an interesting one, not only to the people of our State, but throughout the entire country, as I have received numerous letters from many sections desiring to know the result of this investigation.

Dr. F. T. Aschman, Pittsburg, Pa., Professor of Chemistry of the Western University.

Dr. H. C. Steifel, Pittsburg, Pa., who has had years of experience in analyzing food products in the United States and Germany.

Prof. James A. Evans, Erie, Pa., was employed for many years by the Dairy and Food Department of the State of Ohio; so you can see the State has a corps of experienced scientific men who do the analytical work.

The oleomargarine work in Allegheny County is important. This county is a bee-hive of iron works and there is a great demand for cheap butter. We have many oleomargarine cases in that section. We are compelled to use different methods to secure the samples. In the mill districts sometimes we have an agent dress up in mill clothes, hobnail shoes, with face blackened and a towel around his neck, dinner pail in his hand and a corncob pipe in his mouth from four until six o'clock in the afternoon when the mill men are going home from work. The agent then enters the different stores and in this way we get oleomargarine for butter, which results, of course, in prosecutions. When the hearings take place, then all the facts come out as to how and in what way the samples were obtained. Sometimes we have a lady with a basket containing some groceries enter the stores in the mill and other districts; the agent in charge waits a short distance away, sees the lady go in and come out and she delivers the sample to him; he prepares the label, has the lady sign it and then he takes absolute charge of the sample and delivers it to the chemist. So, you see, we have to use many methods in performing the work of our Division and in protecting the consuming public and honest dealer from fraud and deception.

In conclusion I desire to say that the new Pennsylvania Pure Food Law is, as yet, untried. It is my duty to uphold it in every possible way. The courts are to interpret it, not the Commissioner. The purpose of food legislation is, first, and above all, to protect the health of the public against impure and injurious foods. If the new law will do this, then that is all that can be asked.

Following the Commissioner's address various members of the Association asked a number of questions bearing on the food law work. William Smedley, secretary of the Philadelphia Retail Grocers' Association, who is also secretary of the United Business Men's Association, made a brief address, emphasizing the need of co-operation between the consumer and the dealer and manufacturer, if the food supply is to be kept pure. Elton J. Buckley also made a brief address, expressing gratification that the apparent intention of the present Pennsylvania food administration was to avoid sensationalism in reporting the food work, and to keep the public well informed along food lines.

S. B. Goff & Sons Co., of Camden, N. J., are offering a 25-cent bottle of their cough syrup free to any dealer sending for it. They have a special offer that will interest you; better write to-day. You get in good company when you stock Goff's remedies, as more than 14,000 grocers are handling them.

ELTON J. BUCKLEY
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Attorney and Counsellor at Law
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COLLECTIONS, CORPORATION PRACTICE
CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

hicago Mail Order Houses Strike Back

cure Indictments Against Nineteen of the Concerns Who Worked the Little Black Book Scheme of Sending Fake Requests for Expensive Catalogue. United States Government Appears as Prosecutor.

n a recent issue the "Grocery orld" discussed at some length latest method of fighting the il-order houses of Chicago, nota- Montgomery Ward & Co. The n was known as the "little black ok plan," and was worked by a ge number of lumbermen and nbermen's associations of the est, in collaboration with several ail merchants' associations. In ef the scheme comprehended an ort to cripple the mail-order uses by sending in hundreds of ce requests for their catalogues ich cost $1 each to print. Also involve them in making many nplicated estimates for mill work ich never came to anything. The ter is where the lumbermen came

It is understood that the plan suc- eded admirably and was the direct cans of having sent out and rned thousands of costly cata- gues. Up to last week the mail- der concerns affected did nothing yond issuing some warm protests ainst the imposition.

Now, however, they have struck ck. In Minneapolis, Minn., last eek nineteen retail dealers in lum- r were arrested by the United ates District Attorney, and in- cted by the Grand Jury, charged ith conspiracy and intent to de- aud through the use of the mails. everal officers of lumbermen's as- ociations are included. The pen- ty is a fine not exceeding $10,000 imprisonment for not more than vo years. Up to the present time one of the retail merchants' asso- ations who aided and abetted the heme have been attacked.

The scheme to defraud, as harged in the indictment, is that he mail-order houses "were then nd there engaged in the business of uying and selling lumber, millwork nd builders' supplies, by means of hat is commonly known as a cata- gue mail-order system, and that he classes of lumber, millwork, etc., ere set forth in certain catalogues, rice-lists, etc., issued by these com- anies."

The catalogues were valued at ap- roximately $1 apiece and the in- ictment charges that the persons named as conspirators "well knowing the plan and system by which these corporations were selling and conducting their business, combined to fraudulently solicit and obtain from the said corporations, through and by means of the post-offices established in the United States, catalogues, samples of merchandise and their descriptions and in like manner put in requests for estimates and prices in fictitious and spurious bills of lumber and building material." Both Montgomery Ward & Co. and Sears, Roebuck & Co. appear as plaintiffs.

The facts concerning the "little black book," which was the cause of the investigation by the Federal authorities, are well known. The idea is said to have originated with the lumbermen, but has been carried on very extensively by retail merchants in all lines of trade throughout the Northwest, and has undoubtedly proved a serious menace to the business of the catalogue houses.

Oil Trust Afraid of Indianapolis Short Weight Ordinance.

The temporary restraining order issued against the city of Indianapolis, Ind., on the petition of the Standard Oil Co. to prevent arrests of its employes and for giving short-measure gallons of oil and gasoline has been dissolved and a permanent injunction denied. The court held that the ordinance of the city fixing penalties for short weights and measures can be enforced and that the Standard Oil Co. was not entitled to the relief for which it prayed, as it would be a practical exemption of the company from the terms of the ordinance. The court further held that the question as to whether the cans in which the company delivered oil contained a gallon is matter for proof, and that the case must originate in a prosecution in its proper court. Within a few days it is expected that the manager of the canning department will be arrested on a charge of violating the ordinance, and his case will be a test case. If it is decided in police court that he is guilty of a misdemeanor, other arrests and prosecutions will follow.

STATE HOUSE

CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

If not the case will be appealed and as soon as the city is successful in a higher court the other prosecutions will begin.

Spice Men Want New Standards.

A committee consisting of Messrs. Durkee, Weiker, Greidanus and Wesley, representing the spice manufacturing interests of the country, went to Washington last week and appeared before the Board of Food and Drug Inspection in a hearing at the Department of Agriculture. The ground covered related to the establishment of new spice standards in place of some of those which are now in effect. The standards desired to be changed are those relating chiefly to peppers, both cayenne and black, and in a subordinate way to other classes of spices. Much attention was paid to the question of nutmegs and mace and the committee submitted a brief in which argument was presented in detail. No definite standards were suggested and the board requested that a specific representation be made to it as soon as the manufacturing interests should find it possible to do so. This Mr. Durkee and his committee undertook to do.

Spent $75,000 Booming An Olive Oil Brand

One Example of the Strenuous Task Which Confronts One Trying to Introduce a New Brand of a Staple Product. How One Man Tried to Put a New California Olive Oil on Its Feet.

The introducing of a new brand of food products, in this day when the markets are crowded and overcrowded with ten times as many brands as there are any real need for, is a strenuous process. Unless the promoters have unlimited funds they are apt to grow weary in well doing long before the enterprise begins to show returns.

The "Grocery World" has had related to it the story of a California olive man who not so long ago attempted to put a new brand of California olive oil on the market; not on any local market, but on the markets of the entire country. This little story gives a vivid glimpse of the task before any man who sets out to induce the general public, or a goodly share thereof, to use a new brand of a staple product. From the story, as it comes to the "Grocery World," the following extracts are taken:—

Twenty-five salesmen were sent out over the country to sell this first season's output. They were the best salesmen that could be hired, and—not one man of the twenty-five sold enough olive oil to pay his traveling expenses. Not satisfied with their efforts, the manager of the company went to Chicago and New York, and these are his words:—

"I begged men, I tell you I begged them to take our oil delivered in New York at a dollar a gallon, when older oil was bringing from one and a half to two, and they would not take it.

"I went to the buyer of the best-known hotel in New York, became well acquainted with him, and asked him if he would let us send him some of our oil. He sampled it, found no fault with it, and said: 'If I put your oil into this hotel, what is there in it for me?' To which I replied, 'There's nothing in it for you.' He did not buy.

"I went to the manufacturers of the best-known brand of salad dressing and offered them our oil and was told they would not accept it as a gift. I afterwar learned that they were using fift per cent. of cotton-seed oil in thei salad dressing and they had to kee up a big bluff.

"I went to the best-known manu facturer of pickles and asked him i he was in the market for olive oi He told me he was always in th market for anything he used. I reply to my question as to whethe he knew anything about our oil h said: 'I don't know anything abou it and don't want to know any thing about it. We use two o three thousand gallons a year, bu we don't want any California oil He did consent finally to take small quantity at $1.25 a gallo delivered at the factory, and a yea and a half afterward, when i didn't mean anything to us, h wrote for more.

"I had started out to deal wit jobbers, and on the way home visited the leading jobbers in variou large cities, and afterward wrote t those I had not seen. If I ha this reply from one, I had it fro a thousand:—

"'What do you suppose we wan to handle your product for? Yo have no market. When you get market, come around!'

"We advertised in the leadin magazines and in many newspaper We bottled gallons of oil in smal bottles and distributed samples fre to everybody that wanted them an to many that didn't. We offered t prepay express on orders receive from any part of the United State By and by orders came for a bottl or two, or a gallon, sometime accompanied by a money orde sometimes on the conditions offered that the money need not be pai until the oil was sampled and foun satisfactory. These orders wer filled with the nicest care, and th

Soap that to women endears itself without prizes, premiums, stamps, cards and endless other botherations to the grocer, deserves to be pushed and well pushed by the dealers.

Such is **Fels-Naptha.**

As for its great quality (always doing just what we claim)—well, that is another story!

Just say **Fels-Naptha** soap to your jobber.

In every leading magazine published you can find the advertisements of **Ralston Health Food** and **Purina Whole Wheat Flour,** preaching the gospel of pure and nutritious food.

And incidentally building up the already enormous business in these products—building it up by bringing orders to retail grocers the country over.

If you believe in selling products of unimpeachable purity and wholesomeness, and particularly if you believe in filling orders which we are inspiring for you every day, why not stock up **Ralston Health Food** and **Purina Whole Wheat Flour.**

RALSTON PURINA MILLS
ST. LOUIS, MO.
T. A. JAMES & CO., General Distributers
12-16 Chestnut St., Philadelphia

Samples supplied for your trade upon written request to the Mills.

uyer was asked to write his opin-on. If it was evidently a house-eeper, she was asked in case she ked the oil to tell her neighbors bout it. Always we believed ab-olutely that the person who once sed our oil would never use any ther.

"When we had secured two or iree orders from one town we ould take one of the big business irectories and pick out two or iree grocers in that town and write iem that these people were sending the factory for the oil—would not be to their interest to put it stock and supply these and other ossible customers? About seventy-ve per cent. of such letters re-ilted in an order for a case of uarts. If the housekeeper ordered gain she would be told she could et the oil from her home grocer. erhaps she would insist that she referred to get it from the factory, nowing it would always be the ime. If so, it was shipped from ie factory, through the grocer, who as credited with her remittance nd the express charges.

"While thousands and thousands f cases were being sold in this way, ie company again made a test of ie jobbers. A hundred pint bottles ere mailed to the leading jobbers f the East. There was just one cknowledgment, and that was from man who wrote that he did not uy olive oil."

This advertising campaign cost 5,000! And when this enormous ount of money was gone, not a gle dividend had been declared to ow for it. In fact the concern ose story this is, while now pros-ous, has never yet declared a idend, and those who contributed $75,000 and other moneys have not received a single penny on their investment! Very probably there will be dividends, but the concern is coming up to them through great tribulations.

Perhaps the above is an extreme case, yet there are hundreds of others of similar character, in many of which the promoters have disheartedly withdrawn long before they were even in sight of success.

Government Seizes Trust Tobacco Under Anti-Trust Law.

A $7,000 shipment of leaf tobacco and cigarettes in transit from factories of the British-American Tobacco Co. at Petersburg, Va., and Durham, N. C., to New York and foreign countries has been attached by the Government at Norfolk, Va., and is now being held by the Customs authorities. The action was brought following a conference here last week between Collector of Customs Hughes, United States District Attorney L. L. Lewis and a representative from the Department of Justice at Washington. The tobacco seizure at Norfolk was made under Section 6 of the Sherman anti-trust law, which provides that any property owned by a combination in restraint of trade in course of transport shall be forfeited to the United States.

ittsburg Fight Against High Food Prices Wages Hotter

w Complaint Filed in Court Naming Railroads and Large Shippers of Fruit and Produce as Defendants. Many of These Concerns of National Scope.

cial correspondence of "Grocery World."

Pittsburg, Pa., Oct. 24, 1907.

The fight against high food prices l wages in this city, and by far most important step yet taken in course of it was taken last week en an amended bill in equity was d here, including a large number local produce concerns, several lroads and a number of large ppers and receivers of produce. The new complaint covers much re ground than that previously d. By the new bill all the persons o were formerly mentioned as ving been placed on the alleged cklist of the trade association ve been made complainants in case and many of the largest uit growers of the country gether with all the railroads leading into Pittsburg are defendants.

Among the concerns named in the bill as defendants are the Erie Grape Growers' Association, National Produce Distributing Co., California Fruit Growers' Exchange, the International Apple Shippers' Association, the Elgin Board of Trade and John Fite, the Pittsburg agent.

In the latter part of the bill there are several pages which contain photographic copies of the advertisements some of the defendants named, in which the claim is made that they "own or control" the entire output of a certain class of products. An answer to the amended bill will be required in thirty days, when arguments will be allowed.

R. O. W.

The Hotel Patrons' Demand

A coffee that satisfies on a hotel table is a good coffee and will stand up under any test you can give it.

That's because hotel patrons are supercritical. They expect more than they get at home; in fact they expect perfection.

Hotel Astor Coffee is the year-in-and-year-out brand of some of the most exclusive hotels in New York City. They never think of buying anything else — they wouldn't dream of it.

The success of this coffee under this exacting test is really the reason that led us to push it through the grocery trade. We have a plan to increase your high-grade coffee trade. May we tell you about it? A postal request is enough.

B. Fischer & Co.

190 Franklin Street
NEW YORK

31 South Front Street
PHILADELPHIA

Grocery World

PUBLISHED WEEKLY BY THE
GROCERY WORLD PUBLICATION CO.,
AT
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Single Copies	.10

CHARLES M. WESSELS,
President and General Manager.
ELTON J. BUCKLEY,
Vice-President and Editor.
DAVID EZEKIEL,
Advertising Manager.
W. H. NAYLOR,
Circulation Manager.
FRANK D. WARNER,
Manager "Prices-Current."

Finis of the Black Book Scheme.

The "Grocery World" notes with healthy satisfaction that the Federal Government has secured indictments against nineteen of the ringleaders in the notorious black book scheme of fighting the mail-order houses of Chicago. Throughout the West hundreds of retail merchants have worked the plan, and to-day they sit in fear and trembling lest the lightning shall descend upon them also. And well they may, for they have been guilty of a mean crime both against decency and against the law.

The black book plan gets its name from the fact that instructions for operating it were circulated throughout the West in a thin black pamphlet. In brief the scheme comprehended inducing thousands of retailers—who agreed because they considered themselves injured by the mail-order concerns—to send for the bulky mail-order catalognes and burn them. Since they cost $1 each to print, the extent to which the scheme might get in on the victims can easily be seen. The plot had other phases, but this was chief. It is said to have mulcted the mail-order houses in thousands of dollars.

The "Grocery World" has several times expressed its opinion of this scheme. It is contemptible sneak thievery of the worst sort and that the operators of it will surely be severely punished will find no regret in any honest breast. In dishonesty and disregard of all commercial ethics it transcends anything else ever tried in this country.

Germans and Patent Medicines.

The German Government has just taken a step regarding the sale of patent medicines which will probably be eventually followed in the United States and all other civilized countries. It has passed a law surrounding the sale of these fakes with such restrictions that from now on the business will be practically dead. Yet the law contains not a single provision which is not dictated by common sense and common prudence.

A brief summary of the new law follows:—

> It enacts that the exteriors of bottles, tins and other vessels containing medical compounds shall bear conspicuously printed upon them (A) the name and address of the firms manufacturing them and (B) the name and address of the retailer who sells them. (This does not apply to wholesalers.)
>
> It forbids the use of any written or printed statement in praise of the article or compound, any testimonial or recommendation or anything in the nature of an advertisement or an inducement to buy.
>
> Chemists and other retailers are required to know the ingredients of the compounds if they sell them on their own responsibility. Where they do not or cannot know the ingredients of the articles and compounds they are forbidden to sell them except by order of a qualified doctor, dentist or veterinary surgeon (in the latter case the article must be for the use of animals only), and a separate order, duly signed and dated, must be received for each separate supply. The retailers must also see that medicines, which they can only supply to the order of one of those qualified practitioners, bear labels which conspiculously state their condition.
>
> Lengthy lists of patent medicines governed by these restrictions have been officially circulated, and it is enacted that public advertisements of the articles mentioned is strictly prohibited, the term advertisements to include anything and everything whatsoever in the nature of an advertisement, directly or indirectly, such as an announcement offering to supply on request printed matter, the object of which is to further sales.

No legislation was ever more sorely needed than this. These birds of prey, selling their alcoholic or narcotic compounds through the most flagrant falsehoods and misrepresentations, ought to be made to suffer the torments of all the complaints they have falsely promised in their advertising to alleviate.

The whole patent medicine idea is illogical, since the successful administration of any remedy depends wholly on accurate diagnosis. This cannot be accomplished by the patient himself. The most stupendous outrages are committed under the cloak of the patent medicine business! One of the most widely advertised catarrh remedies proved on recent analysis to be composed of 26 per cent. of alcohol, 74 per cent. of water, and less than one-half of 1 per cent. of remedial agents! The stuff is simply a tipple and while it will stimulate because of its alcohol, can never cure anything.

There are probably a hundred other patent medicines on the market, just as widely sold, which embody frauds every bit as glaring. The time has come to scotch the thing!

The Philadelphia Oil Inspector Case.

In Philadelphia we have just been treated to another illustration of the Oil Trust's corrupt control over the reins of Government. The city oil inspector, Frank G. Edwards, admittedly the only straight inspector the municipality has had in years, has been removed by Mayor Reyburn, only one cause being alleged: The fact that the Atlantic Refining Co., which is the Philadelphia end of the Standard Oil Co., had complained against him! The burden of the Trust's complaint was that Inspector Edwards misrepresented it before the last Pennsylvania Legislature, when the Trust vainly tried to lobby through a much looser inspection law than now exists.

An honest man or corporation libelled, as the Oil Trust declares itself to have been here, would have brought an action against the libeller. Not so the Trust, which prefers the underhanded method by reason of infinite experience with it. The Trust goes through devious political channels to the appointing power, and thus robs Philadelphia of the best oil inspector she has ever had.

In this case one's mental attitude is divided between righteous rage at the Oil Trust for its continued defiance of all decency and honor and bitter contempt at the windy donkey who rules Philadelphia, for his arrant cowardice in removing a good official for such a cause.

North Dakota Food Commissioner Tied Up.

The validity of the ruling recently made by Commissioner E. F. Ladd of the North Dakota Food Department, against the sale of bleached flour in North Dakota is to be tested in the courts of that State. The Russell Miller Milling Co., owner of several mills in North Dakota, has been granted a temporary injunction restraining the Food Commissioner from publishing or circulating bulletins condemning flour manufactured by the plaintiff, and also from seizing goods of that company for alleged violation of the pure food law. The order is returnable October 29th.

Two-Minute Sermons for the Retail Grocer

XVI.—Don't Knock.

No business man can afford to be a knocker.

Some men feel that they are not doing justice to their own goods unless they are showing the weak points in the goods of a competitor. Nine times out of ten such a knock is a boost for the competitor. No man likes to hear another knock. He may even know that the knock is largely truthful, or possibly entirely truthful, but he resents it just the same. On the other hand, if all the good points of your own goods are set forth, there is no reason why the customer cannot absorb enough of your ideas as to what makes value to make him feel prejudiced against other goods which do not show the same good points as yours.

A knocker generally has few friends, no matter what he is knocking against, and the habit grows upon him, and the longer he knocks the harder he knocks and the less justice there is in the knock ad as a result his friends become fewer and fewer, until none are left.

Young men who are inclined to edge in a little knock now and then should refrain, for the habit will grow, and it does not take long to acquire a reputation which will make promotion a slow possibility. Find the merit in your own goods and then always be sure to make the customer thoroughly appreciate every point they have, and your case is in the best possible condition for good business.

F. A. P.

dvance in Only One Line of Food Products

List of Figures Showing the Heavy Advances Which Have Occurred in Bread, Cake and Pastry in the Last Ten Years. Advances in Same Items Over 100 Per Cent. General Advance in Materials Over 70 Per Cent. and in Operation Nearly 40 Per Cent.

As showing the course of adncing prices in only one line of man food—bread, cake, pastry, :., the "Grocery World" has had statement prepared showing the ry heavy increases in all the elents of raw material and operatg expenses which enter into the oducts mentioned. Bread, cake d pastry have been selected, beuse they are perhaps more genally consumed than almost anyng else.

The following figures show the urse of the market in the last ten ars :—

	Per Cent.
Patent flour has risen	47.8
Rye flour has risen	71.4
First clear flour has risen	75.5
Lard compound has risen	110.0
Pure lard has risen	115.0
Cooking oil has risen	130.0
Chocolate icing has risen	130.0
Raisins have risen	190.0

The lowest increases in this line c in

	Per Cent.
Molasses, which has risen	25
Corn starch, which has risen	22
Orange peel, which has risen	15
Lemon peel, which has risen	10

Lemon peel, of which so small an nount is used that it is scarcely orth figuring upon, has gone up per cent. But the rise on the ticles which are mostly used, mely, flour, lard and cooking oil which form perhaps 75 per cent. the ingredients used in baking—91.6 per cent. Rye flour alone is .4 per cent. higher than ten years go.

As to fruits used in the products med,

	Per Cent.
Blueberries have gone up	90
Canned apples have gone up	95
Peaches have gone up	100
Apricots have gone up	100

It is alleged by bakers that beuse of the above mixed bread sts 56½ per cent. more to make -day than it did ten years ago.

But the manufacturer of bread, ke and pastry has been plagued y other advances even outside of e above—advances which have ffected other lines of business also the general conduct of his busiess. For example, take the folwing :—

	Per Cent.
Horses have gone up	50
Rent has gone up	45
Wages have gone up	40
Feed has gone up	40
Wagons have gone up	30
Ovens have gone up	20
Maple cord-wood has gone up	30

and hard coal has gone up 20.8 per cent. The average percentage of these nine factors or elements of equipment for operation is 37.97 per cent. The cost of operation and equipment then is to-day almost 38 per cent. higher than it was in 1897.

There are listed in the following table twenty-eight various commodities which are necessary in the manufacture of the products referred to, and practically all of which also touch the grocer somewhere, and nine elements or factors of equipments and operation which also affect the grocer. There has been a rise in these ingredients of over 70 per cent., and in the matter of equipment and operation of 37.97 per cent. Taking them together, we find an increase of about 55.87 per cent. :—

INCREASE.

	Per Cent.
Lemon peel	10.0
Orange peel	15.0
Hard coal	20.8
Corn starch	22.0
Molasses	25.0
Almond paste	26.0
Plum butter	28.0
Almond powder	28.5
Wagons	30.0
Cocoanut	35.0
Wages	40.0
Feed	40.0
Rent	45.0
Patent flour	47.8
Chocolate	50.0
Shelled walnuts	50.0
Peanuts	50.0
Horses	50.0
Citron	55.0
Jelly	57.0
Glucose	60.0
Almonds	65.0
Eggs	65.0
Rye flour	71.4
Cleaned currants	88.0
Canned Blueberries	90.0
Butter	92.0
Canned apples	95.0
Canned peaches	100.0
Evaporated apricots	100.0
Shelled filberts	100.0
Shelled hickory nuts	105.0
Lard compound	110.0
Pure lard	115.0
Cooking oil	130.0
Chocolate icing	130.0
Shelled pecans	145.0
Raisins	190.0

All manufacturers of bread, cake and pastry declare that an advance

We've Made "EXTON" Oyster Crackers for 60 Years

In itself, and by itself, that fact is significant.

Nothing but a superior article could last so long, and none but a ***very*** superior cracker could retain its leadership as the "EXTON" Oyster Cracker has done.

It MADE the standard of quality by which all other oyster crackers can safely be judged, and by which they HAVE been judged.

It's the Cracker King now as it has always been, and makes its sixty-first annual bow to the trade with a vigor that's growing steadily.

It's ready for the fall business whenever you are, and guarantees the same ideal quality which has made the name "EXTON" famous wherever oysters are known.

A. EXTON & CO., Trenton, N. J.

PIONEER BAKERS *of the* CELEBRATED TRENTON OYSTER CRACKERS, STAMPED "EXTON"

"The Best Known and Known as the Best"

Karo
CORN SYRUP

Why?

Anybody who knows will tell you that Corn Syrup has almost completely supplanted sugar syrup in some sections of the country.

Why? Because it is smoother, mellower and lacks the sharp twang that makes sugar syrup disliked by many.

Karo Syrup is the acknowledged best of the Corn Syrups. Its superfine quality never varies, and *all* jobbers handle it—two important things to remember.

Sealed at the factory in 10, 25 and 50-cent sizes.

CORN PRODUCTS MANUFACTURING COMPANY
Davenport, Iowa

all along the line is inevitable if raw material conditions do not improve.

On the Road in New York State.

Some Incidents of a "Grocery World" Representative's Flying Visit to Some of the Big Food Manufacturing Concerns of New York State.

Buffalo, N. Y., Oct. 24, 1907.

Editor "Grocery World."

Dear Sir:—In the course of a flying trip through the West and Northwest, I stopped at Johnstown, N. Y., to see the great gelatine man, Charles B. Knox. I found that he was so worn out trying to fill twice as many orders as his big plant could turn out that he had been forced to take a month's vacation. This put the conduct of this big business on the shoulders of Charles B. Knox, Jr. He was laid up in bed So much for the "Knox" these gentlemen had to contend with.

Then I went to Oneida to see the Burt Olney Canning Co. You should see the Olney plant! I learned from Mr. Olney that last season they only filled about 75 per cent. of their orders, and that they would be even worse off the coming season. The magnitude of their establishment would lead one to believe that they could put up more goods than it would be possible to sell.

I went from Oneida to Oswego. What a gloriously clean place! Mr. Murdock, the general manager of the Oswego Maize Products Co., took me over their plant, and when I saw how they made corn and laundry starch, the work they did to rid their products entirely of gluten, I understood why there was such a demand for their goods.

In Rochester I met some of the finest fellows in the world. I inquired for Mr. Michael Doyle, of the Mohawk Condensed Milk Co., whom everybody in Rochester seems to know, and when I presented myself to him I found him the busiest man in town. An advance in the price of milk of 20 cents per case had made it necessary for him to long-distance the big cities all over the country, but he was cordiality and graciousness personified between his phone calls.

Nothing can compare with an Irish welcome. He has two clever young men with him, a Mr. McGrath and a Mr. Foley, who are his right and left bowers. I felt like staying with them a week, to learn, if I could, how to be fearfully busy and smile a welcome at a stranger at the same time.

I also called on Curtice Bros. Their place looks as big as Baldwin's Locomotive Works. Mr. Badger, the secretary, cordially invited me into his office, handed me a *box* of good cigars and regretted that I called too late in the day for him to take me over the works. Mr. Badger is another man I'd like to spend a week with. I feel as though I would learn something. Curtice Bros. are away behind with their orders this season, can't get the raw material they need at any price.

Stopped to see Mr. Glidden, of the D Zerta Co., another good fellow. He has a great new product. It is called "Our Pie." The housewife makes the crust, adds a little fluid to the new D Zerta product, puts it in the oven and she has a pie like mother used to make. It is selling to beat the band wherever it has been introduced, and I guess it won't be long getting on the Eastern market, for it's too good a thing to keep out of sight long. Yours fraternally,

C. M. Wessels.

Many catsups have similar outward appearances. It's the delicious flavor found only in Snider's catsup that makes it the most popular brand in the world. It's a perfected product of twenty-five years' experience. Try it.

The New York Letter

Grocery Interests Not Affected by Banking Troubles. How Jobbers Are Handling the High Prices. Callanan's Views of Labor Unions. Current News of the New York Market.

Special correspondence of "Grocery World."

New York, Oct. 25, 1907.

Grocery interests have not been shaken by the banking developments, as far as known, and both wholesale and retail dealers say that business is proceeding about as usual. It is said that the jobbers are quite conservative in making purchases and that, in fact, they have been pursuing a most careful course in this respect for some time past, which puts them in the better condition now. In the changes in the directorates of banks several jobbers are mentioned. The most notable instance, perhaps, was that J. E. Nichols, of Austin, Nichols & Co., was placed in the new directorate of the Mercantile National Bank on its reorganization.

* * *

Higher prices being the subject of discussion among retail grocers, a number of letters which Francis H. Leggett & Co. have printed in their circulars of instruction sent to salesmen are of interest. The letters were addressed to J. C. Juhring, of the company, and were written by some of the salesmen themselves, so that their dissemination is for the purpose of reaching the others and getting all to act together. The idea is for the salesmen to encourage the retailers to ask higher prices and thus get a greater percentage of profit.

When your correspondent saw Mr. Juhring to-day, he said that the subject is of much importance and he did not hesitate in saying that the time has come when retail prices must go up. The wholesaler, having to pay more for nearly everything that he buys, has to get higher prices from the retailer and the only way that will enable the latter to pay such advances is to put them up to the consumer.

The writer of one of the letters said:—

"I have been preaching this for some time as hard as I can to my trade, in many cases arranging between merchants to receive a raise in prices. They must do it or we will have failures on our hands. Every element of cost has increased—wages, horse feed, wagon repairs, paper, twine and packages. Our percentages of profits are rapidly shrinking because the grocer does not raise his prices. In many cases he cannot reflect every advance. A 10-cent article cannot be put to 11 cents (in this section), and the price must move to 12½ cents to move at all. I have urged this move in many cases, and especially the raise in the price of all held articles that have advanced.

"The proper economic effect of an advance in prices is to reduce consumption or to throw the demand to some substitute which has not yet advanced so much. But if the grocer absorbs the advance and pockets the loss the demand for the high-priced article still continues unimpaired. Many a grocer will invoice this winter, and after having had an apparently good business, i. e., large sales, he will find that he has made no money.

"We want to keep our trade in business and our salesmen should make a point of urging advances in prices at retail. The slogan 'put up your prices or put up your shutters' expresses it all."

Among retailers with whom the writer has spoken opinions vary. Some say emphatically that there should be higher prices in many lines, in order that reasonable profits may be made. Others say that the situation is adjusting itself in a natural way and that there is no occasion for any special agitation of the subject. One large grocer said that with the exception of fruits and vegetables food is not costing more than a year ago. He admitted that the two exceptions are pretty broad.

A jobber said that the national food law has been one of the factors that has put up prices, but that natural laws of trade are chiefly responsible. "Wheat and oats and everything made of them costs more," he said, "so do most of the vegetables and fruit that we can, the tin cans cost more, the expenses of doing business are higher in a hundred ways than they were."

* * *

It is not usual for a retail dealer to throw down the gauntlet to labor unions, but L. J. Callanan, of Vesey street, always speaks his mind without fear. When somebody returned to him copies of his house organ with a paster, saying that this was done because of the absence of the union label, he was indignant all the way through. He did not know who returned the copies, so he expressed himself in the next issue just out, and gave several pages to telling his opinions of labor unions and their methods.

Among other things, he told of a movement to organize the grocery clerks into a branch of the Knights of Labor. One of his clerks, who was drawing a good salary, asked Mr. Callanan if he had any objection to the boys joining the union. The grocer said that he had none.

The clerk was asked a few questions, however, by his employer. This brought out the fact that this particular clerk knew that he was getting much higher pay than some of the others, and realized that this was because he was worth more to his employer than the others were. He also agreed that there was no possibility of all getting as high a salary as he got. He was told that the union would insist on all getting the same pay. The conclusion was that if the union was formed and had its way he would find his pay reduced so as to bring all to an average level. This broke up the movement among these clerks.

Mr. Callanan in his article criticises the unions for putting all men on a level, for not permitting the workman to do his best work and for allowing demagogues and political lobbyists to conduct the organizations, often to the injury of business interests and of the workingmen themselves. He gave numerous illustrations and urged that it is time for business men to stand firmly together in opposition to the claims of the professional labor agitators who assume to represent the workingmen at sessions of State Legislatures and even at meetings of Congress.

* * *

Agitation for another daily call in the butter market is in progress. It is said that the absence of any kind of official quotations is quite unsatisfactory to many receivers as well as to shippers. The secret premiums that existed under the old system have not disappeared to the extent that was expected. It is argued that the evil of the old sys-

n was in the fact that the quota-
ons were false, but that a daily call
ould give true prices based on
tual transactions. A new trick in
e trade, it is said, is to give secret
emiums and then juggle the class
which the butter is placed.

* * *

Those who have been predicting
gher prices for coffee are now
inting to the heavy purchases of
gh-grade Santos made of late by
rbuckle Bros. as an indication of
ie way the wind is blowing. The
irchases amounted to 40,000 bags.
is said that because of a reduc-
on in the supplies of mild grades
ie jobbers will be obliged to buy
antos as a substitute.

* * *

Brooklyn papers are charging
iat there has been neglect some-
here in not prosecuting a case
gainst the American Sugar Co. for
525,000, claimed to be due for
ater taken from the city after
omebody had secretly tapped the
ater mains for the company. The
vidence as to the alleged stealing
f water was first presented to the
gal officers of the county four
ears ago. The Corporation Coun-
el is, after the long delay, about to
ake an effort to collect the money,
is said. There is of course no idea
iat any of the officials of the com-
any knew of the theft of water,
hich went on for years, it is
laimed, but the suspicion is that
ubordinates were guilty and profit-
d in some manner.

* * *

L. W. Kraemer, a grocer in As-
oria, was swindled of $10 several
lays ago by a man who said that
ie had been sent to buy provisions
or a schooner moored in the river
t Brooklyn. The supposed sailor
laced quite a large order and then
orrowed the money. The grocer
hen he looked for the boat could
ot find it. This is an old game
nd city grocers are usually on their
guard in cases of this kind.

FRED. A. MCGILL.

Opening of Burk's New Plant.

An event of considerable importance
ook place on Wednesday and Thursday,
October 23d and 24th, when Louis Burk
hrew open his mammoth new plant for
nspection to the trade and general pub-
ic.

Visitors from at least a dozen States
locked to see what has rightly been
ermed the model abattoir and pork
acking establishment in the United
States. Nothing but words of praise
could be heard and some of those who
spoke most highly were men who have
plants of their own and could recognize
he thoroughness, care and lavish ex-
penditure that were everywhere apparent in all parts of the establishment. Some idea of the size of the plant can be best obtained by these figures:—

It has a frontage of 115 feet on Girard avenue and 256 feet on Third street, extending 200 feet to Orianna street. The entire first floor of this magnificent building is practically all glass, another one of Mr. Burk's ideas being that having nothing to conceal he could readily take the public into his confidence and allow them to see from the streets how his work was done.

The power plant is of the most modern type and is operated by two 250-horse power Fitchburg engines, with 160 K. W. direct connecting generators. Every piece of machinery in the entire plant is driven by a direct connected motor. The refrigerating and ice plant is run by two 75-ton refrigerating machines, giving an enormous chilling capacity. One of the most interesting branches is the sausage department, the main room of which is 250 feet long by 70 feet wide. The walls are tiled porcelain and the ceiling and columns are white enameled. The machinery consists of cutters, grinders, mixers, all of which are white enameled. The sausage stuffers are operated by water power. The tables connected with them are Tarara glass; the whole room has that sanitary, appetitizing appearance that appeals so strongly to one's sense of cleanliness; one would know that the product of such a place must be pure and wholesome.

Another innovation is found in the curing room, which is done in tierces and concrete vats, this again is a great advancement over the old methods still employed in many places.

In conformity with the rest of the building is the stable, here again the most modern sanitary methods were employed. The stalls are made of iron and there is room for 75 head of horses.

Everywhere throughout the establishment are toilets and shower baths, all of white marble.

An innovation that was first introduced in this establishment is the laundry. All the employees are compelled to change their uniforms daily, the washing and ironing being done in the place.

The office and salesroom occupy the first floor and are finished in the most attractive manner, the columns being concealed with art marble. Adjoining is the beef salesroom, being finished in white enamel and, as stated before, the entire frontage being glass, making an inviting room.

For the accommodation of the neighborhood there is a retail store, which is conceded to be the finest in Philadelphia. The electric design is original and catchy, having a candelabra effect. The counters and wall cases are all refrigerated.

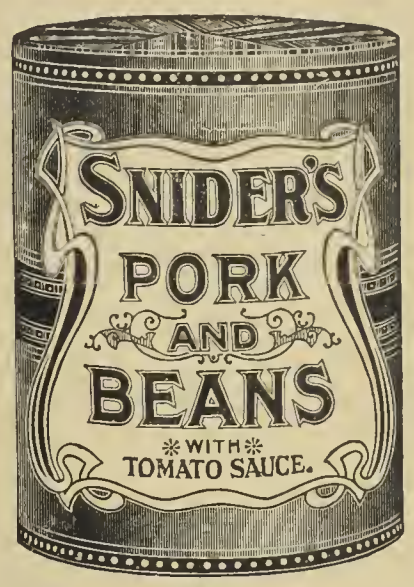
During the two days not less than 15,000 people were entertained, being shown how cattle are slaughtered and how sausages are stuffed, besides the elaborate repast that was served to them, comprising all of the products of the establishment.

The visitors were taken through by the employees of the place, all of whom wore uniforms of immaculate white. It was interesting to see how Dr. C. A. Schaufler, the inspector in chief, and his assistants of the Bureau of Animal Industry at their various stations, all of them in their neat uniforms and wearing the official badge, showing that every part was under Governmental authority.

"When in Need of Fish Consult Me,"

That is what Carl Wilde, of 357 N. Second street, Philadelphia, said recently in response to a question about Holland and Scotch herring, Norway mackerel and anchovies, "as I have a complete stock of the very finest fish that is brought to this country. The same is true as to summer Ementhaler Swiss cheese and all kinds of delicatessen."

Special Offer to Retail Grocers
ON
SNIDER'S
PROCESS
Pork and Beans



Write our nearest office at once for information on this special offer

The T. A. Snider Preserve Co.
Makers of Snider Catsup CINCINNATI, OHIO

NEW YORK OFFICE 105 Hudson St. | BOSTON OFFICE 46 Clinton St. | CHICAGO OFFICE 12 & 14 State St.

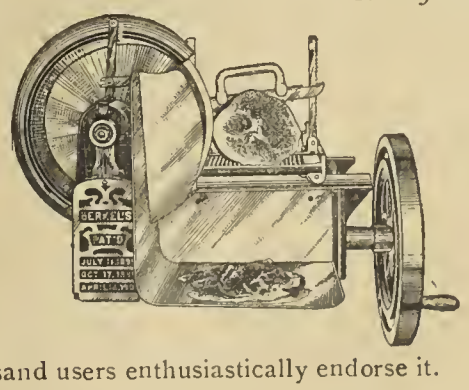
Questions Answered

In installing an American Slicing Machine three questions come up. Let us see how users of the machine answer them:

1. WILL IT PAY?
"The American Slicing Machine paid for itself in less than a month's time."—*Boston Beef Co., New Bedford, Mass.*

2. WILL IT LAST?
"The machine shows absolutely no signs of wear from the long use it has had in my store. You have apparently built it so there is nothing to wear out."—*Frank J. Gaume, Troy, Kansas.*

3. WILL IT INCREASE TRADE?
"It has increased my trade 50 per cent. People who buy other meats at other markets come to me for their cold meats."
—*I. B. Jones, Watseka, Ill.*



Eight thousand users enthusiastically endorse it.

It will save waste, time and labor; increase your profit on each sale and bring you all the best trade of your locality.

Progressive stores right in your town have proved this for themselves.

May we show you the proof?

American Slicing Machine Co.
54 Fifth Avenue, Chicago, Ill.

MAPLEINE

MAPLEINE

Is synonomous with EXCELLENCE, PURITY, AND WHOLESOMENESS and is the only extract on the market which gives the true maple flavor and makes **A Better Syrup** than "Ye Old Time Maple." It is used for flavoring cakes, frostings, desserts, bonbons, ices—in fact, any dainty in which a maple flavor is desired. A 2-oz. bottle at 35 cents will make more than two gallons of pure syrup.

Write to-day for a sample bottle and give it a trial.

Mapleine is Very Popular and a Ready Seller

E. E. HARDING & CO., Agts., Philadelphia
CHAS. W. JACOBS & ALLISON, Agents, NEW YORK CITY
Made only by
CRESCENT MFG. CO. - - SEATTLE, WASH.

HE DID NOT KNOW

although using them, the full value and merit of our

FORBES' INDEXED COUPON BOOKS

until he ran out of them. He says:

Please ship me 300 books ***. I never knew how much these books saved me until I ran out of them, and in the future I intend to urge the use of them wherever I can.
H. McNELLY, Washington, Pa.

All sizes. F. O. B. your nearest express office. Prompt shipments. Stop worry, book-keeping, forgotten charges, etc. Best for cash or credit. Many have used them for more than ten years. You need them and will want them. Ask us for samples.

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DEPENDABLE
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and get the full benefit of the newspaper advertising. The demand is increasing every day

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THE GROCERY MARKETS

Tea.

The tea market is still healthy and active. The demand continues better than it has been for many months. There is an excellent demand for all grades and the market is steady to strong. No changes of any description have occurred during the past week.

Coffee.

The market for Rio and Santos coffee has been groggy during the greater part of the week, showing an apparent undertone of weakness. The bull element made some effort to maintain it, but had no conspicuous success. Consumptive demand fair. Mild coffees were firm and active, washed coffees especially. Java firm, Mocha steady, demand fair.

Sugar.

The sugar market has remained about in statu quo during the past week. The raw market shows practically no change. The refiners are buying sugar in moderate quantities only. Refined sugar is unchanged and in fair demand. There seems to be no reason to expect any change in the near future.

Syrup and Molasses.

Glucose remains unchanged. Compound syrup is steady at ruling prices and in fair demand owing to the fall weather. Sugar syrup is moving out well at unchanged prices. Molasses is unchanged and in fair demand. The receipts of new molasses have practically amounted to nothing up to the present time. The first receipts will probably be late this year.

Canned Goods.

Tomatoes are practically unchanged. The price averages 87½ cents f. o. b., as it did last week. Several packers are holding out for 90 cents, but practically no sales have been made at that in this section of the country. If the pack is as small as some authorities seem to think, the price will doubtless go to 90 cents and beyond. The demand for tomatoes is only fair. Even the West is now buying more moderately. It is believed that Eastern jobbers average smaller stocks of tomatoes than for many years. Corn is dull, but strong. Offerings are light, and the outlook is firm. New York standard corn is not now quoted below 85 cents. Peas are scarce, strong and active. Apples seem to have settled down on a basis of $3.50 for New York State gallons. Some holders still ask $3.75, however. Peaches are unchanged, both Eastern and Western brands, and the demand is light. The California line of canned goods is well broken up and in light demand. Baltimore small canned goods are unchanged and in light demand. String beans are a notch higher, and baked beans, by reason of the firm bean market, are high.

Dried Fruits.

The prune market is easier on the coast, though no further decline has occurred during the past week. The easiness seems to be particularly notable on large sizes. The demand is light both in primary and secondary markets. Peaches are beginning to sell again, though no brisk demand has developed as yet. Prices are unchanged. A few apricots are selling on an unchanged basis, ranging from 22 to 25 cents in first hands. Currants are moving out well, mostly on contracts, at unchanged prices. Raisins are in good demand. Loose raisins are easy, largely because there is a surplus, due to the fact that the seeding capacity is sold up and loose raisins are therefore pushed for sale. Four-crown loose muscatel raisins opened at 8⅜ cents delivered in the East, and from various reasons the market has declined ½ cent. Even further declines will probably be necessary before the California loose raisins can compete with imported Valencias, which sell at 7 cents delivered. Apples are steady and in fair demand.

Fish.

Mackerel continues firm and active. Norway fat fish are still very scarce, and are snapped up whenever they are offered. Prices are maintained on the former high basis. Irish fish are wanted also, but are scarce and high. The only grade of mackerel which is reasonably plentiful is shores, which range from $22 to $26 per barrel. The demand is fairly good, owing to the scarcity of other mackerel. Cod, hake and haddock are in fair demand at unchanged prices. Sardines are unchanged, but it is reported that goods can be bought at a somewhat lower price than before the last advance. Imported sardines are firm and moderately wanted. Salmon is unchanged and in fair demand.

Beans and Peas.

Pea beans show another sharp advance to $2.60 to $2.65 on spot. The cause is extreme scarcity. To come forward the quotation is $2.30

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

to $2.40. The demand is good. New marrows average $2.35 and old $2.30. The demand is fair. California limas have advanced ¼ cent on the coast by reason of bad weather. In the East the market is unchanged, demand light. Split peas are in light offering and show no change for any grade. The market is stiff throughout.

Butter.

The butter market is unchanged from a week ago. The supply is about normal for the season, and the quality fancy. The consumptive demand for butter is good considering the price, and the market is in a fairly healthy condition, with all prospects of remaining so. An unchanged situation is looked for during the coming week. As the season advances the supply of fresh butter will fall off, and the price will depend on the consumptive demand.

Eggs.

The market for fresh eggs is very firm at an advance of 1 cent per dozen over the week before. The supply of fresh eggs is very short and the few that are getting in are selling at top prices. There is a firm outlook for the coming week. Both fresh and refrigerator eggs are in good demand.

Provisions.

The market on everything in the smoked meat line is steady and unchanged. There is a good supply of hams, bacon and dried beef. Pure lard continues scarce; compound is unchanged. There will likely be a falling off in the consumptive demand for everything in the smoked meat and lard line, and any change which takes place will therefore probably be a decline. No change seems likely, however, for several days. Barrel pork is firm and in fair demand. Canned meats are unchanged and dull.

Cheese.

The cheese market is firm and unchanged. The consumptive demand is good considering the extreme prices. The supply of cheese is still very short, being fully 40 per cent. below a year ago. This is due, as has previously been explained to shortage of milk in the cheese producing sections. No relief in prices is likely as long as the consumptive demand continues.

Produce.

White potatoes, Pennsylvania, 68 to 73 cents per bushel; York State, 65 to 70 cents; Jersey, 40 to 45 cents, fair to good demand; sweet potatoes, primes, 40 to 50 cents, fair to good demand; cabbage, 15 to 20 cents per basket, demand fair; yellow turnips, 40 cents per basket; white, 25 to 30 cents per basket, fair demand; carrots, 50 cents per basket, demand fair; peppers, 20 cents per basket, fair to good demand; lima beans, improved, $1 per basket; flat, 65 to 75 cents; shelled, 15 to 18 cents per quart, good demand; yellow onions, 45 to 55 cents per basket, demand good; beets, $1.50 to $2.50 per 100, demand fair; horseradish, $5 to $7 per barrel, demand fair; salad, $1 to $1.50 per barrel, demand fair; celery, 8 to 10 cents per bunch, fair demand; pumpkins, 15 to 20 cents per basket, fair to good demand; York State celery, 30 to 40 cents per bunch, fair demand; parsnips, $2.25 per barrel, demand fair; cauliflower, $2 to $3 per barrel, demand fair.

Green Fruit.

Bananas, firsts, $1.50 to $3.50 per bunch; 8-hands, $1 to $1.50; 7-hands, 60 to 85 cents; 6-hands, 50 to 60 cents, demand poor; pineapples, $4 to $5 per box, demand fair to good; quinces, $5 to $5.50 per barrel, fair to good demand; California oranges, $6.25 to $7.25 per box, demand good; Florida grapefruit, $5.50 to $6.50 per box, good demand; Jamaica oranges, $5.25 to $5.50 per box, slow demand; lemons, $2.75 to $4 per box, fair demand; Bartlett pears, $6 to $8 per barrel; Seckels, $6 to $7; Duchess, $3 to $4; Sheldon, $3.50 to $4.50, demand good; apples, 20-ounce, $4 to $4.50; Kings, $4 to $4.50; Baldwins, $3.50 to $4; Hulberson, $3 to $3.50; Greenings, $3 to $3.50, good demand.

Nuts.

Almonds, 21 to 22 cents per pound; Brazil, 11½ cents; filberts, 10½ cents; pecans, 16 cents; marbot walnuts, 12 cents; mixed nuts, 11½ cents, demand poor; green peanuts, jumbo, 8 cents; fancy, 7 cents; choice, 5¾ cents; roasted, jumbo, $1.65 per bushel; fancy, $1.50; choice, $1.25, demand fair.

INDIVIDUAL MARKET REPORTS.

Imported Fish Products.

Norway Mackerel.—According to reports received from our Norwegian agent, the catch this season available for the American market will not amount to more than half the quantity of last season.

Bloaters are almost unobtainable. No. 1 are very scarce. Altogether just a very small percentage of large fish has been cured. The competition amongst the buyers in the Norwegian market has been keener than ever before and the prices paid to the fishermen for the fresh fish were higher than ever before. Although high prices are asked for Norway mackerel here, they nevertheless hardly cover first cost. Notwithstanding high prices there has been a good demand for all Norway mackerel, and especially for the finest quality white fat fish which is held in a few very firm hands. There is not the least doubt that supplies will be exhausted very shortly, so that buyers will find the market entirely bare if they wait too long before securing their wants for the season.

Irish mackerel are scarce and in good demand. A few have been caught in Ireland, but the quality is so far inferior to the Norways that the asking price for Irish is really in no proportion to the Norways of the same size considering difference in the quality.

Sardines and sprats are scarce and the market is very scantily supplied. In Norway the catch of smoked sardines has proved to be a failure and some of the best brands are all sold out for the season. There is very little, if anything, available in Norway except brands which are not at all known and not wanted in this market. Prices in consequence have been advanced all around and supplies are short.

Holland and Scotch herring are in fair demand; prices unchanged.

STROHMEYER & ARPE CO.
New York, Oct. 25, 1907.

—

Spices.

The market continues unusually active. The demand is better throughout the list. Pepper is firmer and we look for a slowly but steady rise in values.

Pepper.—After the low price reported last week, the market is more steady and much firmer, in fact has advanced to about ½ cent per pound. We believe that at present prices this article is a safe buy.

Cayennes.—The market is unchanged. Bright Chillies are scarce and very firm.

Cloves.—The demand is unusual and all arrivals are quickly taken up from the wharf. The crop is no doubt large, and we do not anticipate higher prices at present. It is, however, hard to predict the future on this spice.

Pimento (Allspice) is in steady demand at unchanged prices. We, however, look for a slowly rising market.

Mace.—Demand continues exceedingly good. Prices are steady and prime stock continues scarce.

Nutmegs are rather active. Prices, however, continue unusually low, in fact lowest on record.

Cassias.—Demand continues exceedingly good. Prices steady, but practically unchanged during the week.

Gingers.—very firm and moving in a satisfactory way. Reports predict a failure in the crop of Cochin for 1908.

Seeds are very active and the demand is big. Caraway is steadily advancing. Import cost is much higher than 8 cents. Celery has advanced about ¼ cent during the week. Poppy is in good demand at steady prices, and good grades of Mustard are scarce.

McCORMICK & Co.
Baltimore, Md., Oct. 25, 1907.

—

Sugar.

The raw market has been quiet this week. Prices are five points lower, sales being made at 3.90 cents.

Business keeps along upon a normal level and prices are not much affected. Each week some raws have passed to the refiners, lessening the small quantities still to come forward. There don't seem to be anything in the near future that would help in establishing prices upon a higher range, but along toward the end of the season it is possible that the few sugars then remaining may bring a little more money. Europe has been having a rather hard time with her quotations, not being able to maintain

them. They were based largely on weather conditions and speculation as to how the growing continental beet crops would outturn. Good weather meant only a small shortage from last year. They've had good weather for three weeks and prices have suffered. Europe's quotation has come down to the equivalent of 3.96 cents New York. We didn't get above 3.95 cents, so the drop there has not hurt us much. Mr. Licht's estimate has been published. Judging from the present condition of the fields and plants he believes the crop will be 6,580,000 tons, 130,000 tons less than last year's yield. That is a little too much sugar for high prices. Quotations have been adjusting themselves to such a tonnage. It isn't too much sugar, combined with the cane output, for the world's needs. Consumption has been going along all right, and from such a crop there won't be much to carry over. Europe should be able to hold her present price of 9/3½ for two months yet. At any rate they shouldn't lose much from that price. Here we have a market for the cane supplies still to come in. Those supplies are limited and will look better later on. The refiners have good stocks, but their meltings are reaching 41,000 tons a week and a great deal of refined sugar must be got ready to ship out to the Western consignment points before rail and lake navigation closes. The orders for prompt shipment refined show no abatement. There isn't a big business, but the demand is normal for this time of year, and there will be trade in refined and room for the raw supplies right up to the end of the season. To-day's prices of both raw and refined are upon a reasonable basis.

The arrival of the bark Foohng Suey from the Hawaiian Islands is reported. She brings a cargo of sugar. Many Java steamers are afloat, expected within the next six or seven weeks, and one or two lots from the Philippines. These supplies, in addition to the little left in Cuba and Porto Rico, with perhaps some from Brazil and a shipment or so from Demerara, are the sugars to be used in carrying us along until new crop Cubas arrive.

Refined Sugar.—The American Sugar Refining Co., Howell, and Arbuckle, quote a basis of granulated at 4.80 cents, less 1 per cent. cash, privilege of prompt or thirty days delayed shipment. The Federal is taking orders at 4.70 cents, less 1 per cent. cash, subject to shipment within two weeks.

M. G. Wanzor & Co.
New York, Oct. 25, 1907.

Baltimore Canned Goods.

Continued buying of tomatoes on a large scale has been encouraging to the canners in this section. The demand came from all parts of the country, but the Western canners and jobbers were the largest buyers, and their orders embraced all three sizes, though chiefly for No. 3 standards. It is thought that the canners in Maryland, Delaware and New Jersey will have this season a smaller surplus stock to carry for the winter trade than in several years after they have filled their contracts and delivered their recent sales. At all events, they do not appear to be bothered about the outlook, and they think the market is in good position to take care of itself. The demand for tomatoes this season for buyers' labels has been larger than ever and to secure really choice quality for that purpose a small premium has to be paid above the market price for same grade under the packers' own labels. They are worth the attention of all buyers, especially those who are interested in having shipments made before freezing weather commences or lake and rail navigation closes.

Corn, string beans and sweet potatoes, next to tomatoes, were the most active articles in the line of vegetables this week, but there was scarcely an article, from the cheapest to the highest-priced goods in the list, that was not wanted. Baked beans were again fairly active and stronger. It looks like the entire list of vegetables is safe to buy at to-day's prices.

New pears are in demand and shipments can be made promptly. Up to this date the pack has been very small, just as expected, and the prices are firm. Apples were active again this week and the orders for them increased. There was the usual demand for small lots of berries of all kinds and pineapples for shipment in assorted carload lots.

Thos. J. Meehan & Co.
Baltimore, Md., Oct. 25, 1907.

MARKET NOTES.

The first new crop Florida oranges reached Northern markets during the week and jobbed from $2.75 to $3.50. The quality, however, was extremely poor, the fruit being very green. The demand was good considering the quality.

A few eggplants are coming forward from Florida and average $1.50 per crate. There are a few Jerseys about, but scarcely enough to quote. The season is about over.

Virginia beans are coming forward and average $1.50 per half barrel. New Jersey beans are also still in market at an average of 60 cents per basket. The demand is good.

New crop Florida tomatoes are ready for shipment and are expected to open at about $2 per crate. The first shipment is expected to be in Northern markets in about ten days.

The grape market is about unchanged. Small baskets range from 11 to 12 cents, and wine grapes $2.50 per 100. The price of grapes is holding up well considering the quality. A normal price for wine grapes would be $1.25 to $1.50.

Definition of Java Coffee Soon Forthcoming.

The Bureau of Chemistry in the Department of Agriculture has just received the report from the Government of Holland, for which it has been looking for a good while. in connection with its attitude on the coffee situation. This report deals specifically with the extent of territory which is considered by the Dutch Government as being included in the word "Java" and will be of great weight in determining the position to be taken by the Bureau of Chemistry in the matter of branding coffee as "Java" or otherwise. The position has been taken by coffee interests that the term "Java" was a trade name of sufficiently definite meaning, and that it didn't have a distinct geographical significance. A food inspection decision on the branding of coffee will probably be issued in the near future and along with it will probably go a determination of the questions relating to the "glazing" of coffee beans.

Big Fish Concern in Trouble.

A bad fishing season, caused by the presence of large schools of dogfish, which drove away the menhaden, is claimed to be responsible for the failure of the Fisheries Co., a New Jersey corporation, whose offices are in the Drexel Building, Philadelphia. Application was made in the United States Circuit Court in Trenton for a receiver last Saturday, and Garrett D. W. Vroom and Orlando J. Delaney were appointed. As the company also owns considerable property in Rhode Island, another application was made in that State on Wednesday, and Mr. Delaney was made receiver, with William P. Sheffield, of Newport. Robert R. Haydock, vice-president of the company, made both applications. The concern is capitalized at $3,000,000. It maintained a fleet of fifty vessels.

How to Get a Roll Top Desk Free.

The Knickerbocker Chocolate Co., of New York, have made an arrangement with the Manufacturers' Trade Mark Association, the big premium clearing-house of New York, which enables them to substantially reward retailers who show an interest in increasing the sale of Barker's Hasty Lunch Chocolate, Bedford and Blue Ribbon Cocoas.

These goods are so fine that it is hard to sell anything else to consumers once they have had them; so besides the reward the Knickerbocker Chocolate Co. give grocers for pushing them, they are certain to please their trade.

Suppose, for example, a grocer needs a new roll-top desk, a safe, a cheese cutter, a computing or platform scale; instead of drawing on his bank account to pay for them he pushes the sale of the Knickerbocker Co.'s goods with his customers, saves the Universal Coupons packed in every case for him and adds them to those coming to him from other manufacturers, and in a short time he will have collected enough to entitle him to any of the articles named.

The Manufacturers' Trade Mark Association issue a handsome illustrated catalogue which they send free to grocers, showing an almost unlimited array of useful articles of merchandise which they will send grocers in exchange for the Universal Coupons, together with a list of all the manufacturers throughout the country who give these same coupons to the grocers.

The Knickerbocker Co. is the only manufacturer of chocolate and cocoa from whom a grocer can get these Universal coupons; so grocers who want valuable free merchandise as well as their regular profits will concentrate their efforts on the sale of the Knickerbocker Chocolate Co.'s goods.

Magazine Notes.

A New Mystery Story—"Under the Black Cassock."

One of the best mystery stories we have read in a long time is Edith Morgan Willett's novel, "Under the Black Cassock," which is published complete in the November "Lippincott's. The opening scenes are laid in New York, after which the action shifts to Charleston, and the characters are society folk of the intelligent, well-bred kind which really exists, and not at all the hysteric, exotic, little-short-of-idiotic sort that are pictured so often in the so-called society stories. The plot is an ingenious one, and the dénouement is quite unexpected. Among the shorter fiction is a charming story called "The First Hurdle," by John Reed Scott, who won recognition with his two novels, "The Colonel of the Red Huzzars" and "Beatrix of Clare." "The Blood o' Innocence," by George L. Knapp, is a strongly dramatic story of a feud in England in the days when men wore swords. "The Old Folks at Home," by Sarah Chichester Page, is a delightful sketch of Virginia life. Other noteworthy contributions in the fiction line are by Mabel Nelson Thurston, George Brydges Rodney, Joseph M. Rogers and Mrs. E. Ayrton-Zangwill. There is another of Mrs. John van Vorst's excellent Parisian articles, this time on "French School-Girls of To-day." Other papers are "A Canadian Heronry," by Bonnycastle Dale; "The Brutality of the Matinée Girl," by Julict Wilbor Tompkins; "The Vehicle of Discase," by Lewis B. Ely; "Madame Nazimova—A Comparison," by Anna McClure Sholl, and "Apprenticeship in Letters," by René Bache. Some exceptionally good verses and the usual department of humor, "Walnuts and Wine," complete the number.

Please find herewith check for $3, for which please send to my address the "Grocery World" one year (renewal). Would be very sorry indeed to be without this journal, as statements and information it contains are to be relied on.—J. W. Walters, Pulaski, Va.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

————, N. J., Oct. 21, 1907.

Editor Science of Advertising.

Dear Sir:—I have a grocery store in a small village of about 500 people within two miles of the county seat of ———— county. There are two other grocery stores here beside my own. I have never done any advertising, being contented with the share of the local business which naturally came to me but of late I have been solicited to advertise in one of the county weeklies, published two miles away and circulating all over the county. The paper claims 2,000 circulation and I am free to say is a bright newsy sheet. The editor has called on me several times wanting me to advertise, and says he is making a specialty of advertising by the merchants of the surrounding towns. He makes all manner of inducements, offering me three inches of space each week for $15 a year, and being willing to take same out in trade. He also promises to write the advertisements himself and to see that they are properly displayed in good position in the paper.

To many merchants this might seem like a trifle, but to me, who has never done any advertising, it seems like entering a new field, and I want to be sure I am right before I go ahead. So I ask your advice, Mr. Editor, and have no objection to your answering through the "Grocery World" provided my name and address are not used.

Yours truly,

————.

* * *

If I were this correspondent I should not accept the proposition he describes. Fifteen dollars a year in trade looks like a small sum, but should it be thrown away on that account? I have had some experience with country newspapers. This one may have a circulation of 2,000. I am of course not in position to doubt it; nevertheless not one out of a hundred has that circulation or anything like it. If this paper had twice 2,000 circulation, however, the proposition would not materially improve for this correspondent. It is easy to see why. His is a local store. He can expect trade only from his own village people, together with what few farmers make the village their shopping centre. It is utterly impracticable for him to advertise in such a way as to bring people to him from the county seat, or from towns beyond the county seat, or from any towns but his own. While people all over the county might see his advertisement in the county paper, they would not come to his store because it would be too inconvenient. They have their own local stores, which sell everything this correspondent would sell, and sell it as cheap or cheaper.

* * *

So that while my friend is paying his $15 a year for a weekly circulation of 2,000 subscribers, the greater part of that circulation is wasted as to him, and he cannot hope to get from it a single cent's worth of business. The only part of the circulation of this paper which is of the slightest use to him is that part which is distributed throughout his own town and the territory for which his town is a centre. I should suppose one hundred a large estimate for that part of the circulation, so that it is for that, and not for the 2,000, that the correspondent is paying his $15 a year.

* * *

In my judgment nothing is clearer than that merchants situated like the writer of the above letter cannot profitably advertise in any way except locally. That means circulars or a little store paper of his own, preferably a good circular in this case, as it is a question whether the territory is large enough to pay the expense of the paper. A good, clean circular, advertising seasonable things in a chatty, enthusiastic, persuasive way, at attractive prices, and sent to a carefully compiled list of all the desirable people in the place, together with the farmers who come in or could be brought in, would surely produce results. Such a circular could be issued once a week, and the campaign would almost surely cost more than $15 a year, yet it would stand to get direct results, while the newspaper campaign could not.

* * *

More matter, please.

Minnesota Food Department Pursuing Bad Eggs.

A vigorous campaign is being conducted by the Minnesota State Dairy and Food Department for the purpose of lessening the amount of unsalable eggs placed on the market. Already its results are apparent. Merchants are exercising greater care in marketing eggs and are disposed to be much more particular about the eggs they buy from farmers. It is the intention of the department to maintain its activity

DO IT NOW

Increase your **Cash Sales** by giving our **Beautiful Premiums** away to get **new trade.** Catalog and particulars free.

B. L. WILLIAMS & CO.

Successors to Williams, Ridgway & Co.

132 Market Street, Philadelphia

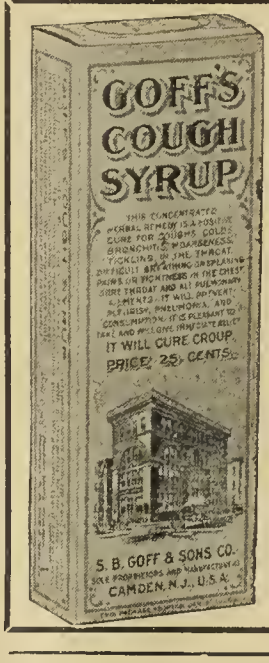
We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.



THE GROCER who gets his customers to try **Goff's Cough Syrup** will make permanent demand. Write for proposition and special advertising methods.

S. B. Goff & Sons Co.
CAMDEN
NEW JERSEY
ESTABLISHED 1872

ROYAL GELATINE

is most satisfactory to the consumer, is of best quality, the package is neat and attractive. Retails at 10 cents, pays a good profit and makes trade. Every grocer should get it in stock; all jobbers have it or can get it from

THE CEYLON SPICE COMPANY
PHILADELPHIA, PA.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

AGENTS WANTED

To Solicite Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as side line.

LOOK FOR THE

GLOBE

On Hams, Bacon, Lard and Sausage; it you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

JACOB C. SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.

Tourist Almoco Golden Drip

These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.

Levering Coffee Co.
Baltimore, Md.

Established 1842

Here Is a Good Scheme!

Grocers sometimes demonstrate these with fine results. The demonstration shows two things—first, the ease with which beef tea, bouillon or soup is made from these capsules, one of which has simply to be dropped in a cup of hot water; then it shows the delicious, spicy flavor.

You can sell hundreds of boxes, and every one at a profit.

Anker's Bouillon Capsules

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. *NEW YORK*

PENNYWASH

A FAMILY WASHING IN 30 MINUTES FOR 1 PENNY
NO BOILING NO RUBBING
THROW AWAY WASHBOARD, BOILER & MACHINE
Absolutely harmless. Can be used in hard and soft water; saves money, bad temper, lime backs; cleans and purifies everything washable; saves coal and gas
AT ALL GROCERS
Pennywash Co. 1920 Park Ave., New York

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

Don't Sell It Unless It Pays

No matter how well known a proprietary article is, don't you sell it unless you can make some profit on it.

Even if the manufacturer's advertising will bring you a hundred orders a day, where will you come in if they pay you no profit?

Babbitt's Best Soap is the best-known laundry soap on the market to-day, and even better, every cake that its wide reputation sells for you will leave you a satisfactory margin.

Made by B. T. BABBITT, New York

in the endeavor to put a stop to the marketing of eggs which are absolutely unfit for consumption. Heretofore the department has been disposed to show some leniency towards retail merchants who blame the farmers for having sold them rotten eggs, but in the future the law will be enforced strictly, and while every retail dealer will get an absolutely "square deal," there will be no excuses accepted. Retail merchants will be held responsible for the condition of the eggs they offer for sale, and it is their business to know what that condition is. A Minnesota merchant was recently find $50 for selling eggs which were not fit for market, and the only reason why the farmer who sold him the eggs was not proceeded against in a criminal action was that some three days after he sold the eggs he removed to North Dakota. A civil action to recover costs and damages for injury to his business will be instituted by the merchant against this farmer.

Your Shelf Room.

Many a worrisome moment have you put in wondering where you were going to put the goods that you just received because you had no more room on your shelves. A great deal of this trouble can be avoided if you were to support your shelves with Baines' brackets, manufactured and controlled by the Piqua Bracket Co., of Piqua, Ohio. These brackets are made both adjustable and fixed, and will insure about 25 per cent. more space on your shelves over the ordinary kind usually used. They are so constructed that there are no obstructions, giving you a full sweep along the entire rows of shelving. It gives your store a neat, inviting effect and are a necessary fixture in every well regulated store. They are economical, because the space saved will pay for itself in storage. You will be interested if you will take the time to send for the catalogue the Piqua Bracket Co. issues.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Indigo.

An important and valuable blue coloring matter, mostly used by dyers and artists, but also sparingly by confectioners, etc., and very largely for making laundry blue. It is obtained from the leaves of several kinds of plants in the East Indies, and is a light friable substance of a deep blue color. Nine-tenths of it comes from India and is very powerful. The kind cultivated in Bengal and known as Indigofera tinctoria is considered the best, and next to it are the I. anil of the West Indies, and the I. guatemali of Central America.

The chief Indigo plant is nearly like that of tares, and the pods of similar shape. The seed, which much resembles gunpowder in size and shape, is sown in the spring in rows about a foot apart, and if kept free from weeds it grows very rapidly.

In about nine weeks after sowing and just as it is beginning to flower, the leafy stems, then three to four feet high, are all cut off with a pruning knife to within a couple of inches of the ground, another crop of leaves is ready in about six weeks, and even a third crop will grow in favorable seasons.

The leaves, similar in shape to those of the ash, are gathered into bundles, put at once into wooden vats and covered with water, where in fifteen to twenty hours they begin to ferment, turning the water thick and green and evolving bubbles of carbonic acid gas. The light green liquor is then drawn off into an empty vat, a little lime water is added to it, and well beaten up—this causes the green water to turn blue and settle to the bottom of the vat. The clearer water is next drawn off, and the pasty residuum is formed into small lumps or cakes, dried by the sun, and finally marketed.

Bob, the Butter-In.

I was home most of last week and was sitting in the "Grocery World" office one day when somebody called me on the phone. It was an old acquaintance of mine that I've knocked about with for about ten years.

He said he wanted to see me for a minute, so he came right around.

"Hello, Bob," I said, when he came in, "how's things? Still up at Jones?"

"No," said Bob, "I ain't been there since last month. That's what I want to see you about. Don't know of anything open, do you?"

Jones, of course, ain't the right name. It represents a wholesale grocery house where I helped to get Bob a job as assistant bookkeeper about six months ago.

"Good Lord, man!" I said, when he told me he had left, "you had to lose that too, eh? I don't know what to make of you Bob. That's the sixth good job you've had in three years, and most of 'em I helped you get. I'm afraid you're a hopeless case!"

I knew or thought I knew what the trouble was, but I wanted his version of it.

"Why, those people were darned fools!" he said, "nobody could get along with them. I think I know something about bookkeeping—I been at it long enough to, anyway—and I kept their books in a way I knew was right. The headbooker he thought he was Theodore Roosevelt and he tried to put it all over me. What worried him was that I'd forgot more about bookkeeping than he ever knew. I stood it as long as I could. He ordered me to keep the books wrong and him and I had a set-to about it. I'd a-gone to the boss, but he was away at the time, so I simply wrote him a letter and said I wouldn't come back until that louse was kicked out. I don't think I'd go back, though, even if I was sent for."

"Which you won't be," I observed.

"I reckon not," he said. "I don't give a ———! I ain't a-going to stay where I ain't comfortable. The thing is, do you know of anything open?"

"No, Bob, I don't," I answered, "but I'll keep looking and if I find anything I'll let you know."

This same thing has happened to me almost exactly at least four or five times before. I've helped that fellow get job after job. Good jobs, too. But though he's a mighty clever fellow and knows the grocery business thoroughly, he never holds jobs any time. It's always something. Either he can't get along with the other employees or with the bosses, or the business ain't run to suit him.

Bob is a type of employee that's his own worst enemy. Without meaning to be at all, he's a mischief-maker. A trouble-maker.

I got him a job once with one of the big Philadelphia chain-store concerns. He was a clerk in one of the branch stores, and he had a good future before him. I told him at the time there was no reason why he couldn't get to be store manager, and so on up to superintendent.

So he could, too, if he only had been willing to butt out of other people's business.

The manager of Bob's store was one of these sporty boys. He had a family, but it wasn't any secret, I believe, that he hung around with another woman.

This woman used to come around to the store occasionally, and of course all the clerks knew about her. Though it wasn't any of his business, Bob got exceedingly nasty about her. Snubbed her one day in the store, when the manager had gone out for a minute, and of course she told on him. The manager sat down on Bob fearfully and what did the chump do then but go to the district superintendent, or whatever the next highest official was, and raise an awful time. It came to a choice between firing Bob or the manager, and the manager had the bigger pull, so he stayed.

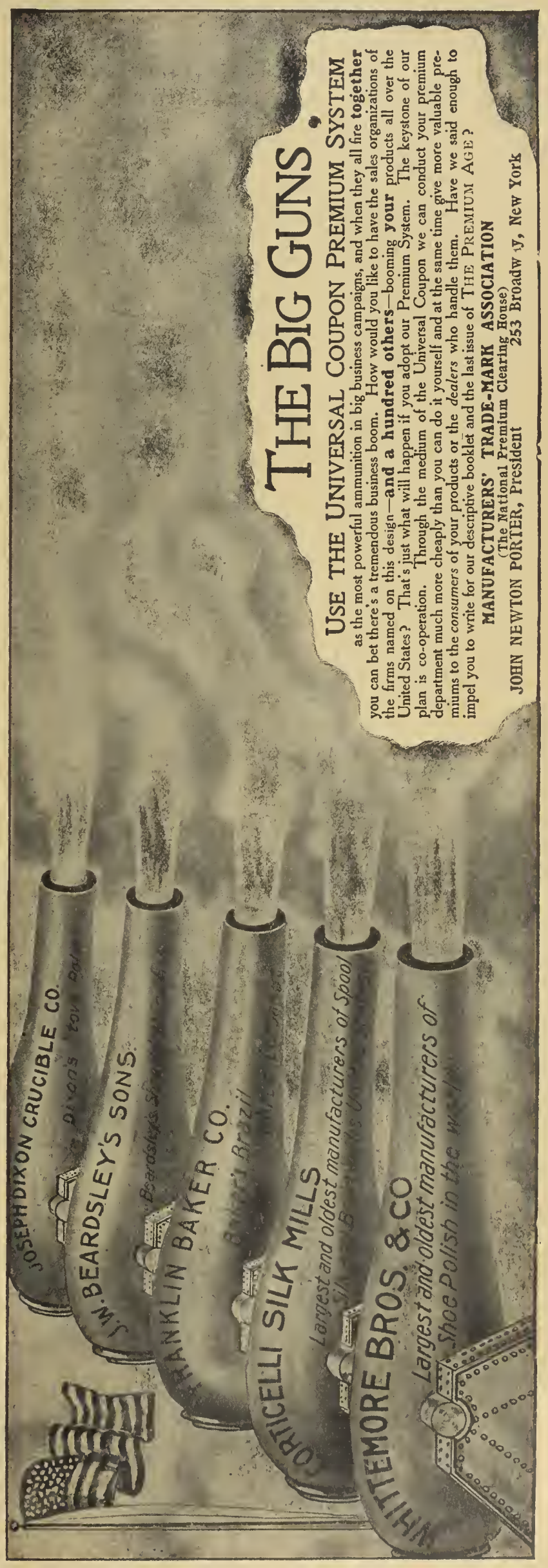
Bob came to me in an awful state. "Only did his duty!" "Fired for doing the right thing!" and all that sort of guff.

"But how in thunder was it your business," I demanded.

"It's my business because a dog like that ought to be shown up!" he said.

"Sure he ought!" I said, "but who appointed you to do it? He wasn't interfering with you, was he? Were you hired as a clerk or as a spy?"

"Well, he had no business to have his old tads coming around the store!" said Bob.



"Old man," I said—this was the second time he had lost a good job through butting in—"you've got to learn to mind your own business. You'll never get anywhere in the world if you don't."

Another time I got him a job as clerk in a regular retail store. It was a good-sized place and used a lot of people. Bob was in the wrapping and shipping department, and he had a good chance to get ahead there, too.

He lost that in three weeks. As usual he came straight to me with his tale of woe.

"What now?" I said as he came in.

"I've left ———'s," he said.

"I'm not surprised," I said dryly, "whose business did you butt into this time?"

"Didn't butt into anybody," he said. "A fellow simply tried to soldier on me and I wouldn't stand for it, that's all."

"Soldier on you?" I repeated.

"Yes," he said, "one of the fellows in the department there was the biggest loafer I ever saw. He could work more schemes to get out of his share of the work than anybody I ever saw! He worked right next to me and I stood it as long as I could. Then he and I had it. He called me an s. b. and I smashed him."

"Following which," I observed, "you were of course fired."

"Would you let a man call you that?" he demanded belligerently.

"Not if I could help it," I said, "but I wouldn't provoke him into doing it in the first place. I want you to tell me how it became your business how this fellow worked."

"For two reasons," he said (he had his defense all prepared this time). "I've got to protect my employer's interests, ain't I? And besides that, didn't it leave more work for the rest of us to do when that fellow shysted out of his share?"

"Of course it's your business to protect your employer's interests," I said, "but not in that way. You protect his interests by giving a decent day's work for your day's wages and not in spying on his other employees. It's his business to see if his people are working and not yours, unless you're hired for that purpose. You simply butted in again, that's all, just as you've done before. And his loafing didn't make you more work, either, for all you're there to do is a fair day's work, which you'd do anyway whether the other men worked or not."

"Well, I wasn't going to let him call me an s. b.," he reiterated weakly.

There's an awful lot of fellows just like Bob. One of the times when he got fired I went to his boss to see if I couldn't get him back.

The employer shook his head. "I wouldn't take him back if he'd work for nothing," he said. "Bob's a good clever boy and he can do anything in the grocery business, but nobody can tell him anything. He always knows it all, and his way is always better than anybody else's. And unless everybody else in the place does their work exactly the way Bob thinks it ought to be done, there's trouble. I never was so glad to be rid of a man in my life."

That's Bob. Ain't it a shame when a man's created such a dadburned fool?

THE STROLLER.

ASSOCIATION NEWS

New Orleans, La.

The question of the present volume of high prices obtaining on almost all articles of food, especially those handled in the local retail grocery stores, was gone into with considerable detail at the last meeting of the New Orleans (La.) Retail Grocers' Association. It was shown that the grocers can in no way be held responsible for the advance in prices, which, it was stated, have been brought about by the manufacturers and the producers of the raw material.

"Three years back numerous articles sold by retail grocers for 10 cents were purchased at from 80 to 90 cents per dozen, netting a splendid profit and offsetting the loss on some articles which sold for cost or nearly cost," said President T. C. King, of the Retail Grocers' Association.

"Standard brands of domestic peas are bringing $1 to $1.05 per dozen, and yet the retail price remains the same."

Among other things Mr. King pointed out that French sardines, which sold at the beginning of last season at $15.50 per case, were retailed at 20 cents per can, but the same goods have advanced in price and are now bringing $19 to $20 per case, or nearly 25 per cent. advance in the wholesale price. Candles have advanced 2 cents per pound, Mr. King said, and hundreds of other articles could be mentioned to show how goods have increased in price to the retailers. Standard California peaches, for instance, which formerly sold at $1.80 per dozen, bring $2.25, and jams have gone up 15 cents per dozen within the past year.

Mr. King attributes the present high prices which the producer is getting for raw materials to the increased cost of labor. A great many retail grocers in the city, he declared, have not advanced their prices and are still asking the same for their goods as when they were from 10 to 25 per cent. lower than they are at present. The retail prices have been increased, he observed, because the jobbers are asking more money for their goods, and consequently the retail merchants have to make a profit in order to remain in the business. When the wholesale figures are reduced the retail price is also cut down in proportion, but as long as the manufacturers continue advancing their prices the retailers will have to do the same thing.

"Far Superior."

It is nice to know and nicer to sell a soap powder that is superior to the ordinary kind that you are accustomed to handling. Pearl Borax Soap Powder is conceded to be the purest and best powder on the market, it does the work without injury to the fabric or hands. It is made by Chas. W. Young & Co., Makers of Soaps of Merit, Philadelphia.

Slices Everything from 6-pound Knuckles to half-ounce Ends.

If Eversharp Slicing Machines Were For Sale

THEN any dealer could buy one and slice dried beef to perfection, and freshly-cut sandwich-sliced dried beef in full size wafer slices, thin, smooth and glossy, moist, soft and delicious could be bought at every grocers. An ideal business divided and shorn of profit. A competence for one—only a pittance for many.

IT IS BETTER, FAR BETTER, TO PAY THREE DOLLARS A MONTH ROYALTY

and have this valuable patented monopoly all to yourself.

Delighting your customers, swelling your profits, increasing your trade, and earning the good will and approval of your entire town.

A leading article that draws more trade than sugar at cost, and pays a princely profit besides. An advertisement that works overtime and spreads in circles wherever friends exchange greetings—on the street, in the market, at the store, or over the back fence.

To-day there are hundreds of grocers regretting, knowing they are left, because they made delay—let their chance slip away until their energetic rival had his *"EVERSHARP"* running full time. Don't be slow.

Send for a sample of sandwich-sliced beef—the quality will surprise you.

A. W. JOHNSON, New Brunswick, N. J.

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Status of Soaked Vegetables.

————, Pa., Oct. 19, 1907.

Editor "Grocery World."

Dear Sir:—Will the retailer or jobber have to relabel or in any way mark goods of the following on hand and on shelves bought and still unsold of the pack of 1906 or previous: Canned succotash with soaked lima beans, imported or domestic sardines (imported of the "Boat Race" or other brands, domestic ¼ oils and ¾ mustards), lima beans in cans called lima beans, but canned from dried limas?

Thanking you in advance for your kindness, we are,

Yours truly,

D.

The United States Department of Agriculture has ruled that under the Federal food law when soaked vegetables are canned they must be labeled soaked. There is no such regulation in Pennsylvania, though the Federal regulations are followed here wherever practicable. The writer's opinion, however, is that such a regulation could not be enforced, either under the State or Federal regulations. Soaked lima beans are none the less lima beans because they have been soaked, and a man who canned them and sold them canned as lima beans is not misrepresenting the character of the goods to the slightest degree, and in the writer's judgment could not be successfully prosecuted.

* * *

News of a Gold Mining Company.

Bridgeton, N. J., Oct. 22, 1907.

Editor "Grocery World."

Dear Sir:—Can you give me any information about the New Midway Gold Mining Co.? Some time ago I bought 100 shares at 40 cents per share. At that time it was a non-assessable company, but since it has been changed to an assessable company and I have paid $4 in four different assessments. Now, I have received this circular and I want to know if the thing is straight and if it is worth anything. I think the office is on Chestnut street. Any light that you can give me will be greatly appreciated by a subscriber to the "Grocery World."

Yours truly,

ELI T. ROBBINS.

The "Grocery World" knows nothing of the "New Midway Gold Mining Co.," the property of which, according to a circular which Mr. Robbins incloses, is about to be sold at judicial sale for the payment of its debts. It can be unqualifiedly said, however, that ninety-nine per cent. of these gold mining schemes are fakes. Any grocer who puts money into any of them is foolish in the extreme.

No non-assessable company can be changed to an assessment company without the consent of the stockholders, and any stockholder who bought full-paid and non-assessable stock cannot be compelled to pay one cent's worth of assessments.

Famous German Chemist Says American Sulphured Fruits are Harmless.

Prof. Hofman, of the German University of Liepsig, in a written statement declares American sulphured dried fruits to be absolutely harmless. The decision was rendered in the case of a German fruit dealer handling California apricots. The opinion is in part as follows:—

Farnsteiner has proven that the so-called American fruit, either raw or cooked, contains a combination of sulphurous acid with organic substances (sugar). That these combinations when united have an entirely different relation and an entirely different effect on the body than have the sulphurous acid and the common sulphite is proven by experiment. These fruits contain no or only small traces of free sulphurous acid.

From general medical considerations it can be accepted as certain that this combination, if not consumed in excessively large quantities, but in the usual quantities in which dried fruits are eaten, is absorbed by the blood, the same as other easily dissolved varieties of sugar, and is soon absorbed and oxidized in the body in an entirely unharmful way.

It is to be considered that sulphured fruits are rarely eaten raw, and then only in limited quantities, and that when cooked they swell up to two or three times their former volume, and therefore even in this condition are consumed in limited quantities only and not daily.

The undersigned is therefore unable on the strength of his medical experience to find any reasonable proofs that the consumption of California apricots sold by defendant containing 0.152 per cent. and 0.176 per cent., respectively, of sulphurous acid have been in any way injurious to health or even could be so.

On the other hand, it is possible to prove that sulphurous acid in the united combination as same exists in dried fruits, even in much larger quantities, and even if consumed daily, can be taken without the perception of any injury to health whatever.

The first man to whom we sold books, fourteen years ago, still uses them. Forbes' coupon books. See advertisement.

Your Holiday Profits

Holiday profits are fancy; but they're not as big as they CAN be if your costs are too high; or if you buy where your re-orders can't be filled.

May be you can get SOME holiday items lower than we quote. It will take comparison of prices and qualities to satisfy you on that point.

But not even comparison is necessary to be sure of our unapproached ability to fill re-orders.

Because with our catalogue we can cover the country in a period impossibly short for men—we can carry our immense holiday stocks COMPLETE long after the smaller lines are hopelessly broken.

We show everything in ***Our Just-out Santa Claus Catalogue.***

And with it comparison is easy—in your own store, where the sole influence will be your own desire to make your own holiday profits as big as possible.

Shall we send YOU that Santa Claus Catalogue—D639?

None too much time is left for getting ready right. Better write—right now.

Butler Brothers

WHOLESALERS OF GENERAL MERCHANDISE

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: Baltimore, Dallas

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA

AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY

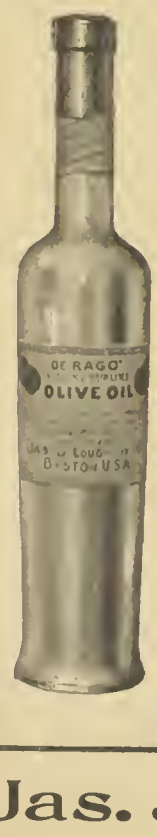
To Display Pickles

Here is a handsome single jar for displaying pickles on your counters. Embodies an entirely new idea. The support is made of hard wood with brass nickeled hinge supporting a composition cover which doesn't warp, is acid-proof, and is both fly and dust-proof. A salesman that never gets tired. Very moderate price. Write

The Welles & Davis Mfg. Co.

WYALUSING, PA.

We Were Surprised



WHEN we first began to import **De Rago Olive Oil** we never expected it to sell as it has done. We knew we had a splendid, pure, delicious oil, but there were other oils, and we figured on getting simply a share of the business.

But **De Rago Olive Oil** seemed to go from the first moment it went on sale. All through New England it is the brand of discriminating people. Now we are giving it a chance outside, and it is meeting with the same phenomenal sueeess.

This brand enthusiastieally satisfies the most partieular people in the United States. Don't you think you might do something with it?

Jas. J. Loughery & Co.

IMPORTERS

Boston, Massachusetts

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

An Express Wagon Display.

Several ways to use an express wagon in window display:—

First, to advertise your delivery of goods by fixing a wagon to represent an automobile. The wagon can be had free with one box of Eavenson's washing powder, or Ivins' cakes. Take a round stick (broom handle) and fasten wheel to end, which can be made out of a hoop, covering it with dark material, giving it the appearance of the steering wheel to an automobile. Select nice delivery boxes, fill same with groceries, such bottles and packages as are usually sent out with orders. Place a few boxes to side of window and a few in the wagon. Have sign in window to read thus:—

> Give Us Your Order.
> We Deliver Promptly.

Second, take the express wagon and fill same with your leading brands of corn, peas and tomatoes, using one brand for the entire window. Have three pyramids to the rear of window, one of corn, one of peas and one of tomatoes. Then have a sign to read thus:—

> Try Our Battleship Brand of Corn, Tomatoes and Peas. They Must Be Good; We Are Getting **Loads** of Orders for Them.

Third, to have a rebus display, using the canned goods to rear of window, the express wagon repre senting automobile. Then have card in window reading thus:—

> In the ——— We Will ———
> Our Orders Promptly.

Leave two or more words blan and give a doll to the person wh will be the first to fill out blan properly.

Give a trial with every purchas of canned goods in display, but sa

the customer must bring a slip filled out when purchase is made so as not to take up any time. Have another card in window stating that you wish to advertise one line of your business and the display in the window represents the words to be supplied in the above ad., and the first one filling in the proper words will receive a doll (which should be on display).

Every purchaser of a can of goods to rear of window is entitled to a chance, but slips must be brought ready filled out when purchase is made.

You will find most persons to supply these words, "In the automobile we will deliver our orders promptly," while it should be "In the future we will deliver our orders promptly."

The canned goods represents the word "future," being bought as futures and just arriving at this sea-

son, the wagon representing the word deliver.

M.

Williamstown, Pa., Oct. 22, 1907.

Autumn Work Beginning to Stir Among Local Associations.

Homestead Merchants Fighting New Sidewalk Ordinance. McKeesporters Elect New Officers. The Pittsburg Suit Against Produce Firms Now a National Contest.

Special correspondence of "Grocery World."

Erie, Pa., Oct. 25, 1907.

At a meeting of the Ordinance Committee of the Homestead Council recently Ordinance Officer Coyan reported he had canvassed the borough and found practically all business men opposed to the sidewalk ordinance, the enforcement of which has led to much local litigation. A new ordinance will be drafted together with one eliminating swinging signs and permanent awnings.

—

The McKeesport Merchants' Association held its annual meeting last week in the Chamber of Commerce Hall. It was a large and enthusiastic meeting of representative business men. President J. D. O'Neil presided. The merchants were entertained by vaudeville artists from the Altmayer Theatre. Charles Campbell was chairman of the Entertainment Committee. J. K. Skelly reported favorably on the poultry show project, and it was agreed that the rules be suspended and merchants be permitted to offer prizes for the various events if they so desired. Grievances regarding the Bell Telephone Co., which is demanding advanced payment of rentals at McKeesport, was a fruitful subject for discussion. J. Booker Ayres talked on "Boosting McKeesport." His remarks were greeted with applause. W. C. Cronemeyer, president of the Chamber of Commerce; R. E. Stone, J. W. Borland, J. K. Skelley also spoke. Election of officers resulted in the following selection: President, J. D. O'Neil, re-elected; first vice-president, J. W. Borland; second vice-president, R. E. Stone; secretary, Edward Haber; treasurer, F. O. Reed. An excellent luncheon was served. Another meeting will be held within the next week for definite action on the telephone situation.

—

The Union City grocers who have been charged with supporting other men's wives have discontinued the practice. Unlimited credit will not be as easy to get hereafter as formerly.

—

The Erie Retail Grocers' Association admitted four new members during the last month.

—

As to the amended bill in the suits began by W. H. Arbour against the Pittsburg Produce Trade Association and its members, Attorney Anderson says the amended bill makes this suit national in scope and is literally a suit which involves all the produce companies and associations from the Atlantic to the Pacific who do business in the Pittsburg market. It is designed to stop the practice of these powerful combinations and prohibit them from carrying on a practice which practically amounts to a monopoly. These great fruit and produce shippers consign their goods to themselves, and although the goods arrive at their destinations, it is still owned by the shipper until released by wire when the price is fixed through a few telegrams sent to the different trade centres.

—

The Merchants' Protective Association of Cannonsburg, Pa., held a special meeting on Monday evening, October 21, 1907, to elect officers and the adoption of the new constitution and by-laws, also pledge. The following officers were elected for the ensuing year: President, James M. Collins; vice-president, Joseph G. Charlton; secretary, Geo. H. B. Freeby; treasurer, S. A. Crozier. Directors: James M. Collins, Geo. H. B. Freeby, S. A. Crozier, A. Hilfinger, John C. Neill, Wm. Edwards, M. F. Egan.

A. M. Howes,
State Secretary.

Chestnuts are extremely high—$12 per bushel. This is the highest price on record, and is caused by the scarcity. A few cold storage chestnuts held over from last year command $7, but they have practically no flavor whatever. The large cultivated nuts bring only $6. The curtailment of consumption will probably cause a decline in the price.

Another Co-operative Retail Business.

A coterie of consumers of Salt Lake City, Utah, are about to start a co-operative business. A company has been incorporated with $50,000 capital for the purpose of carrying on a general mercantile business, which will include grocer-

"What Profit Can I Make?"

Consider the profit you can make on our **Poultry Seasoning.**

It costs you 75 cents a dozen (small size) and brings you in $1.20. No one can complain at that profit, especially on a specialty that makes no trouble.

Stickney & Poor's Poultry Seasoning is a delicious adjunct to poultry or meats, and because it is delicious everybody who eats poultry or meats will buy it. But of course they can't buy it if you won't sell it.

FOUNDED 1815

Stickney & Poor Spice Company

BOSTON - MASS.

This Tells the Tale

A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. "**Knight's Cooking Extracts**" is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT'S
Cooking Extract Co.
No. 211 ARCH STREET
PHILADELPHIA, PA.

Look at YOUR Store at Night

Go outside your store some night and look at it after it's lighted up.

Is it brilliant? Is it inviting? Is it as well lighted as any competitive store of the same size?

If it isn't, you can make up your mind instantly that you are not doing the best thing for your business. You are economizing in the very thing that draws lots of people to a store—light.

Imagine a fisherman economizing in bait!

We can give you a brilliant, inviting store at a cost so light that even the smallest merchant can afford it. See us.

The Philadelphia Electric Company

TENTH AND CHESTNUT STS.

How Many Canned Goods Did You Get?

Future canned goods are coming in? How many full deliveries did you have?

This is a good time to reflect that if you've bought **Blue Bell** or **Clover Farm** canned goods you will get every can you bought. And this year you'll probably need every can you bought.

You're jobber may sell these brands or he may not. If he doesn't, he can, and it's as much his interest to do so as it is yours. Take it up with him right now.

Strasbaugh, Silver & Co.

ABERDEEN, MD.

Attention!

Mr. Grocer, did you ever stop to think that very often the cheap prices quoted you are in excess of the quality of the goods you buy?

Lustre Lamp Chimneys

are the one price to everyone, made by union workmen and from the best material money will buy. A trial will convince you

R. E. TONGUE & BRO.

Allegheny Ave., Amber & Collins Sts.

PHILADELPHIA

BRANCH, NEWARK, N. J.

ies. The following circular, setting forth the objects of the new concern, has just been issued:—

The Salt Lake Co-operative Association is organized for the purpose of transacting a general mercantile and manufacturing business in Salt Lake City, Utah, but in accordance with the articles of incorporation, may be extended to any city, county or state. It is proposed at the outset to carry groceries, meats, fruits, vegetables, butter, eggs, etc., to be found in a first-class grocery and market.

The capital stock is $50,000, divided into 50,000 shares at a par value of $1 each, no person being allowed to hold more than 100 or less than five shares, the purpose and intent of the organization being that it shall always be a co-operative association, and to this end that its stock control thereof shall not be consolidated into the hands of a few, to the detriment of any stockholder, or otherwise; and further, with the intent and purpose that the stock shall always remain in small blocks in the hands of a large number of stockholders.

From present indications the association will be able to start with at least 500 subscribers, which, without doubt, will be doubled as soon as sufficient time has elapsed to demonstrate to the public what our association will do for its members.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

GRAPES.

Two thousand baskets of grapes are due Monday morning—1,000 Concords and 1,000 Niagaras direct from the orchard in Keuka, New York.

We'll clear these up at 14 cents a basket and we want you to get a basket in every possible order. Talk grapes to everybody. Thirteen cents is the jobbers selling price, so nobody in town will care to touch our figure.

"You're in business." In the first stage of it—remember that. Certainly you do not have to pay the bills, but that isn't the point.

You're in business and you can make a fizzle of it or you can make a success of it. It depends on how much hard work and how much earnestness and concentration you put into your duties. There is a whole lot of fellows that don't think enough. If you want to be in the second and third and tenth stage you'll have to study. And if you want to be a manager you'll have to know things.

TO-DAY.

To-day is grand, whether it rains or snows or blows. It's your day and our day. Make it count. Make it earn you something besides your pay. To-morrow will be too late. Learn some one thing to-day.

Get a bit of useful knowledge about your business and put it away with the fact you found out yesterday. Get two or three "bits" and put them away. Recall them to-night. Some day we may want you to begin putting them into daily use.

FALL THINGS.

The days for morning griddle cakes are here again. Push "our own" buckwheat. Mention the popular pancake preparations and the different syrups. You noticed our 100-case shipment of Karo a few weeks ago. Let us turn a lot of it into money this week.

There's a fairly good percentage in the genuine New Orleans molasses at 20 cents a quart jar. Get your farmer customer interested in it by the gallon at 60 cents.

It's these timely suggestions that count. If there's no response to them to-day there may be to-morrow. Anyway keep out of the rut.

"You're in business."

Valuable Secret Was Made Public.

In the household arts department of the State fair yesterday afternoon, Miss Sadie Abrams, of 714 East Clay street, won five blue ribbons or first prizes for her five cakes, which she had in a large competitive exhibit. The cakes were not only well mounted, but were delicious to the taste.

For some time Miss Abrams has been making cakes that were the favorites of customers of the Woman's Exchange, and she has carefully guarded her receipts until yesterday, when she surrounded each of her cakes with lemons, signifying the name of the ingredient to which the maker attributed the excellence of her cakes.

As everyone knows, lemons are sour, and Miss Abrams admitted that the great secret of her success is in using Sauer's flavoring extracts in all her pastries and confections. — Richmond, Va., "News Leader."

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—One trial and we can convince you that Bennett's Pure Peanut Jam is absolutely the purest and best peanut butter you can buy; we will pay the express on the first trial order of one dozen; what more can we do? Give us one trial. W. W. Bennett, Peanut Products, Troy, N. Y. 18

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—Grocery and provision business, good paying stand; will stand fullest investigation; will furnish particulars on request. J. Baer & Co., 1918 Orleans street, Baltimore, Md. 18

FOR SALE—Store doing good business; cash, $200 monthly and good credit business; will sell at inventory; store 21 x 22 feet; rent $12 a month. G. S. Francis, 2230 E. Fayette street, Baltimore, Md. 18

FOR SALE—Cheap, a centrally located restaurant in Pottstown doing a good paying business; fixtures in fine condition. Reason for selling, poor health. Address P. B., care "Grocery World," Philadelphia, Pa. 18

FOR SALE—In good business location, doing $200 cash business weekly; well established; moderate rent; no reasonable offer refused. 2220 Pennsylvania avenue, Baltimore, Md. 18

FOR SALE—Old established grocery business, doing $300 cash business weekly; will sell for $500; a big bargain; look into before deciding on any other store. 1947 Pennsylvania avenue, Baltimore, Md. 18

MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only $2, if satisfactory. May we send you full description?—FREE. American G. Collecting Agency, Castorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free. tf.

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 236.—In best residential district of Norristown, Pa., one of the busiest towns in Eastern Pennsylvania. Store established for twenty years. Does $22,000 to $25,000 yearly on stock of $2,000. Uses one team, but horse not for sale. Nets 10 per cent. Owner going into other business and will sell at inventory. Take about $2,500. Can be greatly increased.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price inventory.

No. 258.—On North Tenth street, Philadelphia. Store 18 x 45. Does $350 per week, two-thirds cash. Stock about $1,000. Net profits 15 per cent. Uses one team. Good dwelling connected. Owner is in other business and cannot give time. Store established for thirty years and is making money. Good chance to handle meats. Price inventory.

No. 263.—In near Philadelphia suburb. Groceries and provisions. Store 40 x 40 feet. Yearly business, $25,000, half cash. Stock carried, $1,500. Net profits 15 per cent. Good dwelling connected. Uses two teams. Business established and prosperous. Good reason for selling. Price, inventory.

No. 266.—In Montgomery County, Pa., just outside Philadelphia. Only store in suburb. Store 30 x 60, with two back rooms, stable and large yard. Does $22,000 yearly, half cash. Stock $4,500. Uses three teams. Post-office in store, paid last year $332. Actual net profits, outside post-office, 8 per cent. Lack of capital cause of selling. Or will take good partner. Price inventory. Fixtures can be rented with store.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 300.—In busiest part of Columbia avenue, Philadelphia. Store 22 x 40 feet. Does $30,000, half cash, balance weekly and monthly. Stock $1,200. Uses one team, hiring the horse when needed. Cleared last year 10 per cent. on groceries and 30 per cent. on truck. Owner is retiring from business and will sell at inventory. Ice-box built in and will be rented with store.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,500-$2,800. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 308.—In Germantown. Does $200 weekly. Stock $500. Nets clean 10 per cent. profit above everything. Owner going into other business and will sell at inventory. With meats added this business will increase 50 per cent.

No. 312.—In good part of West Philadelphia. Store 20 x 40 feet, and does strictly weekly cash business of $450. Stock only $350, business mostly meats. Clean net profits of 10 per cent. Store has been established three years and is thoroughly self-supporting and profitable. Owner has other business and must sell. Price $750 outside of team.

No. 312.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 315.—Near Wayne Junction, Philadelphia. Store 12 x 20 feet. Does $200 weekly, all cash. Stock $700. No team used. Small dwelling connected. Clear net profits 25 per cent. as expenses are low. Owner making business change. Price, inventory.

No. 316.—In Wayne Junction, Philadelphia. Size 18 x 25 feet. Does $300 weekly, two-thirds cash. Stock $600, clear net profits 20 per cent. One team. Dwelling connected, for sale or rent. Illness cause of selling. Store thoroughly established. Will sell at inventory.

No. 317 and 318.—In West Philadelphia. Two stores owned by same owner or will sell separately. No. 1 is 22 x 30 feet, does $350 weekly, three-quarters cash. Stock $400. Nets 20 per cent., as sells many meats. No. 2 is 16 x 25 feet, does $250 per week, two-thirds cash. Stock $250-$300. Net profits 20 per cent. These stores are extremely profitable little places and can be bought at inventory prices, which means less than $1,000 each.

No. 319.—In North Philadelphia. Store 18 x 30. Does $300, two-thirds cash. Stock carried $1,000. One team. Net profits 15 per cent. Dwelling connected, for sale or rent. Owner retiring from business and will sell at inventory. This store was established by the present owner 29 years ago.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 30, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THE BIGGEST GROCERY STORE BARGAIN OF THE YEAR.

We offer one of the best grocery stores in suburbs, seven miles from Philadelphia, only one other store. Does $40,000 yearly. Stock $1,500. Uses three teams. Net profits, clean 10 per cent. Dwelling connected. Owners both seriously ill and must sell immediately. Fixtures and teams are fairly worth $1,800, but will sell for $1,000. Stock inventory. A clean, handsome, active store. Fullest investigation.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WHO WANTS TO GIVE A GENERAL STORE FOR A GOOD FARM?

A client of ours in Atlantic County, N. J., has a 13¼ acre farm, high, cleared and level, directly on the new electric line from Philadelphia to Atlantic City and only seven miles from the latter; good house, barn and other buildings, including large chicken house and yard; two good wells; 100 fruit trees. Splendid place for profitable poultry business, owing to closeness to Atlantic City. Owner wants to exchange for general store in New Jersey or Pennsylvania. He will sell for $4,000 cash or $4,500 trade, subject to mortgage of $2,500.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DANDELION
VEGETABLE BUTTER COLOR
A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.
MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

John R. McFetridge & Sons
Printers
927 Arch Street
Philadelphia

DO YOU WANT TO SELL YOUR BUSINESS?
We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.
In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.
If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.
Write, call or telephone.
WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

HELP WANTED.

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

SITUATION WANTED.

WANTED—Young married man, 30 years of age, has had 10 years' experience in the grocery business; manager for six years for one firm; not afraid of hard work, but must be chance for advancement, would like position as salesman. A No. 1 reference. Address Good, care "Grocery World," Philadelphia, Pa. 18

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES
are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.
TO BE HAD ONLY FROM JOBBERS
Quaker City Preserve Co.
Philadelphia, Pa.

GET YOUR PRINTED
Posters and Show Cards
from our new salesrooms. More room and larger line of stock carried.
GROCERS' PRINTING COMPANY
108 N. Front Street
PHILADELPHIA

Seldom See
a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.
ABSORBINE
will clean them off without laying the horse up. No blister, no hair gone. $2.00 per bottle, delivered. Book 10-B free. **Absorbine, Jr.,** for mankind, $1.00 bottle. Removes Soft Bunches, Cures Varicose Veins. Allays Pain. Genuine, mfd. only by
W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

Do You

handle a Cough Remedy that is guaranteed to sell and cure—one that satisfies your customers, gives you large profits, and sells without any effort on your part?

If not, let us give you our proposition—a plan that is both novel and effective. It means money to you and brings new customers and holds the old ones. We do not ask you to pay one cent until you have sold the goods. Write to-day and learn about

German Fir

Dilliard Remedy Company
EAST BANGOR, PA.

"An Emblem of Purity"
Carter & Williams'
PEANUT BUTTER

Packed in tumblers and screw-top jars
Retails at 10 and 15 cents
TRY A CASE FROM YOUR JOBBER

CARTER & WILLIAMS, Mfrs.
PHILADELPHIA, PA.

this
is
"Club Cocktail"
Pineapple
time

Club Cocktail Pineapple is one of the most vigorous sellers Martin Wagner Co. has ever put on the market. Surely you want a case.

FLEISCHMANN'S
COMPRESSED YEAST
HAS NO EQUAL

Would You Like to Make More Money on Foreign and Domestic FRUIT?

If you would write us, we will tell you what to buy, when to buy and where to buy. We know this business like you do yours, and we expect to make you a customer by showing you how to increase your profits.

If you want to keep posted on the Foreign and Domestic Fruit and Produce Market, write

R. DAETWYLER & CO.

New Market and Callowhill Streets
PHILADELPHIA

FOREIGN AND DOMESTIC FRUITS,

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, October 28th. Terms, net 10 days.

First orders must be accompanied by references.

JAMAICA BANANAS.

Jumbo bunches, 10 hands, extra fancy	
Selected, 10 hands,	
Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

CALIFORNIA LATE VALENCIA ORANGES.

Fancy, 80 size, per box	
Fancy, 96 size, per box	
Fancy, 126 size, per box	6.75
Fancy, 150 size, per box	
Fancy, 176-200-216	7.25
Fancy, 250-288	7.00

FOREIGN ORANGES.

Jamaicas, about 400 to bbl	$5.00 to $5.50
Jamaicas, boxes, 150-176	3.50
Jamaicas, boxes, 200-210	3.25

ALMERIA GRAPES.

Fine Quality, kegs, 61 lbs.	$5.25 to $5.50
Choice, kegs, 61 lbs.	4.00
Good Quality, kegs, 62 lbs.	3.25
Good Quality, kegs, 60 lbs.	3.50

CRANBERRIES.

Cape Cod, Early Black, per bbl.	8.50
Cape Cod, not so dark, per bbl.	7.50
Fancy Jersey, large dark, bushel crate	3.00
Fancy Jersey, medium dark	2.75

FANCY CALIFORNIA AND MESSINA LEMONS.

Fancy California, 240 size, per box	
Fancy California, 270 size, per box	
Fancy California, 300-360 size, per box	5.50
Fancy Messina, 300 size, per box	4.00 to 4.50
Fancy Messina, 360 size, per box	3.50 to 3.75
Choice Messina, 300 size, per box	3.25 to 3.50
Choice Messina, 360 size, per box	3.00

CALIFORNIA DECIDUOUS FRUIT.

Fancy Tokay Grapes, per 4-bas. crate	2.00
Choice Tokay Grapes, per 4-bas. crate	1.75
Fancy Malaga (white), per 4-bas. crate	
Fancy Blue Plums, per 4-bas. crate	
Fancy Red Plums, per 4-bas. crate	

FANCY JERSEY SWEET POTATOES.

Fancy Prime, per barrel	$3.00
Choice Prime, per barrel	2.75
Fancy Medium, per barrel	2.00
Choice Medium per barrel	1.85

ONIONS.

REGULAR BUSHEL CRATES.

Strictly Fancy White, per hamper	$1.75
Strictly Fancy Yellow, per hamper	1.25
Bermuda, Prime, per crate	
Fancy Valencia Onions, per crate	1.35

VEGETABLES.

We carry a full line of vegetables in our truck department, but as the market fluctuates daily on this line of goods, orders will be filled at lowest ruling market prices on day of shipment.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.13
No. 1 Rio	.12
No. 2 Rio	.10
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1 50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb., plain, 2 doz	1 45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.9
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	1.00
Standard Shoepeg, 2 lb., 2 doz	.90
Standard, 2 lb., 2 doz	.80
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1 45
Belle Brand, 2 doz	.90
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	1.00
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz.	1.20
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.80
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1 25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	.95
Gallons	
String Beans—	
2 lb., 2 doz	.85
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.10
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	1.00
Standard, 3s, 2 doz	.97½
Gallon, ½ doz.	3.15
Fair Quality, 3s.	.95
2s, 2 doz	.80

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Crab Meat—	
½ lb., 4 doz	
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.50
Beaver, ½ lb., flat, 8 doz	2.30
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	1.15
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.10
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Glen Cove, ¼ oil, 100	4 00
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
¾ Crown Mustard, 50 cans	4.00
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.50
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.15
Blackberries, 2 lb., 2 doz	1.25
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.50
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.40
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 50
Grated Pie Pineapples, James, 3 lb., 2 doz.	.95
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1 50
Standard Peaches, Rialto, 3 lb., 2 doz	2.50
California Apricots, 2 doz	
California Cherries, 2 doz	
California Peaches, 2½ lb., 2 doz	
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.12
Evaporated, 1 lb. packages, 4 doz	12½
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.14
Best, 25 lbs	.15½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	.06½
Stuffed, 1 lb ....per doz.	
New Prunes—	
40- 50, 25 lbs	
50- 60, 25 lbs	.08
60- 70, 25 lbs	07½
70- 80, 25 lbs	.07
80- 90, 25 lbs	.06½
90-100, 25 lbs	.06¼
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs ....per box	2.10
Seedless Muscatels, 50 lbs	
Seeded, 36 1 lb. packages	.14
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06½
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.04
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, 224 lbs	.95
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.95

BEANS, PEAS, Etc.

	Per bush,
New York Hand-picked, about 2½ bushel to bag	2.65
Lady Washington Beans, about 200 lbs. to bag	2.75
Green Peas, dried, about 165 lbs. to sack	
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¾
Imported Lima Beans, about 90 lbs. to sack	.06¾
Split Peas, 210 lbs ....per bbl.	7.90
Less quantity	.04
Lentils, about 100 lbs. to sack	.08¾

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O.	
Kingsland, N. O.	.35
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
No. 12 Syrup	.18
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz.	1.80
California Amber Drips, 2½ lb. cans	2.10
California Amber Drips, 3 lb. cans, 2 doz.	2.40
California Amber Drips, ½ gal. cans, 1 doz.	1 95

SUGAR.

We do not handle Imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.90
Fine Granulated, 100 lb. sacks	4.90
Confectioners' A	4.85
No. 1, A	4.80
Light Yellow	4 35
Fine Granulated, 2 lb. bags	5.20
Fine Granulated, 5 lb. bags	5.10

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.35
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.65
Red Cross, 4 doz	4.60
Star, 4 doz	4.55
Dime Brand, 4 doz	4.00
Lion, 4 doz	4.60
Premium, 4 doz.	4.35
Hires' Silver, 4 doz	4.70

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4 30
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3 35
Our Pet, baby size, 6 doz	2.95
Peerless, small size, 4 doz	2 20
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl White Floating	100	4.00
Ark	100	2.20
Babbitt's	100	3.75
5 box lots freight paid, with 1½ box "1776" or 100 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4 20
Buffalo Oleine	60	2.40
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.65
*P. & G. Oleine	60	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.50
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2 08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3 25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil Sau	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3 90
Hoefner's Crystal, with spoons	24 pkgs.	1.00

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New Yor

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.
NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Item	Price
Porto Rico Molasses—	Per gal.
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars, per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@.35
Ordinary	.22
Blended, fancy	.84
Blended, choice	.80
Blended, good	.28
2-lb tins, 8 dozen, per case,	2.80
Quarts, 2 dozen, per case,	2.80
Sngar Syrup—	
Pure, extra fancy	.85@.88
Pure, choice	.24
Blended, fancy	.82
Choice	.29
Vanilla Drips	.28@.80
Tins, 2-lb., 2 dozen, per case,	1.95
Tins, 2½-lb., 2 dozen, per case,	2.30
Tins, 8-lb., 2 dozen, per case,	2.50
Tins, 5-lb., 1 dozen, per case.	2.25

SALT FISH.

Item	Price
Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@95	40.00
Georges count 110@115	25.00
Shore 2s, count 225@250	29.00
Medium Irish 2s, count 450	22 00
Norway, count 400@450	23.50
Norway, count 800@350	27.00
Norway, count 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.13
Halibut, fancy chunks, Iceland, 20 lbs	.20
Bloaters, Cromarty, 100s	

TEAS.

Item	Price
Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
mperial—	
Common to fair	.20@.25
Snperior to fine	.80@.85
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.15@.18
Superior to fine	.22@.80
xtra fine to finest	.35@.40
oicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.82@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
ng—	
mon to fair	@.15
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
ouchong—	
Common to fair	.16@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Item	Price
ava—Mandheling—Fancy brown	.84
Old Government—Best	.27
Old Government—Choice	.25
Old Government—Prime	.23
Old Government—Good	.21
Imitation	.20
African	.20
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Item	Price
Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.18½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 8	.14½
No. 4	.14
No. 5	.13½
No. 6	.18
No 7	.12½

SPICES.

Item	Price
Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia bnds	.30
Cinnamon, Mats	.10½
Cinnamon, Twaio	.17
Cinnamon, Ceylon	.21@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.80
Cloves, Zanzibar	.19@.20
Cloves, Amboyna	.22
Cloves, Penang	.80@.85
Ginger, African	.08
Ginger, Jamaica, bleached	18½@.20
Ginger Jamaica, unbleacned	.17@.19
Ginger, Calcutta	.08
Nutmegs, 75- 80s.	.25@ 35
Nutmegs, 105-110s.	.18@.20
Nutmegs, 130-140s.	.15@.18
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Item	Price
Asparagus—	Per doz.
Extra white 2½s, unpeeled Calif.	
Standard white 2½s, Calif	
Tips, green, 1s	
Tips, white, California, 1s	
Beans, Baked—	
Standard, plain 1s	.42½
Standard, plain or sance, 2s	.50@ .60
Standard, plain or sance, 3s	.70@ .85
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.50@1.60
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.60
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	.60@ .80
Beans, Stringless—	
Fancy 2s	2.25@2.50
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1.10@1 15
Fancy New York 2s	.90@1.00
Standard New York 2s	.75
Maryland 2s, Maine Style	.75@ .80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.30@1.85

—3—

Item	Price
Telephone 2s	
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.15@1.20
Soaked 2s	.75@ .80
Succotash—	
Extra fancy Maine 2s	1.25
Fancy Maine 2s	1.00@1.10
Extra standard 2s	.75@ .90
Pumpkin—	
Fancy, 3s	.85@1.15
Fancy, gallons	2.75
Squash—	
Fancy 3s	1.15
Tomatoes—	
5½-in. cans, fancy New Jersey	1.50
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	4.50
Gallons, extra standard Maryland	4.25
Quarts, glass jars	
Beets—	
Fancy Strawberry 3s	1.50@1.75
Cut 3s	1.00@1.10
Sweet Potatoes 3s	.90@1.00
Sauer Kraut 3s	.80@1.10
Spinach—	
Standard Maryland 3s	1.45@1.50
Fancy New Jersey 3s	1.50@1.75
Gallons	4.75

FRUITS.

CALIFORNIA.

Item	Price
Apricots—	Per doz.
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	
Cherries—	
Extra White 3s	4.40
Extra White 2½s	8.75
Extra standard White 2½s	3.50
Standard White 2½s	3.00
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.75
Extra 2½s	3.00
Extra standard 2½s	
Fancy 3s	
Standard 2½s	
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.75
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s.	3.50
Extra standard 2½s	

EASTERN.

Item	Price
Pears—	
Choice New York 2s	1.50
Choice New York State 2½s	2.60
Standard 2s	1.25
Pineapples—	
Sliced or grated 2s	2.00@2.20
Sliced or grated 1s	1.00@1.10
Pie, grated, gallons	3.60
Singapore 1½s	1.15@1.25
Plums, egg, 3s.	
Plums, gage, 3s	
Apples—	
Gallons	3.25
Strawberries—	
2s, fancy	2.50
2s, extra	
Raspberries—	
Red, fancy, 2s	1.80
Standard 2s	

FISH.

Item	Price
Lobster—	
Flat 1s	4.50
Flat ½s	2.50
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	
Medium Red	
Red 1s	1.25@1.35
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.10
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.85@4.25

DRIED AND EVAPORATED FRUITS.

Item	Price
Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.13
Smyrna Sult., fancy, 6 cr., 80 lbs	.14
Smyrna Sult., choice, 4 cr., 80 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	.10

—4—

Item	Price
Loose Raisins—	Per lb
Valencia, 4 cr., 28 lbs	.08
California, 4 cr., 50 lbs	.09
California, 3 cr., 50 lbs	.08
California, 2 cr., 50 lbs	.08
Figs—	
Baskets, 1 lb. and 2 lb.	.15 @.18
Layers, 2¾-in., 10 lbs	.09
2½-in., 12 lbs	.10
2¼-in., 12 lbs	.09
2-in., 12 lbs	.08
Currants—	
Fancy, 1-lb. cartons	.10
Cleaned, 1-lb. cartons, choice	.08
Bulk, choice, 50 lbs	.08
Natural, choice	.07
Citron—	
According to quality	
Lemon Peel—	
According to quality	
Orange Peel—	
According to quality	
Fard Dates—	
60 lbs., bulk	.07
1-lb. pkgs., 30-lb. case	.09
Persian Dates—	
60 lbs.	.07
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.17
30x40, choice	.11
40x50, choice	.09
50x60, choice	.07
60x70, choice	.07
70x80, choice	
Choice, 50-lb. box—	
60x70, 80x 90	
70x80, 90x100	
Prunes in cartons—	
Fancy 40x 50	.11
50x 60	.10
60x 70	.09
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.10
40x50	.09
Apples—	
Fancy, 50 lbs.	
Fancy, 1-lb cartons	
Prime, 50 lbs.	.11
Choice, 1-lb. cartons	.13
Peaches—	
Fancy, peeled, 25 lbs.	.30
Unpeeled, fancy, 25 lbs.	.15
Extra Choice Muir	
Apricots—	
Royal, extra fancy, 25 lbs	
Moorpark, fancy, 25 lbs	.27
Royal, fancy, 25 lbs	
Royal, choice, 25 lbs	

NUTS.

Item	Price
Almonds—	
Jordan, shelled, large, 28 lbs	.39 @.46
Valencia, 28 lbs	.36 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.23
French Princess	
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.12½
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.12 @.14
Louisiana Paper Shell	
Walnnts—	
Chilli, 1907 crop	.13
Grenoble, 220 lbs	
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nnts—	
Strictly fancy, boxes, 25 lbs	.17
Extra choice, boxes, 25 lbs	.13½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Item	Price
Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	14.50@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ½s, accord'g to qual.	25.00@85.00
Mushrooms, ¼s, accord'g to qual.	18.00@70.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.	.08@ .09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.	Column.
Java Coffee	5
Eggs	27

DECLINES.	Column.
Dressed Fowls	45
Sauer Kraut	46

ADDITIONS.	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammunition	4
Axle Grease	5
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	5
Barley	29
Baskets	62
Bath Brick	59
Beans	29
Blacking, Shoe	6
Bluing	6
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	28
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	15
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc.	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Pudding	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	60
Tacks	50
Tapioca	31
Tar	4
Teas	-
Tobacco, Chewing	6
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

Confectioners' Lozenge	5.25
" Powdered	5.25
" Crown A	5.45
" Crystal A	5.10
" Coarse Granulated	5.35
Eagle Tablets	6.38½
Crystal Dominoes	7.35
Cut Loaf	5.80
Patent Cubes	5.35
Powdered	5.20
Extra Fine Granulated	5.20
Coarse Granulated	5.20
Granulated	5.10
Fine Granulated	5.10
" in 50-lb. bags packed 2 in 100-lb. bag	5.15
" In 25-lb. bags packed 4 in 100-lb. bag	5.15
" in 10-lb. bags packed 10 in 100-lb. bag	5 25
" in 5-lh. bags packed in bbls	5.30
" in 5-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. bags packed in bbls	5.40
" in 2-lb. bags packed in 100-lb. bags	5.40
" in 2-lb. cartons in cases	5.30
" in 2-lb. paper packages in cases	5.30
Confectioners' A	5.00
1—Keystone A	4.85
2—American A	4.80
3—Centennial A	4.75
4—California A	4.70
5—Franklin B	4.65
6—Keystone B	4.60
7—American B	4.55
8—Centennial B	4.50
9—California B	4.45
10—Franklin Extra C	4.40
11—Keystone Extra C	4.35
12—American Extra C	4.30
13—Centennial Extra C	4.25
14—California Extra C	4.25
15—Franklin C	4.25
16—Keystone C	4.25

TEA.

	Per lb.
Japans—Basket-fired	18 @ 35
Japans—Pan-fired—Common to fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
Formosa—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
Foochow—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
Gunpowder—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

Moyune—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
Imperial—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
Young Hyson—Superior to fine	13 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
India—Common to Fine	17 @ 38
Ceylon—Common to Fine	17 @ 40
English Breakfast—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

	In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2 00

Levering Coffee Co.—

Tourist, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea	.50
Almoco, lead foil package teas, ¼s and ½s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas	.40

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lhs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades per doz.	.90

Caricol Blend, Martindale & Co.:— Per lb.

5-lb. Silver Sacks	.22
1-lb. Silver Sacks	22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—

100 lb. barrels per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

—3—

McCormick & Co's Banquet Brand— Per doz.

No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 1 doz per doz.	.90
Colburn's, quarts, 3 doz per doz.	.90
Colburn's, ½ gals., 1 doz per bbl.	1.80
Violet, pints, 2 doz per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz

¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75
Davis' O. K., ¼-lb., 4 doz per doz.	.45
Davis' O. K., ½-lb., 3 doz per doz.	.90
Davis' O. K., 1-lb., 2 doz per doz.	1.65
Davis' O. K., 5-lb., ½ doz per doz.	7.20
Cleveland's, 10-c. size, 4 doz per doz.	.84
Cleveland's ¼-lb., 4 doz per doz.	1.23
Cleveland's, ½-lb., 2 doz per doz.	2.28
Cleveland's, 1-lb., 1 doz per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans. 1 doz. cases	1.65
Leslie's, 5 lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz	.45
Parrot and Monkey, 4 doz	.45

Rumford's Yeast Powder:—

4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass. 4 doz	1.04
6 oz. glass, 6 doz	1.03
6 oz., 1 gross, in bbl per gross,	12.25

Rumford Baking Powder:—

5c.-tins, 4 doz per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

—4—

Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case....per doz.	12.00
" 1 " 1 " .... "	2.50
" ½ " 2 " ... "	.55
" ¼ " 3 " .... "	.75
Purity Brand 5 " ½ " .... "	6.00
" 1 " 1 " .... "	1.50
" ½ " 3 " .... "	.80
" ¼ " 3 " .... "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M per ¼ gross	4.50
Jacquot Blacking, No 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4. "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos Peaberry, extra fancy	.12
" Fancy	.09¼@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.12
" Choice	@.11½
Washed Caracas, Fancy	.13 @.13½
Laguayra, Fancy	.10¼
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ½ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.13
" Prime	@.11
" Choice	@.09½
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@ 25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.18
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 35/100
Lion	13⅓	13½

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins, .26

Saindo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.15
E. L. C., 60 lbs. to case	.14 1/10
Golden Drip, 2 lb. bags, 100 lbs. to case	.14 7/10
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box ... per box	3.90
12 tins in box ... per carton	.95
1 lb. tins ... per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans ... per gross	1.25
Floto's Coffee Essence, ½-gross cans, tin ends ... per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin ... per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross ... per gross	1.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	1.15
Chicory, Selig's, 65's	.05¾
" English Gronnd, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	1.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Gun Caps, E. B ... per M	.60
Gun Caps, musket ... per M	.65
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB, bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz.	5.20
Sawyer's, No. 1, 6 doz.	1.50
" No. 3, 3 doz.	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz.	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz.	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.31
" First, "	.30
" Second, "	.29
" Third, "	.28
" Imitation, 30–60 lbs	.26–28
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.32
Ladles, 30–60 lbs., bakers' use	.25
Print Butter:—	
Star or S. D. brands, 1 lb., 20–50-lb. bxs.	.35
B. B., E. D. brands, 20–50-lb. boxes	34
J. J., C. V., Gilt Edge, Gold Medal, 20–50-lb. boxes	.33
Sheaf ("400") Elgin, 20–50-lb. boxes	.32
Sheaf	.28–.31
B. S. Gilt Edge, cartons	.35
Gurnse, pounds or half pounds	.34
Belle Spring	.32

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.11½
" 16's, "	.12½
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¾
Peerless " " "	.10¼
Bright Light, " " ... per box	2 50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	
Martha Washington, long 12s ... per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints ... per gross	4.20
Mason's, quarts ... per gross	4.45
Mason's, half-gallons ... per gross	6.20

—8—

Jelly Tumblers—	
Barrels, 22 doz ... per doz.	.1[illegible]
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.7[illegible]
Jar Rubbers—	
Lip, wide ... per gross	.8[illegible]
Acme, wide, 1 doz. cartons ... per lb.	4[illegible]
" medium, 1 doz. cartons ... "	.4[illegible]
Reliable, white rubber, wide	.2[illegible]
" " medium	.2[illegible]
Black, medium ... per lb.	.2[illegible]
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Mayflower brand, Sweet Marjoram ... per doz.	.[illegible]
" Sage ... "	.[illegible]
" Thyme ... "	.[illegible]
" Savory ... "	.[illegible]
" Special case assortment, 1 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory ... per case	1 0[illegible]
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—	
⅛-lb. cartons, 1 doz ... per doz.	.4[illegible]
¼-lb. " " ... "	.75
½-lb. " " ... "	1.2[illegible]
¼-lb. screw cap bottles, 1 doz ... per doz.	.9[illegible]
¼-lb. square cans, 1 doz ... "	.8[illegible]

CANNED GOODS.

Tomatoes—	Per Do[illegible]
Frying, Good Luck Brand	1.1[illegible]
DuBois' Frying	1.2[illegible]
Jersey King, No. 3, Standard Jersey	1.05
Blue Hen Chickens, No. 3	1.00
Rio Grande, fancy, Jersey	1 05
Silver Lake, fancy, Jersey	1.10
Alta, No. 2	.72
Alta, No. 10, 1 doz	3 15
Bull Dog, No. 2	.72
Lima Beans—	
Tinsley's, extra small	1 35
Turkey, fancy, Jersey	1 10
Silver Lake	1 05
Boyer's, Fancy	1.07
Oxford, Maine packed	.87
Lanfair, 2s	.65
String Beans—	
Red Jacket, small	1.55
Mikado, Penna., fancy	1.00
Cloister, fancy N. Y	1.45

Pleases More People and Pays a Bigger Profit

Spring Garden Tea is a blend invented by an expert who has made a study of pleasing the popular taste.

Every time you make a customer for Spring Garden Tea you are certain she'll keep coming for it. You can get 60c. per lb. for it. These are our prices to you:

In 100-lb. Barrels	18	cents per lb. net
In 5-lb. Silver Bags	19	cents per lb. net
In 1-lb. Silver Bags	19½	cents per lb. net
In ½-lb. Silver Bags	20	cents per lb. net
In ¼-lb. Silver Bags	21	cents per lb. net

(Packed in cases containing 100 Pounds)

Thomas Martindale & Co., Philadelphia, Pa.

What's in a Name?

We'll tell you. We have picked out the name **Apelpi** for our Evaporated Apples, so that every time it is thought of particular people will think of the finest fruit of this kind ever put on the market.

We have adopted the sentence, "The bottom as good as the top," because that is unusual with evaporated apples, and we pride ourselves on the fact that it applies to ours. Put them in, and your troubles in this direction are over.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON, Distributers — 28 So. Front Street, Philadelphia, Pa.

GET THE Butter Burden Off Your Mind

No retail grocer, except he who has had a lot to do with butter, has the time or the experience to properly judge butter.

It ought to be a comfort and relief to a grocer when he can get rid of the responsibility of having to inspect it, when he can buy under conditions which assure him positively that the butter is all right and needs no inspecting.

He can buy **Gurnse Butter** exactly that way, for it is doubly and trebly inspected—finally by the inspector of the Philadelphia Produce Exchange. We know every pound of **Gurnse Butter** is all right. You can rely on it absolutely and give it to your customer with the utmost confidence.

P. F. BROWN & CO.
No. 39 S. Front St., Philadelphia

—9—

Boyer's, 2s	.82½
Acorn, 3s	1.00
Acorn, No. 2	.75
Pride of Shenandoah, No. 2	.65
White Wax Beans—	
Acorn	.70
Champion	.65
Compass, No. 10, 1 doz	3.00
Baked Beans—	
B. & M., No. 3	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.92½
Campbell's, No. 2, sauce	.52½
Oxford, No. 3	.90
Narragansett, No. 2, tomato sauce	.97½
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	45
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	.92½
Martin Wagner Co., No. 3, tomato sauce	1.00
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.50
Schimmel's, No. 2, sauce	.87½
Schimmel's, No. 2, plain	.82½
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. per doz.	.82½
Corn—	
Kornlet	1.50
Winoor, kernelled	1.40
Paris, fancy Maine	1.20
American Beauty, extra fancy, Shoe Peg	.95
Cream of Susquehanna	.85
Baker's, G. W., whole grain	.85
Shoe Peg, Susquehanna	.85
Shoe Peg, Osborn's	.75
Mark, crushed	.77½

—10—

Peas—	
French, very fine, 100 cans	15.00
French, fine, 100 cans	13.75
French, medium, 100 cans	12 00
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1 25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	1.02½
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.60
Beets—	
Red Jacket, No. 3, small	1.45
Silver Lake, fancy, No. 3	1 05
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.25
Shawnee, No. 3	1.27½
Farren's, No. 10	4.25
Sweet Potatoes—	
Plantation, No. 3	
Victory, No. 3, 2 doz	1 05
Pumpkin—	
Catawba brand, extra fancy, N. Y. State, No. 3	.85
M. & W., Dog Head, No. 3	.80
Andrews & Co., No. 2	.47½
Asparagus—	
Del Monte, mammoth, No. 2½	
Extra mammoth, No. 2½	4.25
Superior, large, No. 2½	4.00
Staple, medium, No. 2½	3.85
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3.50
Grand Island, medium	3.35
El Rio, medium, No. 2½, 2 doz	3.25

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra standard	
Standard	
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Cherries—	
Extra quality, 2½s	3.40
Extra standard, 2½	
Standard, 2½	3.00

—11—

Peaches—	
Extra standard, lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 1 lb., 4 doz	
Prize Medal, lemon clings, No. 10, 1 doz	8.50
Express, yellows, 2½s	
Plums—	
Extra standard egg	
Extra standard green gage	
Standard egg	
Standard gage	

DOMESTIC CANNED FRUIT.

Apples—	
Derby, No. 10, 1 doz	3.40
Pride of Shenandoah, No. 3, 2 doz	1 00
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	1.20
Jersey Duke, 2s	1.15
Blueberries	
Loggies, No. 2	1.50
Loggies, No. 10	7.00
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Calumet, yellow, light syrup	
Terrapin, No. 3	
Pears—	
Matchless, extra fancy, No. 2	1.65
Raspberries—	
Mikado, red, fancy, N. Y. State, preserved, No. 2	
Rhubarb—	
Silver Lake, No. 3	
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	2.00
Silver Lake, No. 10, 1 doz	7.50
Defence, No. 2	2.25
Pine-apple—	
Phonograph, grated, No. 2	1.95
Phonograph, sliced, No. 2	1.90
Acorn, grated, No. 2	1.90
Acorn, E. & C., No. 2	1.85
General, E. & C., sliced, No. 2	1.75
Indian River, E. & C., No. 2	1.60
Terrapin, E. & C., sliced, No. 2	1.55
Wagner's, E. & C., No. 2	1 50
Orange Grove, E. & C., No. 2	1.40
Wallace, grated, No. 2	1.30
Singapore Chunks, No. 1½, 4 doz	1.17½
Wallace, E. & C., sliced, No. 2	1 25
Singapore, cubes, No. 1½, 4 doz	1.12½
Wagner's, No. 1, cocktail, 2 doz	1.00
P. & B., grated, No. 3	.95
James, No. 3, pie, grated	.90
Singapore, cubes, No. 1, 4 doz	.80

—12—

The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.

Tan Chop Hin, ½-lb. chunks per doz.	.80
" 1 " " "	.87½
" 1½ " " "	1.17½
" 1½ " sliced "	1.35
" 1½ " grated "	1.35
" 2½ " whole "	1.85
Packed in their own juice:—	
1½-lb. chunks, extra heavy syrup...per doz.	1.45
1½ " sliced "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz.
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	
Star, No. 1, 4 doz	1.50
Lobster—	
B. & M., No. 1, flat, 4 doz	4.40
B. & M., No. ½, flat, 4 doz	2 30
B. & M., No. 1, tall, 2 doz	4.25
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 doz	1.35
Star brand, No. ½, flat, 4 doz	2 25
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.35
Shrimps—	
Barataria Canning Co., new, No. 1, 2 doz	
Lopez & Dukate (Barataria), new, pickled, No. 1, 2 doz	1.20
Mackerel—	
Picker's, soused, No. 1, 4 doz	1.60
Pickert's, soused, No. 2, 2 doz	2.50
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.50
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.15
Boyer's, No. 2, 2 doz	2.07½
M. & B., No. 1, 2 doz	1.07½
Stewart's, No. 2, 2 doz	2.10
Stewart's, No. 1, 2 doz	1.02½
Victory, No. 1 doz	1.02½
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Salmon—	
Hapgood's, No. 1, tall, 4 doz	1.85
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.15
Porter's Best extra fancy, Soekeye, No. 1, tall, 4 doz	1.67½
Humes, Karluk, No. 1, tall, 4 doz	1.35

Ritter's Guaranty

In compliance with the rules and regulations for the enforcement of the Food and Drugs Act published by the Commission appointed for this purpose, we have filed a guaranty covering all our products with the Agricultural Department in Washington under the serial number 1017.

In the future all our products will be labeled in accordance with Regulation Nine as follows: *Guaranteed under the Food and Drugs Act, June 30, 1906, No. 1017.*

This guaranty is sufficient and covers every sale we make and no individual guaranties are necessary.

It has always been our aim to manufacture pure and wholesome food, to comply with existing laws and to protect all who buy our products, and we shall carry out this principle in the future.

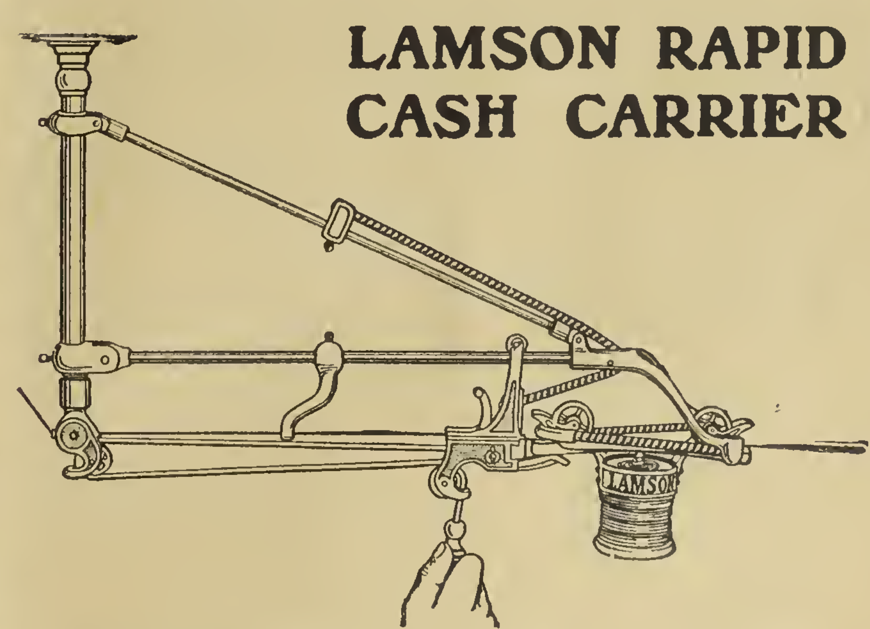
We hope to deserve your continued confidence and patronage.

Philip J. Ritter Conserve Co.

PHILADELPHIA, PA.

Fruit Butters	Preserved Fruits	Fruit Syrups
Cranberry Sauce	Catsup	Honey
Mince Meat	Chili Sauce	Mustard
Jellies	Salad Oil	Baked Beans
Jams	Crushed Fruits	Soups
Canned Fruits	Canned Vegetables	

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.45
Leader, fancy, red, No. 1, tall	
White Bear, red, No. 1, tall	1.35
White Raven, ½s	.95

Plain.

La Champagne, ¼'s, key	25.00
" ½'s, key	17.00
Lucullus, ¼'s	13.00
C. Morel, ¼'s	10.00

SARDINES—Boneless.

Le Marchand, ¼'s	
La Champagne, ¼'s, key	
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.40
½s, Martels	13.50
Morel, ¼s, boneless	17.50
¼s, Aurora, smoked	8.25
Mustard—	
¼s, Irma, 100 cans	3.42½
¼s, Eureka, key, 100 cans	3.27½
¼s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3.00
¾s, Underwood's, 50 cans	3.95
¾s, Irma, 50 cans	3.45
¾s, Harbor, 50 cans	3.30
¾s, Booth's, extra, in cartons, 50 cans	2.75
¾s, Continental, key, 48 cans	2.50
¾s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.67½
¼s, Continental, key, 100 cans	3.40
¼s, Le Baron, 100 cans	3.12½
Gold Label, ¼s, oil, 100 cans	6.25
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30
Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.75
Fairbank's, with key, No. 1, 2 doz	1.25
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	7.60
" with key, No. 14, ½ doz	16.50
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Dried Beef.

No. 1, 2 doz	1.85
No. ½, 2 doz	1.05
Glass, No. ½, 2 doz	1.35
Glass, No. 1, 2 doz	2.35
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.72½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.55

—14—

Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz.	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.25
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.22½
Armour's, No. 2, 1 doz	2.25
Libby's, No. 1, 2 doz	1.35
Libby's, No. 2, 1 doz	2.35
Kingan's, No. 1, 2 doz	1.15
Kingan's, No. 2, 1 doz	2.15

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¼, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.45
Libby's, No. ½, 4 doz	.80

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.82½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—

	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—

	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's:—	
No. 1 cans, 4 doz. to case, straight or assorted, all kinds except Tomato......per doz.	.87½
No. 1 cans, 4 doz. to case, assortment No. 1 containing 8 cans Tomato ...... " "	.87½
No. 1 cans, 4 doz. to case, Tomato...... " "	.95
No. 8 cans, 24 to case, all kinds except Tomato " "	2.50
No. 8 cans, 24 to case, Tomato " "	2.65
Gallon cans, 6 to case, all kinds except Tomato " "	7.75
Gallon cans, 6 to case, Tomato " "	8.25

Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONERY.

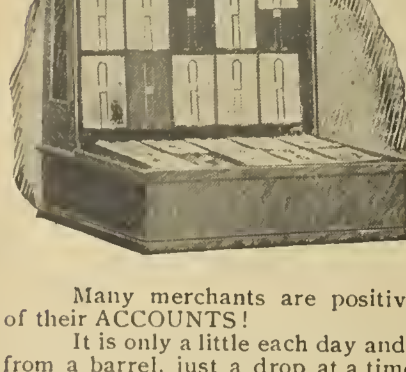
Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08¼
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09¾
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.13
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Waldorf, medium, 12 oz., screw top, 2 doz.	.92½
Snider's Catsup:—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate......per jug	.85

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—	Per Case.
Small, 25 bottles in case	2.75
Medium, 25 bottles in case	4.25
Large, 12 bottles in case	3.25



Money Thrown Away

Many merchants are positively throwing away money in the handling of their ACCOUNTS!

It is only a little each day and they do not notice it; it's like a little LEAK from a barrel, just a drop at a time, but if it is not stopped the barrel will soon run dry.

STOP THE LEAKS!

They amount to a great many dollars in the course of a year.

DOING USELESS WORK is a LEAK.

FORGETTING TO CHARGE GOOODS is a LEAK.

Errors and disputes cause Loss of Trade.

LOSS OF TRADE is a LEAK.

THE McCASKEY ACCOUNT REGISTER handles ALL YOUR ACCOUNTS with only ONE WRITING, showing EVERY DETAIL of the business.

Then why spend your time in copying and posting.

INVESTIGATE the GREATEST LABOR-SAVING, MONEY-MAKING device ever invented for the retail merchant.

A 64-page Catalog FREE for the asking.

THE McCASKEY REGISTER CO., 30 Rush St., Alliance, Ohio

Manufacturers of the Famous Multiplex Duplicate and Triplicate Pads; also Single Carbon Pads in End Carbon, Side Carbon or Folded Pads.

New York Office: 140 West Forty-second St., G. M. Orton, Mgr.

New Jersey Office, 15 Clinton St., Newark.

C. T. Baxter, Dist. Mgr. for Maryland, Delaware and Eastern Penna. Office at 406 Central Trust Bldg., Cor. Market and 4th Streets, Philadelphia, Pa.

J. D. Lasley, Dist. Mgr. for Virginia, North and South Carolina and District of Columbia. Office at Room 15, Central Nat'l Bank Bldg., 7th Street and Pennsylvania Avenue, Washington, D. C.

AGENCIES IN ALL PRINCIPAL CITIES

How to Make Other Cocoas as Good as Ours

Take the average cocoa on the market and carry it through another process or two, and you may have an article about as good as **Croft's Swiss Milk Cocoa.**

The trouble is that other manufacturers will not use that "other process or two," because of its cost. They prefer to send out their product half made, as it were—containing indigestible and ill-tasting ingredients which should have been eliminated—so that they can save a little on the cost of making.

Croft's Swiss Milk Cocoa has everything taken out that should be taken out, and for that reason, among others, it has the smoothest, finest flavor of any cocoa made.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. *Philadelphia PENNSYLVANIA*

—17—

Campbell's Beefsteak Tomato Ketchup:—
½ pints, 24 bottles to case 1.10
Pints, 24 bottles to case 2.00
Campbell's Tomato Ketchup:—
Pint bottles, 24 to case, per doz 1.40
½-pint bottles, 24 to case, per doz .... .90
Campbell's Chili Sauce:—
Pints, 2 doz. to case 1.40
½ pints, 2 doz. to case .... .90
Asst. Condiments, 2 doz. to case, per doz .... .90

CHOCOLATE AND COCOA.

	Per lb.
Walter Baker & Co's:—	
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.32
German, sweet, 6 to 12 lbs	.24
Auto, sweet, 6 lbs	.32
Cocoa, ¼-lb. cans, 12 lbs. in box	.40
Cocoa, ½-lb. tins, 12 lbs	.40
W. H. Baker s:—	
Best Cocoa, ½-lb. size .... per lb.	.37
" ¼-lb. " .... "	.38
Premium Chocolate, ½s, 12 lbs	.34
" ¼s. 12 lbs	.34
Best Sweet Chocolate, ¼s	.21
Best Sweet Chocolate, 1-5s	.21
Vanilla Sweet Chocolate, ½s	.29
Hershey's—	
Milk, ½s, 6 lb .... per box	1.55
Cocoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.43
" " ¼s, 6 lb	.45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—

		Per can.	Per doz.
¼-lb. round cans		.19	2.27
½-lb.	"	.30	3.60
1-lb.	"	.59	7.08
1½-oz.	" 50 cans in case	.07	
			Per lb.
5-lb.	"	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36
Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box .... per doz.	1.88
½-lb. tins, 2 doz. in box .... "	3.50
1-lb. tins, 1 doz. in box .... "	6.50
5-lb. tins, 1 doz. in case .... per lb.	.52
10-lb. bags, 1 doz. in case .... "	.50

—18—

Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes .... per lb.	.38
" ½-lb. tins, 6-lb. boxes .... per lb.	.37
Wilbur's Chocolate—	
Premium, ½s, 12-lb .... per lb.	.35
Sweet Clover, ½s, 6-lb .... per lb.	.25

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ½s	.36
Cocoa, labeled, ¼s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30
Ideal Chocolate and Cocoa Co.:—	
Ideal Cocoa, ½-lb. size .... per lb.	.40
" " ¼-lb. " .... "	.41
" Baking Chocolate, ½-lb size .... "	.27
" " " ¼-lb. " .... "	.29
" Milk Chocolate, 6-lb. box .... per box	1.65
" Vanilla, Sweet, 6-lb. " .... "	1.65
Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.38
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.38
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.38
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.38
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box .... per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.42
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.42
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.42

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.42
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.42
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.42
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.42
Diamond Chocolate, sweet, ¼-lb. pkgs.	
6-lb. boxes, 12 boxes in case .... per lb.	.27
12 " " 6 " " .... "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Peter's Milk Chocolate:—	
No. 61—½ lb. size, croquettes .... per lb.	.48
No. 62—¼ lb. " " "	.48
No. 63—½ lb. " flat packets .... "	.48
No. 64—¼ lb. " " " "	.48
No. 93—⅛ lb. " " " "	.48
No. 66—⅙ lb. " " " "	.50
No. 67—1/18 lb. " " " "	.50
No. 68—1/30 lb. " " " "	.50
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ⅛s, 2 doz. in box	1.95
" " ¼s, 6 lb. "	.39
" " ½s, 6 lb. "	.38
" " 1s, 12 lb. "	.37
" " 5 lb., 6 cans in box	.37
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Superior Sweet, 6 lb. "	...
" Premium, ¼s, 12 lb. "	...
" " ½s, 12 lb. "	...
Hawley & Hoop's Breakfast Cocoa—	
A No. 1, ½-lb. tins, 12 in box	.34½
" ¼-lb. " 24 "	.35½
Cocoa Shells, cleaned, bags .... per lb.	.01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes .... per lb.	.30
½-lb. " " 24-lb. " .... "	.29
Special 10-c. packages, 30 to box .... per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ¼-lb. " 6-lb. "	.31½
" ¼-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ⅛s, 6-lb. boxes	.26½
" ⅛s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes .... per box,	1.35
" 3-c., 72 " .... "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

—20—

Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	4.30
Defiance, 4 doz	4.30
Magnolia, 4 doz	4.80
Rose, 4 doz	4.40
Dime, 4 doz	3.90
Winner, 4 doz	4.40
Baby, 1 doz., glass	1.90
Red Cross	4.25
Peninsular	4.40
Dr. Hand's, 2 doz	3.10
Leader	4.10
Banner, 4 doz	4.15
Star, 4 doz	4 40

EVAPORATED MILK.

Peerless, family size, 4 doz	3 70
Peerless, 5c. size, 4 doz	2 20
Yacht, family	3 50
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	3 95
Silver Cow, 5c. size .... 6 doz.	3.25
Pet, 10-c. size, 4 doz .... per case	3.25
Pet, 5-c. size, 6 doz .... per case	2.80
Van Camps, 6 doz., small	2.90
Van Camps, 4 doz., family	3.'5
Van Camps, 4 doz., large	4 05

HIRES CONDENSED MILK AND CREAM

	Per case.
Hires Condensed Milk	5.60
Queen	4.40
Blue Ribbon	4.05
Premium	4.05
Silver	4.50

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	4.00
Five cases or more	3.95
Twenty-five cases or more	3.90
Fifty cases or more	3.85

It Is Spelled R-A-M-L-Y

If you want to sell a really delightful smoke, get the **real** Ramly, don't take something gotten up to **look** like the Ramly, because there the similarity ends.

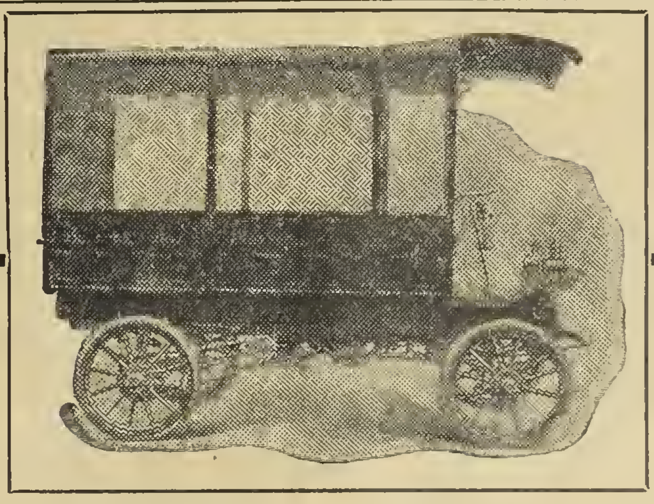
No cigarette ever made has jumped into such immediate popularity. It has become famous on its quality alone.

If you put Ramly Cigarettes in stock you will be assured of the permanent patronage of every man to whom you sell a package.

Don't get confused on the name—it is spelled R-A-M-L-Y.

Mentor Cigarette Company
404 Atlantic Avenue
BOSTON, MASS.

Phila. Rep., Arthur Hagan & Co.
151 North Third Street



You May Think You Can't Afford an Automobile in Your Business, but, as a Matter of Fact, You Can't Afford NOT To Have One

A Rapid Motor Truck or Delivery Wagon will do more work than two teams at half the cost. If you can deliver twice as many goods at half your present expense with one of our machines, are you not making a mistake to stick to horses and wagons. Do you know that the trolleys don't cost as much to run as the horse cars? We are certain you know they do much better work.

Get our catalogue and we will show you the Twentieth Century method of delivering goods.

Address all communications to

F. A. HENRY, *Sales Manager*

Rapid Motor Vehicle Company PONTIAC MICHIGAN

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.23½
Dunham's, 5-cent package	.29
" ½s	.26
" ¼s	.28
" ½s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10½
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Bijou Cookie	.07½	.08
Brown Edge Water		.09
Butter Toast	.07½	.08
Clover Mixed		.08
Cocoanut Ripple		.10
Cry Babies		.09
Fig Bars		.10
Fruit Cookies	.07½	08
Fruit Gem	.08	.08
Ginger Snaps, XX	.06	.06½
Ginger Vedettes	.07	.07½

—22—

Graham Wafers		.10
Grandma Cookies	.07½	.08
Honey Jumbles, XX		.10
" " Iced		.10
Honey Kernel		.10
Iced Ginger Tablet		.08
Iced Penn Treaty		.07½
Iced Vedette Wafer	.07½	.08
Macaroon Cookie		.10
Man-in-the-Moon		.08
Matchless	.08	.08
Milk Lunch	.07	.07½
Oriental Cookie	.07½	.08
Quaker City Mixed	.07½	.08
Quiver Mixed	.07	07½
Orange Cookies	.07½	.08
Peerless		.08
Soda Biscuit, XX	.06	.06½
" " No. 1	.07	.07½
Spiced Wafers	.07½	.08
Sunshine Cookie	.07½	.08
Suprema	.08	.08
Wavelets		.09
Package Goods—		Per doz.
Bonnie Water		.95
Butter Toast		.50
Cracker Meal		.84
Cresco Cookies		.95
Fairy Oyster		.50
Gingerettes		.95
Gold Medal Soda (10-cent size)		.95
" " (5-cent size)		.50
Graham Wafers		.95
Milk Lunch		.95
Ivinettes		.95
Butter Thins		.95

Freight paid on 100 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN
WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish. p. dz.	1.15

—23—

Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish. p. dz.	1.75
Wein Senf, in bbls....per gal.	
" 1 gallon stone jars ...per jar	.75
" 5 gallon kegs...per keg	2.50
Prepared Mustard, in bbls....per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
...loaf,	.26½
Sap Sago, 3 to a lb.......cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
" in tin...per lb.	.26
" 1-lb. tins...per case	3.25
Camembert, in wood boxes.......per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatonr and Bier-Kase...per doz.	4.00
American Swiss, No. 1.......loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each...per lb.	.19
Limburger Cheese, No. 1.....box, 18; ½ box, 18; less	.19
Muenster Cheese...per lb.	.19
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box.........per box	3.00
" (Gem size), 6 in box.......... "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case...per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size. per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.25
Neufchatel (Cow brand), 25 in box.....per box	1.05
Star Cream, or Phila., 12 " .... "	2.20
Miniature Cream, or Phila. 12 " .... "	1.10
Hand Cheese, 8 doz. "	1.45
" 4 " "	.75
" 4 " Thuringer "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box "	1.25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages...per lb.	.18

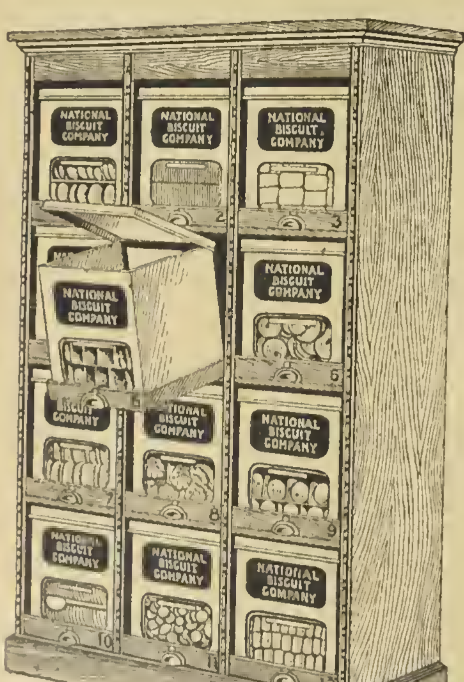
IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight)........per lb.	.48
Wiener Wurstel, 16 in tin...per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervelat Sausage (Rolff's).....per lb.	.48
Imported Frankfurters...per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size...per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short...per lb.	.24
" " long "	
" Mortadella, Dry...per lb.	.25
" Knackwurst, 25 in box, per box, $4.75...per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .21½; less	.23
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.22
" Cervelat, Crescent, 50 and 100-lb. boxes, .16½; less	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23½; less	.24
" Salami (E), 50 and 100-lb. boxes, .21; less	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.21
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less	.18
" Tongue Sausage...per lb.	.18
" Smoked Braunschweiger Liver Sausage...per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz.	.90
" Petit Delicatess Frankfurters, with Sauer Kraut...per doz.	.90
" Lebanon Beef Bologna......per lb.	.16
" Paprika Speck "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen...per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2.50
Calves' Head, in round tins...per doz.	1.65
Pickled Meats, in glass "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

How to Make Your Cake Trade Pay



The easiest, cheapest and simplest way to make your cake trade pay a decent profit is to put in a DURHAM DISPLAY CAKE CABINET.

This cabinet is the most useful store fixture ever introduced to the trade. It prevents your most serious losses—those caused by sampling and breakage.

The saving on these items alone will soon pay for the cabinet.

It is made of highly polished oak, in sizes to hold 12, 16, 20 and 24 cans of standard size. It is light in weight and so arranged that the cans rest upon elevated roller trays, easy to slide in and out, and as each can is numbered you save time and labor in taking and filling orders.

Send for full particulars and prices.

Durham Display Fixture Co.

RICHMOND, VA

Are There Any Black Shoes in Your Town?

Here are four more specialties from our list. Every one is guaranteed. Every oue will suit. Every one will bring repeat orders.
Three are for black shoes and one for white shoes.

BOSSOLA

This is a great seller—"Bossola"—a fine waterproof polish. For men's, women's or children's shoes. It blacks, softens and polishes leather, and the shine lasts phenomenally—that is the point about Bossola. The shine from this polish comes up instantly.

5c. size, gross $4.50
10c. size, gross $9.00

BOSTON WATERPROOF POLISH

This is a black liquid polish for men's and boys' shoes. A perfectly harmless preparation that gives a high patent leather polish without brushing. Brilliant and waterproof. Shine an old shoe with this, put it in your window aud see it sell.

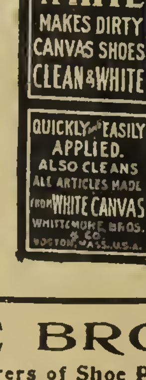
Per gross, $24.00
10c. size, gross $10.00

THE ELITE COMBINATION

For black shoes. Paste and liquid in one package. This is the only polish that the manufacturers of box calf indorse. Why? Because it contains oil and nourishes leather like food. Both a preservative and polish.

Per gross $24.00
10c. size, gross $10.00

DIRTY CANVAS SHOES



made perfectly clean and white by using our "Quick White" Compound. In liquid form, so it can be quickly and easily applied. No dust comes from it. It won't rub off nor injure the fabric. Our guarantee that it is just as we represent it means that you send it back if it isn't. For 1907 a sponge in every bottle, so always ready for use.

Large size, per gross $24.00
10c. size, per gross $10.00

WHITTEMORE BROS. & CO.

The Oldest and Largest Manufacturers of Shoe Polishes in the World
20-22-24-26 Albany Street CAMBRIDGE A, MASS.

—25—

Beef Salad, in glass	per doz.	2.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	
Lamb tongues, in glass	"	1.60

HOLLAND AND SCOTLAND HERRINGS.

		Kegs or Pails.
Holland Herring, mixed, "Y. M." ½bbl.	5.50	60–75
" milkers, " ½ bbl.	6.50	75–85
" mixed, Standard, bbl. ½ bbl.		5.50–6.50
Holland Herring, milkers, Standard, bbl. ½ bbl.		
Scotland Herring. mixed, large fulls, bbl. ½ bbl 8.00		
" milkers, large fulls, bbl ½ bbl. 8.00		
Marinirte Herring, Imported, abont 40 in pail.		1.25
Roll Herring, Imported, about 25 in pail		1.00
Spiced Herring, Imported, about 40 in pail.		1.00
Norway Stockfish, dry	per lb.	15
Matjes Herring	per pail	

BISMARCK HERRING.

Pint size, round tins, with key	per tin	.20
Quart " " "	"	.35
2 Qt. " " "	"	.55
4 Qt. " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
Russian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

Original Package	per ½ bbl.	5.50
Repacked in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" in 5-gal. kegs	per keg	2.75
" in ½-lb. flat tins	per doz.	.95
" in ½-lb. tall tins	"	1.50
" in 1-lb. tall tins	"	2.00
Fancy Kegs—1/1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg		.20

SALT SARDELLEN.

Original Package, 1902	per anker	16.00
Repacked—kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz	19 50	½ kilo Cans, per dz.	19 50
½ " "	10.50	¼ " "	10.50
¼ " "	5 50	⅛ " "	5.50
⅛ " "	2 75	1/16 " "	2 75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—abont 2000	per cask	
50 " bbl.— " 1200	per bbl.	
15 " keg— " 500	per 100	
10 " keg— " 300	"	1.00
5 " keg— " 150	"	
10 lb. pail— " 50	"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitzkugeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg	per bundle	.30
Basler Lebkuchen, No. 1, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb, bags, per bag		2.50
Green Kern	per lb.	.09½
Potato Flour	"	.07
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.80
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

COTTOLENE.

30 2-lb. tins	per case	6.50
15 4-lb. "	"	6.50
6 10-lb. "	"	6.50

Freight prepaid on two-case lots.

—27—

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.30
Western	.25–29

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.17
New York, Full Cream, new, 1st's, 40-lb. bxs.	.16
Picnic, Full Cream, new, fancy, 20-lb. bxs	.17

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb	.27
Anchovies, in oil, ⅝ bottles	4.50
" " ¼ "	3.25
Anchovy Paste, fancy, per doz	4.75
" plain, per doz	3.75
Boullion, Burnham, pints, 2 doz. in case	3.75
" " ½ pints, 2 doz. in case	2.00
Capers, Nonpariel, ½ gallon kegs	1.50
" " Quart, glass.......per doz.	7.00
" " bottled, ⅝ size.......per doz.	2.35
" " " ½ " "	1.90
" " " ¼ " "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.65
" med. " " 12 " "	5.00
" small " " 24 " "	4.75
Cherries in Maraschino, in glass, 1-doz. case	7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" " 3 lb., 2 dz. case "	2.20
Currie Powder, pints, per doz	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ⅛'s	2.85
" ¼'s	5.50
" ½'s	10.50
" 1's	20.00
French Peas, Extra Fins, per case	18.00
" Fins, per case	16.00
" Moyen's, per case	13.00
Kippered Herring, 6 doz. in case.......per doz.	1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	22.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	.29
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz	1.25
" " ½ pints, per doz	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz	6.50
" " " 2 oz., "	3.55
Armour's Beef Extract, 2 oz., "	4.45
" " " 4 oz., "	8.20
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz.......per doz.	4.00
" " " 8 oz. "	7.25
" " " 16 oz. "	13.50
Theodore Marquet Mushrooms:—	
First Choice	28.00
Choice, 100 tins per case	26.00
Extra, " "	
Hotel, " "	24.00

—28—

Truffles, 1/16	per tin,	.30
" ⅛	"	.55
" ¼	"	1.15
" ½	"	2.25
Shrimps, Pickled, small size		1.00
Dunbar's Shrimps, 2 doz., per doz		2.25
" Figs in Cordial, 1 doz., per doz		5.00
Bishop's Figs in Cordial, 1 doz., per doz		6.50
Crystallized Ginger, 1-lb. tins, per doz		4.00
" " ½-lb. " "		2.25
Rose's Lime Juice, per doz		3.60
Victor Rose Water, per doz		2.25
" Peach Water, per doz		2.25
Pitted Olives, per doz		5.25

FLOUR.

	Per Bbl
Gold Medal	6.85
King Midas	6.95
Millbourne	6.35
On Top	6.80
Ceresota	6 50
Pillsbury's	6.40
Taylor's Fancy	5.75
Semper Idem	5.00
Pride of the West	5.45
Sunbeam	5.35
Quaker City	6.25

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages	2.85
Franklin Pancake, 30 2s	3.65
Uncle Jerry's Pancake, 40 packages	2.85
Hecker's Buckwheat, 16 3s	
" " 64 1½s	
" Flapjack Flour, 24 pkgs	1 90
Log Cabin Pan Cake Flour, 36 2s	3.25
Ralston's Purina Pancake Flour, 36 2s	3.00

HONEY.

Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz	per doz.	.95
Selser's, medium bottles, 2 doz	per doz.	1.35
Schimmel's, 20- oz. bottles, 2 doz. in case		1.45
" 6- oz. " " "		.90

"Is This What I Made?"

If the cook who invented Baked Beans with tomato sauce were to come back and open up some of the cans labeled Baked Beans he would go gladly back to oblivion.

For "Baked Beans" doesn't always mean baked beans any more. In most cases it means beans boiled or steamed, dampened with a little cheap catsup and packed. The result is an attempted fraud on the palate of him who knows the real thing.

L. & S. Baked Beans are really baked in the good new way. We guarantee that absolutely. Baking makes the bean over. Instead of swelling and mushing it up like steaming or boiling, it leaves it just as firm but mealy and melting.

And our tomato sauce is tomato sauce made by an expert.

LUTZ & SCHRAMM COMPANY
ALLEGHENY, PA.

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD."

—29—

FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, 100 lbs	2.25
" yellow, granulated, 100 lbs	2.25
" " table, 100 lbs	2.20
Western yellow, 100 lbs	1.85
Quaker, 36 packages	
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.12½
Beans—	
California Lima, per lb.	.06½
Marrows, Fancy N. Y. State, grain bags bush.	2.47½
Marrows, New, Extra Choice, N. Y. State, grain bags, bush.	2.45
Medium, Fancy N. Y. State, grain bags, bu.	2.50
Pea, fancy, N. Y. State, grain bags, bushel	2.42½
Pea, fancy, Michigan, grain bags, bushel	
Red Kidneys "	2.50
Peas—	
Green, per bushel	2.25
Scotch "	
Split, yellow "	2.25
" green "	
Lentils—	
110-lb. bags, per lb.	.08¾
Less quantity "	.09¼
Shaker Corn—	
Fancy, barrels, per lb.	
Less quantity "	
Hominy—	
Lea's Breakfast, 10 pkgs, case	1.75
Lea's Pearl, 100 lbs, per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	
Western Pearl, 100 lb. bags	1.90
Western Grits, 100 lb. bags	1 90
Barley—	
OO	.07
No. 3, 100-lb. bags	4.00
Noodles, Climax, 24 10c. pkgs., asst., case	1.10
" " 48 5c. pkgs., case	1.20
" " asstd., 24 5c., 12 10c. case	1.15
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Oatmeal, B, per bbl	
" " kegs 100 lbs., per keg	

Oaten Goods, In cases—	Per case
Avena, 18 packages	1.55
Banner Oats, 20 packages	4.20
Friends' Oats, 36 packages	3 00

—30—

Mother's, 18 packages	1.57½
Pawnee, 36 packages	
Quaker, 18 small size	1.55
Quaker, 20 large size	4.30
Rolled Oats—	
Avena, per bbl., 180 lbs	7.45
Avena, per keg, 90 lbs	3.85
Standard, 180-lb. bbls	7.10
" 90-lb. bags	3 50
Sago—	
Fine, bags about 160 lbs	.05½
50-lb. lots	.06
Admiral, Pearl, 24's	.07¾
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 24 1-lb. pkgs	.07¾
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs, per lb.	.06
" " less quantity "	.06½
" Pearl, 150 lbs "	.05¼
" " less quantity "	.06
Ralston Hominy Grits, 36 2-lb. pkgs, case	2.70
Purina Cream Graham, per bbl.	5.00
Ralston Barley Food, 24 2's, per case,	3.15
Purina Health Flour, 20 5's, Cartons "	3.60
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour	5.00
Packed in 12's, 24's and 48's.	
No. 1, assorted case containing 15 2-lb. packages Wheatlet and 10 5-lb. packages Franklin Flour	4.00
Egg-O-See, 36 packages	2.85
Egg-O-See Corn Flakes, 36 packages	2.85
Cook's Malto Rice, 36 2-lb. packages	4.25
Force Food, 36 packages	4.10
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.80
Quaker Puffed Rice, 36 packages	2.80
Quaker Wheat Berries, 36 packages	2.75
Vigor, 36 packages	2.65
Ralston Kornkins, 18 25-lb. sacks, per bale	3.75
" Health Crisps, 36 10c. packages	2.80
Ralston's Breakfast Food, 36 2-lb. pkgs. pr. case	4.50
Ralston Health Food, 24 1s, per case	
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.85
Zest, 36 packages, 10 cent size	2.25
Zest, 36 packages, 15 cent size	2 70
Zest, 20 packages, 25 cent size	3 90

—31—

HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs	4.75
Cases, 3 doz. pkgs	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling	per doz	1.07½
" Acidulated	"	1.07½
Cox's, large	"	1.57½
" small	"	.95
Plymouth Rock, Pink or White	"	1.20
Nelson's	per doz.	1. 35
" small	"	.95
Bromangelon, assorted 3 doz	"	.87½
Fruit Puddine, 2 doz., asst. flavors	"	.80
Jell-O, assorted flavors, 2 doz	"	.87½
Jell-O Ice Cream Powder, 2 doz	"	.97½
Chaimer's	"	.90
Peter Cooper		.90
Tryphosa	per doz.	.92½
Imperial Wine Jelly	per doz.	.95
" "	per gross	11.00
Gelatine, McKinley's	per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs	per case	2.70
Kusto, 60 5-cent packs	per case	2.00
Puddine, assorted, 2 doz	per case	1.60
D-Zerta Jelly, assorted, 2 doz	per doz.	.90

—32—

MACARONI.

	Per lb
Larosa Alphabets, square, 25 lbs	.05½
" Elbows, " "	.05½
" Marcaroni, long, "	05½
" " square "	.06½
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05½
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.9[illegible]
Spice Drops, in baskets, 20 lbs	1.6[illegible]
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	80.00
Tea Caddies, round front, No. 2 per doz.	9.00
" " " 3 "	6.50
" " " 4 "	4.50

Compare This Picture With Your Store

We can make your place look like this and we can afford to do it for less money than anybody else.

MILLER & ENGLAND
7012-14-16-18 Woodland Avenue
PHILADELPHIA, PA.

Has Our Advertising Failed?

Have our advertisements about **German-American Coffee** convinced you at all? Have they given you even the slighest impulse to learn more about these unusual coffees?

You must admit we're pretty enthusiastic about **German-American Coffees**; don't you feel as if there must be some pretty good cause? At any rate, give us the benefit of the doubt, and get in touch with us. If we don't convince you that **German-American Coffees** will liven up your coffee department, you don't have to buy.

Grown on the Triunfo Plantations of Central America, and quite unlike any other coffee.

The German-American Coffee Co.
Growers, Importers and Roasters
406 Greenwich Street, NEW YORK, N. Y.

—33—

Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1¼ to 2 in.	2.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4	per doz.	9.00
" 5	"	12.00
" 6	"	15.00
Ex. Galvanized Steel Blades, No. 3	per doz.	4.20
" " 4	"	5.40
" " 5	"	7.20
X Quality, No. 3	"	2.60
" 4	"	3.00
" 5	"	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**

Dime cartons, 2 doz. in case	per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case..	"	.90
Large cartons or tins, 2 doz. in case	"	2.00
Dime Tumblers, 2 doz. in case	"	.90

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...	36.00	18.60	9 50	2.05	1.69
Ex. Norway, No. 3...	27.00	14.10	7.25	1.60	1.33
Ex. Norway, No. 4...					
Ex. Bloaters, xxx	42.00	21.60	10.95	2.35	2.13
Ex. Shore, No. 1					
Shore, No. 1					
Large, No. 1					
Med. Shore, No. 1 ...	29.00	15 10	7.75	1.70	1.41
Large Irish, No. 2	25.00	13.10	6.65	1.50	1.25
Extra Irish, No. 2	24.50	12.85	6.58	1.48	1.23
Medium Irish, No. 2..	23.50	12.35	6.33	1.41	1.19
Small Irish, No. 2	22.50	11.85	6.08	1.38	1.15
Irish, No. 3					
Large, No. 3	20.00	10.60	5 50	1.25	1.05
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...	6.50	3.85			
Ocean Whitefish	6.00	3.60			
Salmon, Halifax					
Shad, No. 1, Mess	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess					
Haddock, Pickled	6.00	3.60			

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06½
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
White Rose, 1 lb. cakes, 24 lbs	.c8½
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

—35—

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	
Hake	

In original cases, 450 lbs., ½c. less

SMOKED FISH.

New Extra Scaled Herring	per box	.18
Small Extra Scaled Herring	per box	.18
Boneless Herring, fancy 10 lb. boxes,	per lb.	
Smoked Salmon, whole fish	per lb.	.27
New Cromarty Bloaters, 50s	per box	
" " 100s	"	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	
Fancy N. Y. State, 48 1 lb	
Fancy N. Y. State, 50-lb. boxes	
Apricots—	
Extra Choice Royals, 25 lbs	.27
Choice Royals, 50 lbs	.19½
Cherries—	
California, Royal Ann, unpitted, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.08½
Gold Medal, loose, 25 lbs	.08¼
Private Growth, extra, cleaned, 36 lbs	.08½
" cleaned, 30 lbs. bulk	.08¼
Nectarines—	
White, 25 lbs......per lb.	
Peaches—	
Extra Fancy Muirs, 50 lbs	.15
Fancy Muirs, 25 lbs	.14½
Fancy Muirs, 50 lbs	.14
Extra Choice Muirs, 50 lbs	.13½
Choice Muirs, 25 lbs	.13½
Choice Muirs, 50 lbs	.13
Choice Yellows, 25 lbs	.12¾
Choice Yellows, 50 lbs	
Pears—	
Fancy California, Bartlett, 25 lb	

—36—

PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs				
30– 40, 25 "	.10½	.09⅞		
40– 50, 25 "	.09½	.08¾		
40– 50, 50 "				
50– 60, 25 "	.08½	.08		
50– 60, 50 "				
60– 70, 25 "	.07¾	.07¼		
60– 70, 50 "				
70– 80, 25 "				
70– 80, 50 "	.06½			
80– 90, 50 "	.06	.05¾		
90–100, 25 "	.06			
90–100, 50 "	.05½			
100–120, 50 "	.04	.03⅞		

Raisins—	
Muscatels, 4 crown, 50 lb	
" 3 " 50 lb	
" 2 " 50 lb	
Cal. Thompson Seedless, 50 lbs	
Cal. Cleaned Sultanas, 50 lbs	
Cal. Sultanas, 50 lbs	
Seedless Muscatels, 50 lbs	
Raisins, Seeded—	
Ensign, fancy, 36 1s	.14½
Not-a-Seed, Ideal, 36 1s	.12
Citron, 10 lbs	.18
" 25 lbs	.17½
Lemon Peel, 10 lbs	.12½
" 25 lbs	
Orange Peel, 10 lb	11½
" 25 lb	

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case......per case	2.30
Case No. 5, 1 doz. 25-cent size......" "	2.05
Case No. 6, 2 doz. 15-cent size......" "	2.47½
2 doz. 15-cent size, 1 lb...... per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case......per doz.	2.15
24-12 oz. package, packed 2 oz. in case......" "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz	per doz.	.72½
Tumblers, 5-c. size, 2 doz	"	.45
Tumblers, 10-c., Lord's Prayer, 2 doz.	"	.90

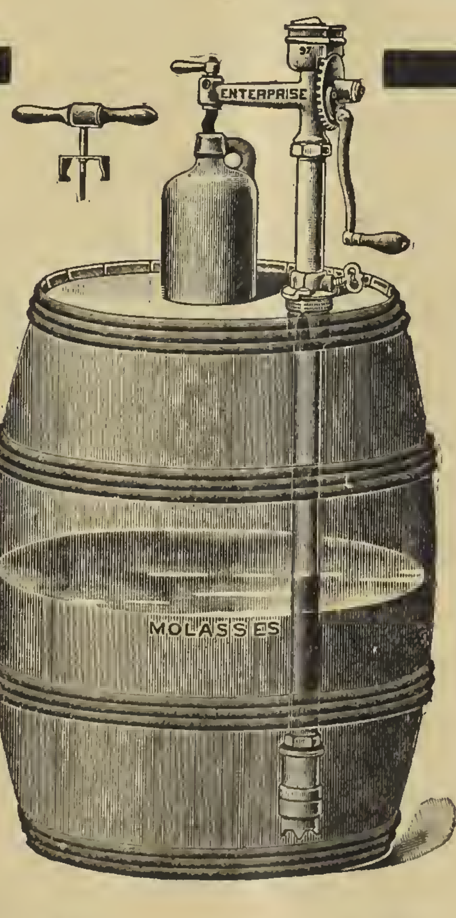
It isn't so much a question of "*Getting Along*"—the other fellow may get along so much faster that you won't be in the race—

What you want to do is to "*Get Ahead*"

Your best asset is "ENTERPRISE"

"ENTERPRISE"

With New Total Registering Device



SELF-PRIMING and MEASURING PUMP

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent absence of flies and dirt.

Accurately measures molasses, heavy oils, tar and other thick liquids. Has total registering device showing when stock is low in barrel.

No. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube 50 cents a foot.

Write for illustrated catalogue of all the Enterprise Specialties

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.

—27—

INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		4½ doz.	3.38

	No. 1.	No. 2.
Jumbo Chimneys, plain.......per doz.	.75	.85
" " dec., 107, "	.90	1.00

	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz.	.52½
Chloride, sifting, 25 lb. boxes, 1 lb	per lb.	.05¼
" " 25 lb. boxes, ½ lb	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.60
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.95
" 4 doz	"	3.85
Popular, 4 doz	"	1.45

MATCHES.

		Per gro.
Swift & Courtney's, 200's, 1-gross case		1.75–1.90
" 400's, 1 "		3.50–3.70
" 500's, 1 "		3.75–4.00
Blue Hen, 200's, 1 "		1.50–1.60
" 500's, 1 "		4.00–4.25

—38—

	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.90
" 500's	3.95
Vulcan Safety, 65s, No. 37	.55
" 65s, No. 2	.45
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50–3.75
Searchlight, 500's	4.25–4.50
Press, 200's	1.80–1.90
" 500's	4.50–4.75
America, 200's	1.30–1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue head, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5.00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1.00
Blue Ribbon, 165s, 1 gross to case	1.05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08½
18, 37 and 68-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kkns, 6 to crate	per doz.	9.80
" 5-lb. " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25

—39—

National, 30-lb. Kits, bbls., ½ bbls	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.75
No. 10, wooden pails	per box 6 pails	6.40
No. 18, 37 and 68, wooden pails		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs.	"	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs.	"	.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150 test	"	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz	15.50
" Extra, 64 oz	13.50
" Mammoth, quarts	7.25
" Extra, quarts	6.75
" Extra, pints	4.50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz.	2.40
Farcies	3.75
Queen, 6 oz.	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

—40—

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.90
" " pts., 2 doz	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz	6.50
" " pts., 2 doz	7.50
" " ½-pts., 2 doz	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz	9.00
" Sublime, 8-oz. flasks, 2½ doz	6.50
" " 12-oz. " 2½ doz	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	20.00
10 1 gal. cans, case	21.00
20 ½ gal. cans, case	22.00
40 ¼ gal. cans, case	23.00
80 ⅛ gal. cans, case	25.00

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8.50
5 gallon tins, 2 tins to case	26.50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.10
32 oz. tin, 25 tins to case	22.00

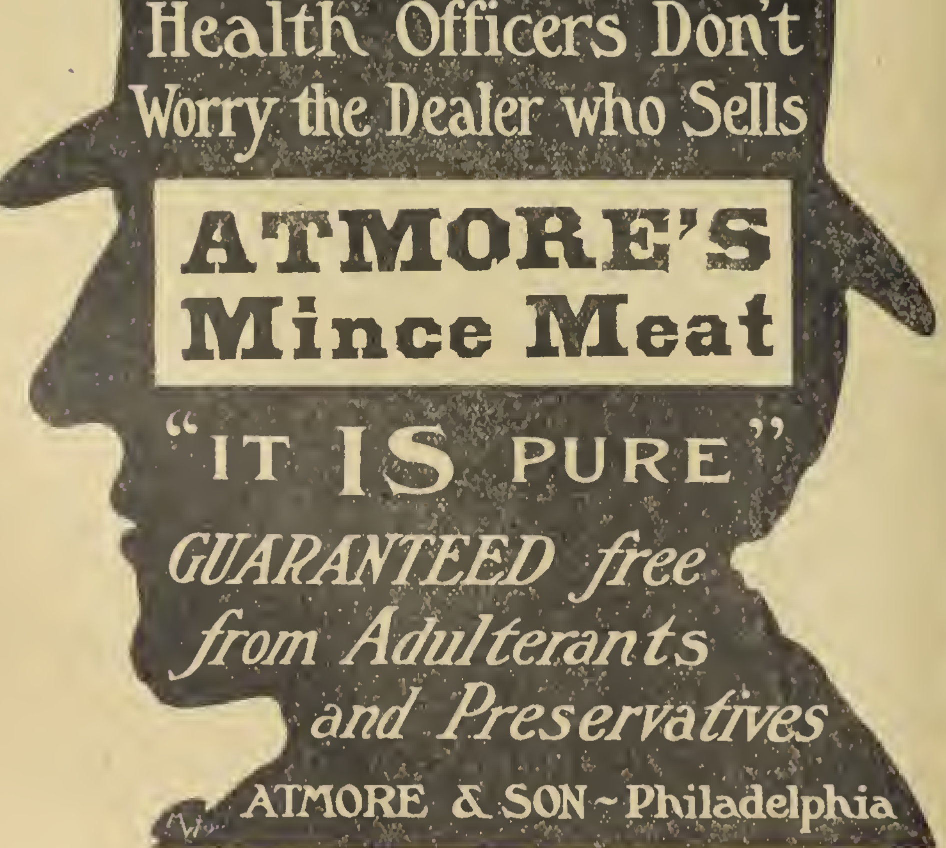
Trade discounts on quantity.

Jas. Hill & Sons Co.		
Quarts, Cal. style, 1 doz. in case	per case,	8.50
Pints, " 2 " "	"	9.00
½ Pints. " 2 " "	"	4.75
Oliver's Olive Oil—		
1 dozen quarts		6.00
2 dozen pints		6.75
2 dozen half-pints		4.25
6 1-gallon tins	per gal.	2.00

Special prices for quantities, on application.

AMERICAN OIL.

Lubon's No. 8, 2 doz.	per doz.	.52
Lubon's, No. 16, 2 doz.	per doz.	.95
Lubon's No. 32, 1 doz	per doz.	1.85
Table Oil, No. 61, bottles, 2 doz., per doz		1.00



Have You Said This?

"You couldn't hire me to sell **Ariosa** Coffee because I can sell my own package coffee!"

But look what the sale of your own package coffee loses for you. It loses the advantage of the advertising we are doing to your customers, all of which helps actively to sell **Ariosa.** It loses the selling force of the fact that every man, woman and child in your town has heard of **Ariosa** and knows what it is.

And it loses the vouchers that come **to you** with **Ariosa**; vouchers, that if you will work hand in hand with us, will bring you several hundred dollars of merchandise every year gratuitously.

ARBUCKLE BROTHERS
NEW YORK

—41—

PAPER.
WRAPPING.

Manila, 15 x 20, full ....per ream		.36
" 24 x 36, full, 20 lbs...............	"	.90
" 18 x 24, full, 10 lbs...............	"	.37½
" Special, 15 x 20, 6 lbs...........	"	.18½
Manilla, Bakers', 15 x 20, 10 reams in bundle ....per ream		.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide........per lb.		.03¼
Roll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide.................	"	.03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide..........................	"	03⅛
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide...........	"	.03¾
White Tea Paper, 12 x 16, reg.....per package		.14
Wax Butter Paper......................per package		.11
Parchment Butter Paper 9 x 12...	"	.40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼......	.48	.29		.31	.35	.45
½......	.53	.35		.37	.43	.55
1......	.71	.45	.78	.49	.55	.73
2......	.89	.53	.97	.61	.71	.93
3......	1.09	.65	1.25	.75	.89	1.15
4......	1.25	.77	1.39	.87	1.05	1.33
5......	1.45	.91		1.07	1.21	1.55
6......	1.73	1.03	1.95	1.23	1.41	1.81
8......	2.09	1.19	2.29	1.49	1.68	2.19
0......	2.27	1.37	2.55	1.65	1.83	2.41
2......	2.69	......	3.11	......	......	2.89
4......	3.37	......	3.97	......	......	3.75
6......	3.87	......	4.41	......	......	4.01
0......	4.39	......	4.79	......	......	4.55
5......	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.

½-lb. Plain Flour Sacks...................per M		4.00
5-lb. " "	"	5.75
0-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints........per doz.		4.75
" " quarts	"	5.75
" 10-oz. jars...............	"	2.50
" 10-lb. pails...............per pail		2.50
Tripe, 10-lb. pails...............................per pail		.90
" 5-gal. kegs...............................per keg		2.00
Pig's Feet, 10-lb. pails.........................per pail		1.00
" 5-gal. kegs ....per keg		2.25
Pickled Beef Salad, in glass,..............per doz.		1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10

—42—

Russian Sardines ....per keg	75
" 5-lb. pails ....per pail	.50
" 10-lb. " .... "	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs........................	.18½
Loose, barrels, 30 lbs..................................	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages..................................	2.10
100 10 oz. packages..................................	4.00
24 20 oz. packages..................................	2.05
48 20 oz. packages..................................	4.00
I-X-L, 40 1s, White Rice..........................	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz..	.92¾
Medium, 2 doz..	1.45
Large, 1 doz...	2.75
Peanutene, No. 2 jars, 2 doz........................	1.85
Peanutene, No. 4 jars, 3 doz........................	.92½

PICKLES.

Barrels, 45 gal., 1000s..................................	10.75
10-gallon kegs, 700s	2.90
Sweet Pickles, 500s to 600s, 5 gal......per keg,	3 30
Sweet Pickles, 700s, 5 gal....... .... "	3.60
Sweet Pickles, 1,000s, 5 gal............... "	4.15
Sweet Pickles, 2,000s, 5 gal............... "	5.00
Chow-Chow, No. 1, 5 gal. kegs.....................	1 95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00
Williams Bros.—	Per Doz.
English Spiced Pickles, 8 oz., octagon (any assortment except onions.........................	.85
English Spiced Onions, 8 oz., octagon	.90
English Spiced Pickles, 10 oz., octagon......	.90
English Spiced Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart...............	3.00
Sweet Gherkins or Sweet Mixed, 32 oz., octagon	3.10
Highland Brand Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart...	2.35
Sweet Gherkins or Sweet Mixed, 32 oz., octagon	2.35

Crosse & Blackwell's:—

Chow-Chow ... Gherkins........ Mixed Pickles Cauliflowers ... Piccalilli .... Walnuts......... Onions...........	Qts. Casks.	Pts. Casks.	Octagonal Style. Pts. Casks.	½-Pts. Casks.
	4 doz.	5 doz.	4 doz.	6 doz.
	5.75	3.25	3.50	2.10
	Smaller Quantities.			
	5.90	3.35	3.60	2.25

Chow-Chow, quarts, stone..........................	5.50

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.20

—43—

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls..	.16
" " " 40 grain, bbls...	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees................................	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain................	.08
" " 45 "	.09
" " Extra Strength......	.15
Crosse & Blackwell's........................per doz.	2.00

PROVISIONS.

Hams, Skinback, 18-20 lbs..........................	.13¼
" 14-16 lbs..	.12
" 10-12 lbs..	.13
Picnics, 6-8 lbs...	.09¼
N. Y. Shoulders, 10-12 lbs........................	.10
Dried Beef, sets (city smoked).....................	.13
" Tenders and Knucks.................	.17
" Flats...	.11
" Air Dried, sets..................................	.18
" " Tenders and Knucks...	.21
Jersey Pork, Butt.............................per bbl.	18.50
" Family .... "	20.50
Breakfast Bacon, rib in..................................	.14½
" boneless	.15½
S. P. Bellies, 14-15 lbs................................	.11½
Bologna, 25-lb. boxes....................................	.08
Boiled Boneless Ham......................................	.21
Beef Tongues, smoked, 5-6 lbs..........per doz.	10.00
Cooked Compressed Ham, 25-lb. boxes..........	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ⅛-cent extra

John Bower & Co.—	
Honey-cure Brand Hams, skinback............	.15½
" " large	.14½
" " medium	.14¼
" " small	.14½
" Breakfast Bacon......................	.15
" " boneless	.17
Beef, air-dried, regular sets.........................	.20
" " Insides and knuckles...........	.23
Ham Bologna...	.10
Beef "	.10
Boiled Hams..	.24
Beef Tongues .... per doz.	11.00-12.00

—44—

Swift & Co.—	
Premium brand Hams, 10 lb.........................	.15½
Premium brand Hams, 12 lb.........................	.15
Premium brand Hams, 14 lb.........................	.14
Premium brand Hams, 16 lb.........................	.14
Premium brand Hams, 18 lb.........................	.14
Premium brand skinned Hams, 18-20 lb......	.14½
Premium brand boiled Hams, skinned, fatless	.25
Premium brand Bacon.................................	.21
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut......	.17
Winchester brand skinned Hams, all aver....	.13½
Winchester brand Picnics...........................	.09⅛

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs................................	11	9⅜
Plain Tubs, 50 and 60 lb. cans....................	11	9½
10-lb. Tin Pails, 60 lbs..............................	11½	10⅛
5 " "	12	10¼
3 " "	11¾	10¼

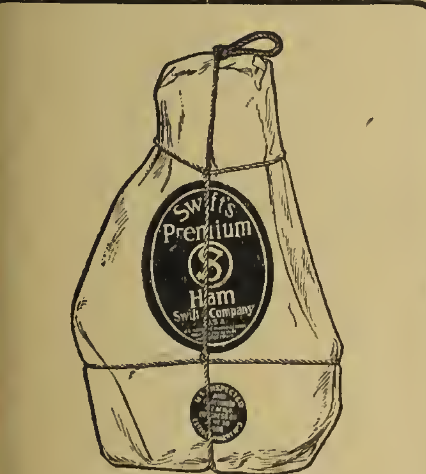
John Bower & Co.—	
Pure Kettle Rendered, tierces.....................	.11½
" " tubs	.11½
" " 3, 5 and 10-lb. cans.	.12½
Swift & Co.—	
Premium brand, tierces...............................	.11½
Silver Leaf brand, tierces...	.10½
Jewel, compound, tierces	.09¼
Cotosuet tierces...	.09½

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native...	.09½-.10½
Common to fair, native............................	.06 -.08
Western Dressed Beef—	
Choice, native cattle..................................	.09½-.10¼
Common to fair "	.06 -.08
City Dressed Veal—	
Prime	-.12
Good to choice..	-.10
Dressed Hogs—	
Pigs	-.10
Hogs, heavy..	-.10
" 180 lbs..	-.10
" 160 lbs..	-.10
" 140 lbs..	-.10
Dressed Sheep and Lambs—	
Lamb, Western, good...................................	.12
Lamb, Western, culls...................................	.09
Sheep, choice	.09
" medium	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues..................................	.90-1.00
Cow Tongues...	.75-1.00



"As Good As I Bought Last Time"

You ought to sell Swift's PREMIUM Hams for your own protection. Can you satisfy your trade unless your hams are uniform? And can they be uniform unless bought from a packer who can keep his raw material uniform?

Few packers have our facilities for keeping hams up to a given standard year after year. Swift's PREMIUM Hams scarcely vary a hair's breadth from one year's end to another. That does us a whole lot of good, as it will do you.

The woman who can always depend on getting good ham—"as good as I bought last time"—is going to buy lots of ham.

Swift & Company, U. S. A.

JOHN BOWER & CO.

GENERAL PROVISION DEALERS

ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia

CURERS OF HONEY-CURE BRAND

Beef, Beef Tongues, Breakfast Bacon, etc. **HAMS** Pure Kettle-rendered LARD a Specialty

BOILED HAMS AND BEEF TONGUES

SUPERIOR AND FAIRMOUNT MINCE MEAT

U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

You must Advertise or Lose! Then why not Advertise wisely?

The best advertisers in the country—and they are all thinkers—tell you how to advertise successfully in

BRAINS

FOR

The Retailer and Advertiser

The very best examples of clever, money-making advertising in the world are presented weekly.

If you advertise without reading BRAINS you miss the benefit of other men's experience, men who have given years to the study of advertising.

Five dollars a year is all it costs, and its worth it. Sample copy 15 cents.

JAMES KNAPP REEVE
PUBLISHER
DEPOSIT, N. Y.

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.05
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.10
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.15
" " western		.15

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 5 to 7 lbs	.24 – 26
" Y. T., 5 to 7 lbs	.24 –.26
Old hens and toms	.16 –.17
Common to Good	.11 –.12
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22 –.24
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.22 –.24
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.22 –.24
Western, 4 to 4½ lbs. to pair, fancy	.18 –.20
" 3 to 3½ lbs. to pair, fancy	.18 –.22
" fair to good	.15 –.16
Fowls—	
Western, fancy	.13½–.14½
Heavy Roasters, 4 to 5 lbs	.16 –.18
Fair to good	.14 –.15
Old cocks	.10 –.11
Western capons, fancy, frozen	
" " small, frozen	
Squabs—	Per doz.
Prime, large, ancy	4.00
Mixed	2.50–3.50
Dark	1.00–1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.14 –.15
Large Springers	.12 –.13
Fowls	.12 –.13
Roosters	–.10
Ducks	.12 –.13

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

—46—

SAUER KRAUT.

Extra Quality, 50-gal. tierces	6.60
Extra Quality, 15 gals., kegs	2.50
Compass, No. 3, cans, 2 doz	.82½

PLUM PUDDING.

Richardson & Robins:—		
Individual Size, 2 doz. in case, ¼ lb.	per doz.	1.00
No. 1, round conical, with key, 2 doz.	"	2.35
No. 2, " " 1 "	"	4.25
No. 3, " " ½ "	"	6.50
No. 4, " " ½ "	"	8.50
P. P. Sauce, 2 doz., No. 1	"	1.50
Atmore's Genuine English Plum Pudding—Seedless:—		
Individual, per case of 2 doz		2.00
1-lb. cans, " 2 "		2.25
2-lb. " " 1 "		4.00
3-lb. " " ½ "		3.25
4-lb. " " ½ "		3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 2, stone crocks	
No. 33, jars	1.05
No. 5, toy pails	2.85
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06½
Southwark, 4½-lb. toy pails, ½ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 2, stone crocks	
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.05
Apple, No. 5, toy pails	2.85
Apple, 30-lb. pails ... per pail	1.20
Apple, 20-lb. crocks ... per lb.	.07¾
Apple, Schimmel's, 30-lb. pails ... per lb.	.06
Prune, 30-lb. pails ... per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

—47—

Curtice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb.	per ca.	2.40
" " " ½-lb., "	"	2.60
" " " ¼-lb., "	"	2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.08
" Lump, bulk	"	.08
Butter Color, W. & R.	per doz.	2.00
Bluestone, bulk	per lb.	.09
Copperas	per lb	.01¾
Camphor, gum, 1-oz. blocks	"	1.10
" Flakes, bbls	"	.02¾
" " less quantity	"	.03
" Tar Balls, bbls., 250 lbs.	"	.02¾
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.12
Chill Tonic	per doz	3.60
Epsom Salts	per lb.	.01½
" Bee Brand, ¼-lb. carton,	per doz.	.30
" " ½-lb. "	"	.40

—48—

Glauber Salts	per lb.	.01½
Glue	"	.11
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.55
Haarlem Oil	per doz.	.40
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.27
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.24
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.65
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10.c. "	"	.75
Paris Green, 100-125-lb. kegs	per lb.	29
" ¼-lb. packages	"	.34
" ½-lb. "	"	.33
" 1-lb. "	"	.32
Jamaica Ginger, Hires', flasks	per doz.	.90
Sewing Machine Oil, 3 oz.	"	.35
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.05
" granulated, kegs, " 100 "	"	.05
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2.45
" 100-lb. bags		2.25
" less quantity		.03
Squills, Syrup, 1 oz.	per doz.	.34
Syrup of Figs	per doz.	2.00
Venetian Red	per lb.	.02
Whiting	"	.02

		1 oz.	2 oz.
Glycerine	per doz.	.37	.65
Laudanum	"	.80	1.25
Paregoric	"	.35	.65
Peppermint	per doz.	.40	.58
Sweet Spirits Nitre	"	.40	.70
Sweet Oil	per doz.	.30	.40
Turpentine	"	.36	.45
Husband's Magnesia	per doz.		2.85
Bull's Cough Syrup	"		1.90
Roach Powder, Omega, 4-oz. cans			.80
" "	per gross		9.00

	Per Doz.	Per Gross
Roachsault, large	4.00	45.00
" medium	2.00	22.50
" small	.80	9.00

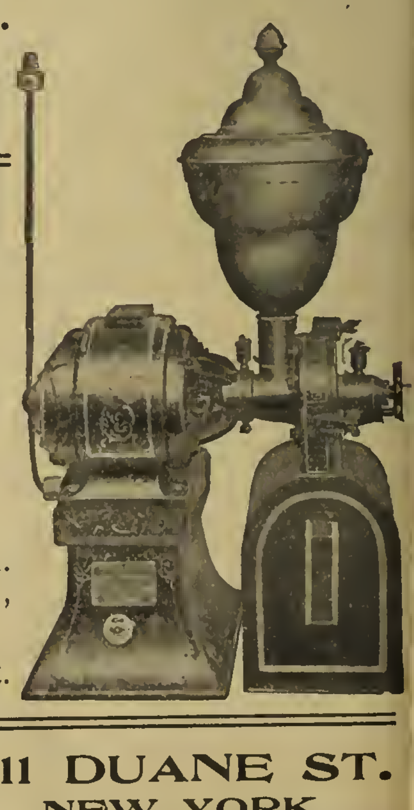
Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75
McCormick & Co., Bee Brand—	Per doz.
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES
and the
"STAR" COFFEE MILLS
Electric Coffee Mills



For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also SHERER COUNTERS. WRITE FOR CATALOGUE.

MORGAN & CORNELL - 211 DUANE ST. NEW YORK

—49—

Reliable Brand—	10c. size.	25c. size.
Castoria, Dr. Pitcher		2.00
Castor Oil, tasteless	.80	2.00
Death-to-Pain	.80	2.00
Diarrhœa Cure	.80	2.00
Vermifuge	.80	2.00
Cough Cure	.80	2.00

W. F. Young's Veterinary Remedies, wholesale prices—	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

cid Phosphate, Horsford's	per doz.	4.15
ath Brick, box 25 bricks	per box	.60
ealing Wax	"	.03
ilver Sand	per bbl.	1.25
ar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00
cCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

cCormick & Co., Bee Brand—		Per doz.
Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00
auer's Flavoring Extracts:—		
No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen, No. 25,	per doz.	2.00
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
" Lemon, " " No. 25,	"	1.75
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
Ingersoll's Flavoring Extracts:—		
High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.85
" Lemon	"	.85
" assorted	"	.85
" small size	"	.45

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

	Per gal.
Corson's Golded Russet, bbl	.20
Corson's Champagne	.18
" Dry Hard	.20
New Juice Cider, bbls	.18
New Juice Cider, ½ bbls., 28 gals	5.60
New Juice Cider, ¼ bbls., 14 gals	3.25
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Cerenet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅜
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07¼
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03⅝
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.
WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim...	4.00
" " 22 " 14 " ...	3.75
" " 30 " 10 " ...	3.75
" " 115 " 2½ " ...	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 30 10-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS TABLE SALT
PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz	doz.	.87½
Durkee's, large, 1 doz	per doz.	4.00
" small, 2 doz	"	2.40
Schimmel's, small, 2 doz	per doz.	.87½
My Wife's, large, 1 doz		2.30
My Wife's, small, 2 doz		1.45
Snider's Salad Dressing:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Luncheon, 3 doz	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.67½
Kegs, 150 lbs	per 100	.85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz		.77½
North of England Sauce, No. 8, doz		.77½
Chef Sauce, 2 doz., doz		.75
Snider's Chili Sauce:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

YOU SHOULD HAVE THESE FISH

I am now prepared to supply you with the finest of imported fish, such as Holland Herring, Scotch Herring, Norway Mackerel, Norwegian Anchovies, Sprats, etc., at the lowest prices consistent with high-class goods.

I am also in position to sell you New Grass "Ementhaler" Swiss Cheese, the very best that comes to America.

Don't forget that I am headquarters for all kinds of Delicatessen and fancy groceries.

My prices will appeal to you.

CARL WILDE, 357 North Second Street, Philadelphia

These Will Attract Your Fish Trade

There is nothing more inviting and appetizing than good Sardines. We believe we have reached perfection in our

"VITA BRAND"

These are **Norwegian Smoked Sardines,** packed in **pure olive oil.** We have never seen or tasted any quite their equal, as only the very best of autumn fish and the purest of olive oil is used in the packing.

Try a few, you will send for more.

F. H. PHILLIPS & CO.
444-446 Greenwich Street NEW YORK

Philadelphia Representative, F. H. FROMM & CO., 10 South Water Street

—53—

SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown	.07½
Caraway	.08	Mustard, Yellow	.06½
Celery	.10	Rape, per lb	.05½
Coriander, bleached	.05	Poppy, per lb	.10
Flax	.05	Sunflower, per lb	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs	per keg	1.80
" bulk, 25-lb. boxes	per lb.	.02¼
" Babbitt's, ¼'s, 25-lb. boxes	"	.04⅜
Arm & Hammer bd., ¼'s, 36 lbs	per lb	.05⅝
" " " lbs., 36 "	"	.04⅞
" " " ¼, ½, 36 lbs	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04⅞

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz	1.50
Hires' Root Beer, Carbonated, 2 doz	.87½
Hires' Ginger Ale, Carbonated, 2 doz	.87½
Welchs Grape Juice, case quarts, 1 doz	4.50
" " " pints, 2 doz	4.75
" " " ½-pints, 3 doz	4.25
" " " 3-ounce, 8 doz	6.00
" " " ½-gallons, 1 doz	8.00
" " " gallons, 6 gal	7.50

5 per cent. discount on 5 case lots.

Clicquot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz	2.10
Sarsaparilla, extra quality, pints, 2 doz	2.10
Blood Orange, extra quality, pints, 2 doz	2.10
Birch Beer, extra quality, pints, 2 doz	2.10
Lemon Soda, extra quality, 2 doz	2.10
Root Beer, extra quality, pints, 2 doz	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross		2.50
Bon Ami, 10-cent size	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.72
Putz Liquid, large, 3 doz	per gross,	16.50
Putz Liquid, large, 3 doz	per doz.	1.45
Putz Liquid, small	per gross,	7.00
Putz Liquid, small	per doz.	.60
Putz Paste, large	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No. 2, pint cans	"	32.00
No. 3, quart cans	per doz.	4.50
No. 4, half-gallon cans	"	7.50
No. 5, gallon cans	"	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs ....per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.40
Acorn	120	2.70
Ark	100	1.77½
American	72	2.80
Bee	100	3.85
Best, Babbitt	100	3.70
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	100	4.25
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	4.00
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.50
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.50
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	4.00
Magic Cleaner	100	3.00
Marseilles, laundry size	100	6.00
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

—55—

Oleine, Conway's	60	2.90
" Golden	60	2.55
" Eavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2.30
" Philadelphia, 1 lb	60	2.90
" " 14 oz	60	2.65
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4.50
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.70
Star	100	3.50
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.40
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 30 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.70
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 75 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes	per box	2.70
" 6 oz., 100 packages	"	2.65
" 8-oz. packs	"	2.70

—56—

Soapine, No. 7, 100 packs	2.3[illegible]
Soapine, No. 12, 100 packs	3.5[illegible]
Soapine, No. 17, 36 packs	2.4[illegible]
Babbitt's 1776 Powder, 100 6-oz.	2.3[illegible]
Finola, 100 packages	3.2[illegible]
Gold Dust, Fairbank's, 100 12-oz. packages	4.0[illegible]
" " 24 4-lb. "	4.5[illegible]
Naptha Borax, 100 packages, large	4.7[illegible]
" 100 5-cent packages	3.7[illegible]
Kirkoline, white, 24 4-lb. packs	3.5[illegible]
Kirkoline, White, 100 5-cent packages	3.5[illegible]
Young's Pearl Borax, 00 1-lb. packages	3.6[illegible]
Snow Boy Washing Powder, 24 4s	4.0[illegible]
" " 50 2s	4.0[illegible]
" " 100 1s	4.0[illegible]
Nine O'clock Tea, 100 packages	3.1[illegible]
I-V Washing Tablets, 2 doz ....per doz.	4[illegible]
Swift's Washing Powder, 100 1s	3.8[illegible]
Swift's Washing Powder, 24 4s	3.8[illegible]
Pennywash, 1 gross and 144-1 cent cakes free	10.2[illegible]

SPECIALTIES.

Anker's Bouillion Capsules .... 3.0[illegible]

PURE GROUND SPICES.

	Bbls.	Boxs.	Ca[illegible]
Pepper—			
Black, High Grade	18½	.19½	.21
Black, Low Grade	.14	.15	.17
White, High Grade	....	.32	.34
White, Low Grade	....	.23	.25
Cayenne, High Grade	....	.21	.23
Cayenne, Low Grade	....	16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.31	.32	.34
Low Grade	.22	.23	.24
Allspice—			
High Grade	.12½	.13½	.15
Ginger—			
High Grade	.25½	.26½	.28
Low Grade	.12	.13	.15
Mace—			
High Grade	....	.78	.80
Nutmegs—			
High Grade	....	.32	.35
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—		Per d[illegible]
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice	⅛ lb.	.4[illegible]
	¼ lb.	.75
Banquet Brand—		
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice	⅛ lb.	.4[illegible]
	¼ lb.	.75

WALKER STORE FIXTURES
—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.
Offices and Showrooms 18 to 24 S. Seventh St.
PHILADELPHIA, PA.

"As Good as the 'J. M.'"

No delivery wagon built is as good as the "J. M.," though many are said to be. The makers of other wagons do the best they can, but they haven't our facilities.

The "J. M." wagon is the handsomest, longest-lived delivery wagon on the market. No other wagon manufacturer we ever knew rejected everything but second-growth hickory for wheels, as we do.

Write for our catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

Colburn's Philadelphia Mustard, D. S. F. :—		
5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	"	.85
¼ lb. net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F. :—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.

	Per doz.
ampbell's, jar, 2 doz.	.87½
iulden's, No. 6, with spoon, 2 doz.	.95
iulden's, No. 20, with spoon, 2 doz.	.88
iulden's Mustard and Horseradish, 2 doz.	.85
eer Mug, fancy, large size, 2 doz.	.65
emonade Glass, tall, 2 doz.	.67½
lorseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
lilk Jar, glass top, 2 doz.	.85
/ater Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
:pper, Black	.10
llspice	.07
oves	.17
ace	.48
utmegs, 80's	.24
" 110's	.17
nnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
een Ginger Root	
hole Mixed Spices, bulk, 6-lb. boxes	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		.04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb. "		.06⅝

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅝
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03¾
" 1 lb. packages, 48 lbs.	.04⅞
" 3-lb. cartons, 48 lbs.	.04⅞
" 6-lb. boxes	.05⅞
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages per package	.08
Starch Polish, 20 cakes per box	.50

STOVE POLISH.

		Per gro
Enameline Paste, small, ¼ gross		4.00
Enameline Paste, large, ¼ gross		7.00
Enameline, Liquid, large, ¼ gross		6.65
Enameline, Liquid, small, ¼ gross		4.90
Electic Paste, ¼ gross boxes		4.20
Magic Paste, ¼ gross boxes		4.75
Parlor Pride, large size	per doz.	.87½
" "	per gross	10.25
" small size	per doz.	.70
Climax Enamel ¼ gro.	per gross	9.40
Black Jack, ¼ gross, per gross		6.60
Rising Sun	per gro.	5.75
Sun Paste, 5-cent size	"	4.50
" 10-cent size	"	7.20

—59—

X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ½ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼ gross	2.25
Per box of ½ gross	4.50
Per gross	9.00

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¾
McAllister, 36 packs	"	.05⅜
Rosensteins, 1lb. pkgs., 2 doz.	per lb.	.05½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per doz.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 doz.	"	.70
Bath Brick, 25 bricks	per box	60
Toothpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ½ gross case, assorted, 6, 8, 10's	per case	90
Carpet Tacks, Silver Steel, 4 oz.	per doz.	.06½
6 oz.	"	07
8 oz.	"	.07½
10 oz.	"	.08½
12 oz.	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.09
No. 11, steel	per doz.	.09½
No. 12, steel	per doz.	.12
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather, cut into taps, 6 inches high		1.50
5½ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.90
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80
Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb.	"	.09
Best Jute Plow Line, 8 yds. to lb.	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines, 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 610	50
Fancy, No. 626	.48
Strictly Choice, No. 639	.46
Strictly Choice, No. 628	.44
Strictly Prime, No. 627	.36
Good, No. 635	.29
Fair, No. 632	.22
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls.	.30
Fancy, No 101	.34
Fancy, No. 100	.32
Choice, No. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery	2.60
Five A, for confectionery	2.70

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars :—		
4 doz. in barrel	per doz.	92½
1 " case	"	.95
Karo, 10 cent size, 2 doz.	per doz.	.85
Karo, 25 cent size, 1 doz.		2.20

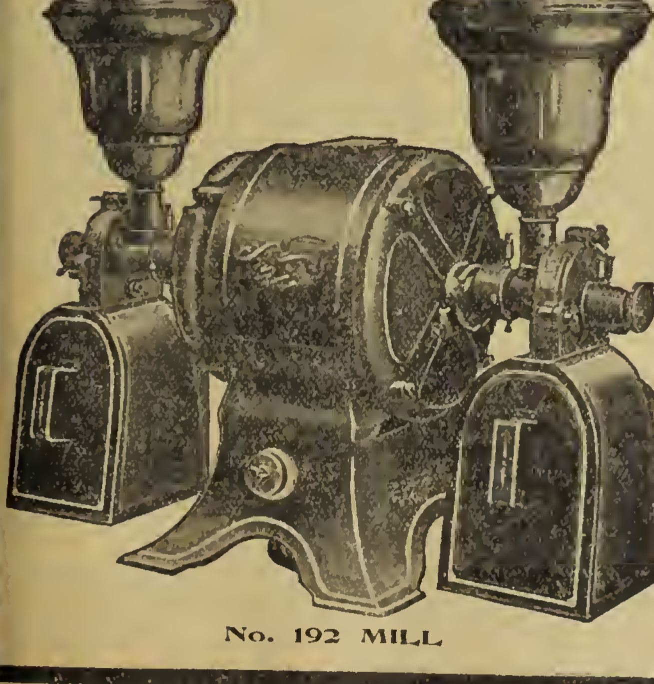
HENRY TROEMNER'S

Electric Coffee Mills

ARE THE FAVORITE MILLS

SAVING DOLLARS AND LABOR

THEY ARE FOOL PROOF



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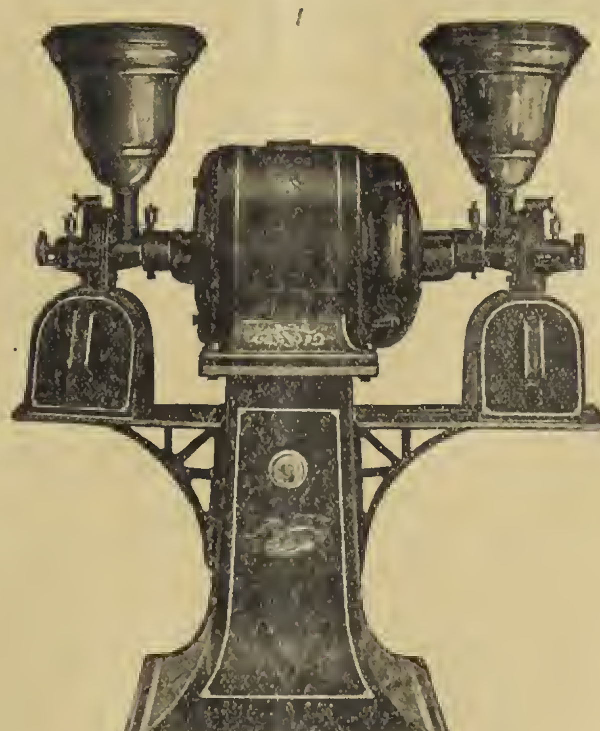


No. 192 P MILL

WRITE FOR PRICE LIST

HENRY TROEMNER

PHILADELPHIA, PA., U. S. A.

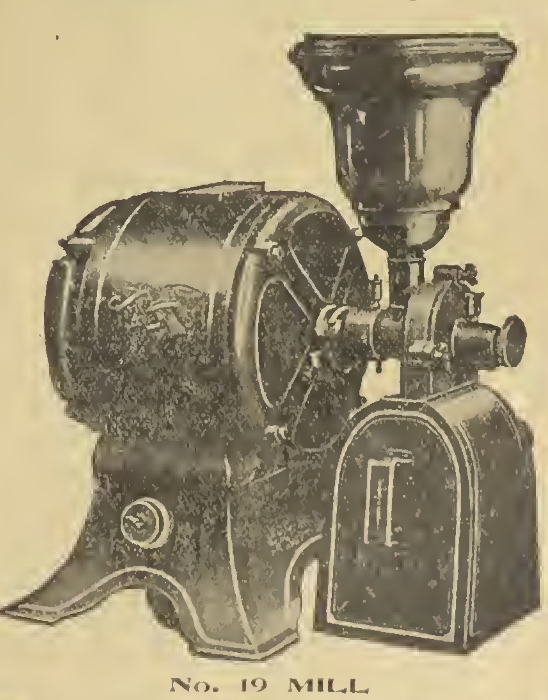
No. 911 ARCH STREET

ESTABLISHED 1840

Illustrations show mills fitted with direct-current motors; made also for alternating-current services.

Don't be talked into buying something "as good." There's nothing like or as good.

TROEMNER'S IS UNEQUALED



No. 19 MILL

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00
Maplecane, 2 doz. 2½-lb. cans	per case	3.80

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, dos.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per dos.	7.75
Hasen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per dos.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per dos.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per dos
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per dos.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, split handles	2 45
Leader, No. 6, 3 string, red handles	2.45
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per dos.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protector	3.40
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118, Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.70
Clear, 3 hoop	1.80
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	2.55
3, Solid oval	1.75
5, Solid oval	2.20
1, Wire ends	1.30
2, Wire ends	1.50
3, Wire ends	1.70
5, Wire ends	
Picnic Plates, 8 inch	
Picnic Plates, 9 inch	

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.

Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per dos
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per dos.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	2.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.25
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per dos.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.	Per l
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.33
Honest	.39
Polar Bear	.39
Ripple	.39
Sensation	.39
Wild Rose	.39
Brown-Holland Pipe Tobacco, 2½-lb. cartons, 2½-oz. packages	1.10

YEAST CAKES.

Compressed, per dos.	.1
Magic, 1½ dos. packages, per box,	.5
Yeast Foam, 1½ doz., per box	.5

FLOTO'S ESSENCE
TO USE WITH
COFFEE

No. 1. All Tin Cans
No. 2. Combination Cans
No. 3. Cardboard Cans

FLOTO'S KOENIG'S **CHICORY**

IN ROLLS—5 and 2½ to set

MANUFACTURED BY
GEO. FLOTO'S SONS
186 UNION AVENUE
Factory, 1, 3, 5, 7 and 9 Devoe St. Brooklyn, New York

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

The **Walter M. Lowney Company**
447 Commercial Street, Boston, Mass.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLIV. PHILADELPHIA AND NEW YORK, NOVEMBER 4, 1907. NO. 19.

Contents.

PAGE

...o You Know Your Grocer?"..... 8
...ro New Pennsylvania State Food Rules 8
...all News of Pennsylvania Local Grocers' Associations..... 8
...y Mild Coffees Are and Will Be Higher..... 9
...e New York Letter 10
...itorial 12
'Do You Know Your Grocer?"
Rescue for the Drug Business.
Biscuit Trust at Bay,
The Postmaster-General's Parcels Post Scheme.
The Food Law's Nether Side.
...o-Minute Sermons for the Retail Grocer..... 14
...r Pittsburg Produce Prices Higher Than Outside..... 14
...ed Fruit Shippers Pressed for Money 14
...e Grocery Markets 16
...lividual Market Reports..... 18
...rket Notes..... 18
...e Science of Advertising..... 19
...e Stroller's Column (Contributed)..... 20
...ad Advice.
...ociation News 22
...al Department..... 24
...art-to-Heart Talks with Grocery Clerks..... 26
...adow Dressing for Grocers..... 27
...s from a Jobber's Note Book..... 28
...respondence 29
...ong the Trade 29
...eful Facts About Groceries..... 29
...tional Secretary Green Warns Against Short Count Potatoes. 30
...nt Department..... 31
...timore Prices-Current..... 33
...w York Price-List..... 34
...rocery World" Prices-Current..... 35

Index to Advertisements.

PAGE

"Advertising World"..... 19
American Can Co..... 24
American Slicing Machine Co., The..... 14
Anker's Bouillon Capsules..... 19
Arbuckle Bros..... 44
Aretino Co., The..... 15
Atmore & Son..... 44
Atsatt Bros..... 28
Baker & Co. 21
Baker, W. H..... Cover 3
Baker, Walter 29
Baltimore Manulacturers' Advertising Association..... 6
Barber & Perkins 10
Beardsley's Sons, J. W..... 5
Bell Co., The William G. 25
Bell & Sons, Samuel..... 41
Bennett Register Co., The..... 20
Bishop, R. W. 19
Blooker's Cocoa..... 22
Borden Condensed Milk Co. 36
Bower & Co., John..... 45
Bown Bros. 36
Bradshaw Co. 40
Bradstreet System, The 31
Brown & Co., P. F..... 26
Buckley, Elton J.. 8
Burk, Louis..... 23
Butler Brothers..... 27
Carter & Williams..... 32
Cauchois & Co, F. A. 26
Ceylon Spice Co., The..... 29
Chalmers' Sons, James..... 28
Csnsolidated Law Asso. Co., Inc..... 50
Cowan & Sons, H..... 36
Crescent Mfg. Co. 16
Croft & Allen Co..... 38
Daetwyler & Co., R..... 32
Dilliard Remedy Co..... 32
Dixon Crucible Co., Jos. 4
Durham Display Fixture Co. 40
Enterprise Mfg. Co. of Pa., The..... 43
Esterbrook Steel Pen Co., The.....Cover 4
Exton & Co., A..... 23
Fell Manufacturing Co., E. C. .....Cover 2
Fischer & Co., B. 11
Fitch Coffee Co., The John H..... 25
Fleischmann's Yeast..... 32
Flesch & Son 47
Forbes, J P. 16
Franklin Sugar Refining Co..... Cover 4
Freihofer Vienna Baking Company..... 5
Fromm & Co., F. H. 47
Fulton & Walker Co..... 48
German-American Coffee Co..... 23
Goff & Sons Co., S. B. .....Cover 1, 19
Gold Medal Flour..... 41
Grocers' Printing Co..... 31
Habben & Co., H..... 3
Hagan & Co., Arthur..... 39
Harding & Co., E. E. 16
Hires Condensed Milk Co..... .....Cover 1
Indexed Coupon Books. 16
Johnson, A. W..... 22
Kellogg & Sons, H. 40
Kingsbury, H. P. D..... 42
Kirk, Foster & Co..... 30
Lamson Consolidated Store Service Co., 37
Lautz Bros. & Co. .....Cover 2
Levering Coffee Co., The 19
Loughery & Co., Jas. J. 41
Lutz & Schramm Co..... 6
Maher's Veterinary Hospital, Dr...Cover 1
Martindale & Co., Thos..... 36
Mentor Cigarette Co. 39
Miller & England 42
Mince Meat 44
McCahan Sugar Refining Co., The W. J., Cover 3
McCanna & Fraser Co..... 4
McCaskey Register Co., The..... 38
Nicelle Olive Oil Co..... 26
O'Neill-James Co. 6
Paul Manufacturing Co. 4
Pennywash Co 19
Philadelphia Electric Co., The..... 24
Piqua Bracket Co. .....Cover 2
Quaker City Preserve Co. 31
Rae's Lucca Oil..... 40
Ralston Purina Mills. 39
Reeve, James Knapp 45
Ritter Conserve Co., Philip J..... 37
Rogers Silverware Co..... 29
Royal Milling Co..... 41
Royal Specialty Co..... 19
S. F. Washing Tablet Co., Inc. 49
Sauer Co., C. F. .....Cover 4
Scott & Co., Inc., John..... 9
Sea Foam Baking Powder Co..... 5
Shafer Co., Jacob C. 19
Shane Bros. & Wilson Co. 16
Shinn & Kirk 42
Snider Preserve Co., The T. A..... 14
Stickney & Poor Spice Co. 25
Standard Cash Register Co. 17
Strasbaugh, Silver & Co. 28
Sulpho-Napthol Co., The..... 5
Swift & Co. 45
Toledo Computing Scale Co.....Cover 1
Tongue & Bros., R. E..... 17
Troemner, Henry..... 49
Union Mercantile Agency .....Cover 2
Wagner Co., Martin..... 32
Walker Patent Pivoted Bin Co..... 48
Washburn-Crosby Co. 41
Welss & Son, G. B.. 42
Weller Co., The J..... 25
Welles & Davis Mfg. Co., The..... 19
Wells & Richardson 13
Whittemore, Bros. & Co..... 30
Wilde's Sons Co., Samuel .....Cover 3
Willlams & Co., B. L. 27
Williams Bros. Co., The 47
Wrigley Mfg. Co..... 4
Young & Co., Chas. W..... 20
Young, P. D. F., W. F..... 31

"Do You Know Your Grocer?"

Woman's Paper Begins Series of Articles Designed to Make Consumers Dissatisfied With Their Grocers. Insinuate That Grocers Put in Telephones So As to Keep Customers Away From Their Stores. Charges Average Store Is Unclean.

The editor of the "Woman's Home Companion," a woman's paper with a circulation of several hundred thousand, sends the "Grocery World" a number of proof clippings of an article which appears in the November number. The article seemed interesting enough to warrant the reading of all of it, so the writer expended a dime and got a copy. The article is the first of a series apparently designed to make consumers more dissatisfied with their grocers. The November article is headed "Do you know your grocer?" It fills an entire page of the magazine, and naturally cannot be reproduced in full. The "Grocery World" does, however, reproduce about half of it for the delighted perusal of the grocers whose customers may read the "Woman's Home Companion."

Grocers are perfcetly willing that their women customers shall never know them any better. For grocers, like other mortals, do not always improve on more intimate acquaintance. For instance, if you should come to know your grocer very well indeed you might find out that he does not keep his store half as clean as you keep your kitchen. Back of the door, leading into the lavatory where his clerks wash, you might find a towel that you would blush to own as a dish rag or a mop. You might learn that the delivery boy who has just been letting his horse eat sugar out of his hand is using that same hand to dig prunes out of a box to fill your order. You might know that the creamery butter, with its crisp white wrapping and stamp that stands for pure production, is kept in a cooler or refrigerator which is absolutely slimy within, though mirrored and white enameled without. You might ascertain that the lid from the cracker barrel has been lost and never replaced, though the store floor is swept vigorously night and morning, and the dust rises and falls again in one great germ-laden cloud.

These are a few, a very few, of the intimate details of his business life which your obliging grocer does not wish you to know. And that is why he sends a solicitor to your kitchen door every morning, why he assures you that your children will be served as honestly and promptly as yourself, and why he is highly elated when you put in a telephone and join his list of telephone customers.

The telephone and the order clerk or solicitor have probably done more to kill the housewifely instinct in women and further the ends of careless or unscrupulous grocers than any other labor-saving household institution of the century. Even the most competent of housekeepers can always find one thing more to do at home—and when the solicitor takes such a friendly interest in her needs and what her family likes, or the telephone can be used without changing from the house frock to a street suit, she is very apt to drop the habit of marketing. A New York grocer established one year in a new and prosperous residence district thus summed up his trade:—

"We must make special appeal for the telephone and solicit trade, because our store and staff of clerks is not large enough to accommodate customers if they called every day to market. Two-thirds of our trade is secured either by telephone or by soliciting, and the women never come to the store except when they happen to be passing on some other errand, or when there is some mistake in the bill. Yet it takes half our clerks to wait on the remaining one-third of the trade—women who come here every day, and who waste our time picking over goods, changing their minds, waiting for change, deciding between this brand and that."

"Then you do not care for the woman who wants to see what she buys for her family to eat?"

The man had a saving sense of humor, and replied:—

"I can't say that we really care for her—but I don't mind adding that we respect her."

For several days the writer watched that store. The grocer spoke the truth. While half the clerks filled orders for two-thirds of the customers, which came in through solicitors or by telephone, the other half waited on the one-third or remaining customers in the store. In the latter class were precisely the same women day after day, and very few of these women were deeply interested in the quality, of the goods purchased. They ordered in absent-minded fashion, as if waiting to meet some fellow-shopper. They conversed with the pretty cashier while the clerk filled the order which they were not watching. If they offered any criticism, it was on an overcharge, but not one of them noticed that a young man with extremely dirty hands lifted dill pickles from an open barrel without the aid or consent of fork, dipper or any other utensil.

There are twelve thousand retail grocery stores in Greater New York and its suburbs. One third of their patrons or less know their grocer.

In a lovely, old-fashioned section of Washington the writer met a veritable aristocrat, attened by her colored servant, on marketing bound.

"I come way over here to get my groceries because it is an old-fashioned store. In the new stores they think it a waste of time to attend to the needs of a fussy old housekeeper like me. They all want to fill telephone orders."

She is one of the few women who still insist upon knowing their grocers.

In Grand Island, Nebraska there are twelve groceries to twelve thousand inhabitants, or about one grocer to every thousand citizens. In addition, the local grocers have the trade of the surrounding farming districts. A successful grocer of that city told the writer that half his trade was secured by telephone and one-third by soliciting. That means that three-sixths of his orders come by telephone and two-sixths by solicitors, which leaves exactly one-sixth to come direct from customer to grocer.

One sixth of his patrons really know their grocer.

—

When shopping for a new frock, a carpet, enameled cooking ware, gloves, a veil, a book, or a picture the average woman goes to the store that is immaculate, where goods are fresh and unmarred by soiled hands, and whose clerks are dainty in handling the wares. She refuses shop-worn drygoods and house furnishings, but she will accept groceries that have been subjected to flies and dust and handled by clerks whose hands and aprons are disgustingly unsanitary. This is due largely to a fallacious belief that a grocery store cannot be kept clean.

—

When you have decided to become thoroughly acquainted with the grocer behind his counter, and with his store methods, you will know whether his cooler or refrigerator is sweet and clean or slimy with germs; whether he covers his bins or leaves them open for the entrance of dust, bugs and kittens; whether he has sanitary dippers for bulk pickles, fish, jellies, preserves, etc.; whether his clerks have clean towels and running water at their command; whether the boy who fills your order for butter, sugar, flour, tea and crackers is wearing the same checkered jumper that he had on when he carried his delivery horse; whether the wooden trays and pastebard bags used for sending out lard, pickles, salads, butter, oysters, etc., are kept where they are free from dust—in fact, whether your grocer is spending any money at all in the interest of common decency, cleanliness and sanitation.

Two New Pennsylvania State Food Rules.

Dairy and Food Department Issues Third Supplement to Rules and Regulations. Department Will Not Approve Labels. Use of Benzoate Conditionally Permitted During Present Season.

During the past week the Pennsylvania Dairy and Food Department has issued another supplement to the rules and regulations recently issued for the enforcement of the State law. The supplement includes Rules 12 and 13, the first of which declines to approve food labels, and the second of which grants permission to use benzoate of soda in goods of this season's pack under certain restrictions. The full text of the new rules is as follows:—

Rule 12, LABELS. Rule 13, SODIUM BENZOATE and BENZOIC ACID.

Rule 12. Numerous requests are referred to this division for the approval of labels to be used in connection with food products under the Pennsylvania Pure Food Act of June 1, 1907. This act does not authorize the Dairy and Food Commissioner, nor any agent of the division, to approve labels. The division, therefore, will not give its approval to any label. Any printed matter upon the label implying that this division has approved it will be without warrant. It is believed that with the law and regulations before the manufacturers they will have no difficulty in arranging labels in conformity with the requirements set forth.

Rule 13. No prosecutions will be based upon the manufacture, sale, or having in possession with intent to sell, foods and food products manufactured or packed during the season of 1907 which contains sodium benzoate in quantities not exceeding one-tenth of 1 per cent., or benzoic acid equivalent thereto, provided sodium benzoate or benzoic acid has hitherto been generally used in such foods and food products; and provided further, that sodium benzoate or benzoic acid is not used in connection with coal-tar dyes or any foreign coloring matter.

The label of each package of food or food products containing sodium benzoate or benzoic acid shall bear a statement that the food contains one-tenth of 1 per cent. of sodium benzoate, or benzoic acid equivalent thereto, as the case may be.

JAMES FOUST,
Dairy and Food Commissioner.

Small News of Local Grocers' Associations.

Various Retail Grocers' Association Active In Their Own and the Public Good. Pittston Grocers After Free Bridge.

Special correspondence of "Grocery World."

Erie, Pa., October 30, 1907.

The Merchants' Protective Association of Pittston and vicinity elected nine new members at its last meeting.

The free-bridge question is taking a great deal of their time at present.

An Entertainment Committee has been appointed for the winter months to consist of the following gentlemen: George Evans, Edward Burke, Wm. Devaney, George Drury, Joe Delahaney, Samuel M. Evans, D. M. Evans and J. O. D. Mangan. A play, "The Hurry Up Grocer," will be put on in the near future.

The Business Men's Association of Butler, Pa., has selected the following Insurance Board: Harry Snaman, M. E. Heinzer, Robert Fisher, J. H. Harper and C. A. Templeton. Secretary B. F. Jack will act as agent.

ELTON J. BUCKLEY
Editor "Grocery World"

Attorney and Counsellor at Law

730-731 Drexel Building, Philadelphia, Pa.

Telephones { Bell, Lombard 1727 / Keystone, Race 746

COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS

TRADEMARK REGISTRATION

The merchants of Cannonsburg had a pleasant banquet on October 22d which was attended by about fifty merchants. President J. C. Neill presided. Guests of the association were Organizer E. J. Spangler, of Pittsburg; H. G. Lincoln, secretary, Washington; B. F. Paul, a member of the Washington organization. The latter read a practical paper on the subject: "Are we doing all we can to become our own masters?" Secretary H. G. Lincoln addressed the meeting, dwelling largely on co-operation. I. B. Linn, agent for the Pennsylvania Railroad at Cannonsburg, explained the policy of the company he represents. Among others who spoke were Secretary George H. B. Freeby, C. C. Johnson, J. A. Hilfinger, W. J. Elliott and Wm. Edwards.

The Committee on Arrangements were James M. Collins, George H. B. Freeby and M. Eagan.

The Nazareth Association has fixed its dues at 50 cents per month.

The Scottdale Association has not been holding any meetings for some time, but is expected to reorganize on a new plan. The present officers are M. B. Porter, president; O. D. Weimer, vice-president; M. A. McCombs, treasurer and R. M. Young, secretary.

A. M. Howes,
State Secretary.

The first few new Florida tomatoes reached Northern markets, and proved to be in poor condition. The price ranged from $1.50 to $2, and the demand was only limited. A few Jersey goods are still about, more or less good, and ranging from 30 to 75 cents per basket.

Written for the "Grocery World."

Why Mild Coffees Are and Will Be Higher

Philadelphia Coffee Man Notes Recent Advances in Washed Coffee and Says It Is Partly Due to Coming Short Crop and Heavy Spot Buying. Further Advance Likely Unless Conditions Change.

The market for mild coffees during the past thirty days has shown a very rapid advance, particularly for coffees of the Lavado or washed character. Maracaibo, Caracas, Bogota, Costa Rica, Guatemala and Mexicans have all advanced materially, Bogotas showing the greatest advance.

At this season of the year the price for these coffees generally hardens, but this year, owing to the rapid advance in Java, coupled with the report that the next crop of milds will be very much smaller, the advance has been much more radical than for several years. Europe has taken a larger quantity than usual and large interests in New York have been very large buyers of spot supplies.

Those familiar with the conditions prevailing in the countries where these coffees are grown have looked for an advance in prices. The cost of production is much greater than in Brazil, the one item of transportation from the plantation to the sea port being in many cases four times as great as the charges made the Brazilian planter. This being so, at the prices ruling the past five years, there has been absolutely no incentive for new planting, coupled with the fact that the labor conditions would warrant practically no increase, there being little or no immigration to these countries of the labor class, with the exception Mexico, where the influx of Oriental labor has changed the conditions somewhat.

It would seem that an advance in the price of these coffees is warranted by the conditions, and that a gradual further advance in values may be looked for without the artificial stimulus which has been found necessary to push up the price of Brazil coffees.

Javas continue to rule firm at the recent advance and is in very small supply both spot and of afloat.

Chas. W. Ervin.

Phila., Pa., Oct. 31, 1907.

STATE HOUSE

CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

The New York Letter

New York Retailers Expect No Lower Prices Immediately. Some Wholesale Easing Already. Butter and Eggs Off. Brooklyn Retailers Enter Politics. Effort to Restore Skim Milk. Business Troubles.

Special correspondence of "Grocery World."

New York, Nov. 1, 1907.

Among retailers with whom your correspondent talked to-day the general sentiment was that a lowering of prices, such as has been suggested in telegraphic reports from the West, is not likely to take place in the immediate future, and some said that, except in a few lines, they do not expect lower prices until there is another crop.

Wholesale prices of butter and eggs have fallen off here this week and there is said to be a slight easing of prices in some kinds of canned food. But it is as to the canned food, in general, that the dealers are firm in saying that prices will not go down. The reason that they give is that in buying supplies they have been obliged to accept a fraction of the total that they desired. "Take the canned corn situation," said one large dealer, "I could get only a little more than one-half of the amount that I was willing to take. As far as I am concerned, the situation is fixed. I shall sell the reduced quantity and certainly I will not reduce my prices in doing so. Other dealers were limited in ordering stocks, and they are not likely to cut prices when they all know, as I do, that they could sell more if they could get it."

The rumors of supplies of canned food of various kinds being returned to jobbers and packers and of deliveries being delayed with a view to canceling orders, could not be traced to any substantial basis in fact by diligent questioning in the wholesale district. If such supplies are finding their way back to wholesale channels, the effect has not yet been felt by the retailers, who say that no offerings at reduced prices are being made. If such offerings should come later they would be welcomed by many retailers, but the belief seems to be that any business of this kind may be transacted will be exceptional.

Whatever easing of prices may occur in canned food, the dealers, say, may properly be turned to advantage in adding a little to the slender margin of profit that there has been for the retailer. As was told last week, at least one jobbing house has been urging its customers to advance prices so as to make a reasonable profit, the wholesaler arguing that unless they did so, they could not afford to continue in business. It may be that some little reduction in wholesale prices will accomplish in part this result, providing the retailer keeps his quotations at least up to the present level.

The butter and egg situation, it is conceded, is quite different from other lines. It was freely admitted in the wholesale trade, when prices were at the top notch, that large supplies were being held back for speculative purposes and that there was no actual scarcity of the commodities. The financial panic seems to have smoked out some of the large holders, and it is in these products that the principal effects of the scarcity of money have been felt as far as the grocery trade is concerned.

Banks and warehouses made some stiff demands for the return of cash advanced on butter and eggs in storage, and while the demands were met, the holders found if convenient to sell off some of the supplies in order to get money. It is said that four butter and egg firms on the West Side lost considerably by the failures of two Chicago houses of which they had been correspondents. According to the reports, the Chicago firms had considerably overdrawn their accounts with the New York concerns. The latter, it seems, have been in the habit of accommodating their Western correspondents by making advances of cash before the arrival of invoices. These reports have further weakened the market in these products.

* * *

The United Retail Grocers' Association of Brooklyn, acting on the advice that grocers should take a

GROCERIES

IT IS SAID: "Some *Fleas* are *necessary* for the *best* health of a dog"

WE SAY: A TRIAL order is the *necessary introduction* to our *low* prices for CASH

Finest Quality Medium Pearl Tapicoa, bags about 210 lbs.	per lb.,	$0.04¼
50-lb. lots	per lb.,	.04½
Buttermilk Toilet Soap (Genuine Cosmo), in gross lots or over	per gross,	6.25
In quarter gross lots	per gross,	6.40
Williams Brothers, 40-gallon 1200s Pickles	per bbl.,	11.25
Williams Brothers, 16-gallon 1750 Sweet Pickles	per keg,	10.00
Automobile Brand California Lemon Cling Peaches, No. 2½ cans, single cases, 2 doz.	per doz.,	2.17½
Yosemite California Yellow Free Peaches, No. 2½ cans, single cases, 2 doz.	per doz.,	1.97½
In 5 or 10-case lots or over either the above brands of Peaches, one kind or ass'd, at 2½c. per doz. less.		
Signal Brand No. 3 Standard Cold Packed Tomatoes, 5-case lots or over	per doz.,	.92½
Bull Dog Brand No. 2 Standard Cold Packed Tomatoes, 5 or 10-case lots or over	per doz.,	.70
Narcissus Brand Wisconsin Sifted Early June Peas, single cases, 2 doz.	per doz.,	1.22½
Arbutus Brand Wisconsin Standard Early June Peas, single cases, 2 doz.	per doz.,	1.15
5 or 10-case lots or over either above brands of Peas, one kind or assorted, at 2½c. per doz. less.		
New Green Peas, grain bags about 2½ bushels	per bush.,	2.00
Battle Ax Brand Fancy Red Alaska Salmon, new goods, pack 1907, 1-lb. tall cans, 4 doz.	per doz.,	1.32½
5 or 10-case lots	per doz.,	1.30
Fowling Creek Brand Canned Pears, No. 3 size cans, in heavy syrup, 2 doz.	per doz.,	1.20
Golden Cubes Imported Pineapple, ⅞s flat cans, 4 doz.	per doz.,	.77½
Extra Quality No. 0 Lamp Burners	per doz.,	$0.40
Extra Quality No. 1 Lamp Burners	per doz.,	.45
Extra Quality No. 2 Lamp Burners	per doz.,	.62½
Extra Quality No. 3 Lamp Burners	per doz.,	.95

In 6 doz. lots or over, either one size or assorted, at 2½c. per doz. less. You will not find these low prices on lamp burners elsewhere.

NEW CAL. PRUNES! NEW CAL. PRUNES! NEW CAL. PRUNES!

Peerless Brand Extra Quality Black Glossy Fruit:—

30-40s, 25-lb. boxes	per lb.,	$0.10
40-50s, "	per lb.,	.08⅞
50-60s, "	per lb.,	.08¼
60-70s, "	per lb.,	.07¾
40-50s, 50-lb. boxes	per lb.,	$0.08⅝
50-60s, "	per lb.,	0.08
60-70s, "	per lb.,	.07½
70-80s, "	per lb.,	.07
80-90s, "	per lb.,	.06½
90-100s, "	per lb.,	.06
New Fancy 4-crown Loose Muscatel Raisins, 50-lb. boxes	per lb.,	.08¾
New Fancy 3-crown Loose Muscatel Raisins, 50-lb. boxes	per lb.,	.08¼
New Fancy 2-crown Loose Muscatel Raisins, 50-lb. boxes	per lb.,	.07⅞
Extra Fancy New Stemmed and Cleaned California Seedless Raisins, particularly fancy stock, 50-lb. boxes,	per lb.,	.08⅝
Rogers' Fancy New 4-crown Ondara Layer Valencia Raisins, 28-lb. boxes	per lb.,	.08

These Prices for This Week Only—November 4th to 9th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

more active part in politics in order to get legislation that is favorable and to oppose unfavorable legislation, called a special mass meeting in the rooms of the orgainzation for Monday evening. Invitations were sent to various candidates for the Assembly to appear and state their views on the subject of the Wife's Liability Bill and other measures in which the grocers are interested. The plans were not carried out, however. One reason was that the grocers are especially busy just now getting in stock, and so few appeared for the meeting. It was also found that the candidates had a disinclination to appear and tell what attitude they would take as to a specific kind of legislation if they were elected. A question was raised as to the propriety of candidates putting themselves in a position where they might be accused of trying to win votes by promising to support a particular bill whose passage was demanded by one class of merchants. Some said that without regard to any question as to the merits of the bills to be discussed, it would be improper for a candidate to make promises, directly or indirectly, as to what course he should pursue in relation to such measures, if he should be elected and should be called upon to vote. As a result of the light attendance and the objections, the mass meeting was not held.

One of the officers said afterward that the general idea of getting busy in politics in favor of the right kind of men is attractive, and this can be done without holding mass meetings. The grocers can determine who is likely to vote for good business legislation, even if the candidates do not make any pledges. He said, however, that he regarded politics as one of the most delicate subjects to which the association could give attention, so that action would never be taken without full consideration of the subject in all phases. Many associations have been wrecked simply by taking part in politics.

* * *

There is some agitation for an amendment of the ordinances in this city so as to permit again, as in former years, the sale of skimmed milk. It is urged that the sale could be hedged about with such restrictions that the milk would be sold simply for what it is, and that it is wholesome. The sale, it is further said, would relieve to some extent the scarcity of milk which, has resulted in higher prices.

An objection that is urged among others, is that grocers would again sell the skimmed milk, if the sale were allowed, from cans kept on the sidewalk, along with green goods and other articles, and that when kept this way the milk is not wholesome. This suggests to the grocers the old criticism of keeping food on the sidewalks where it receives the dust of the street. While the proposed laws against the practice of sidewalk displays of food have not been passed, it is believed that there is an increasing number of grocers who refrain from exhibiting on the sidewalks any article that is not protected from the dust. The improvement in conditions is ascribed to the agitation on the subject conducted among the grocers, especially among the members of the various organizations.

* * *

A petition in bankruptcy was filed Tuesday in the bankruptcy court in Brooklyn against Savarese & Co., jobbers in groceries, at 42 Washington avenue, in that borough. The petitioning creditors were F. Vitelli & Son, Zucca & Co. and Lauritano Bros. It is alleged that real estate and mortgages to the value of $15,000 was transferred to favored creditors. Rufus O. Catlin was appointed temporary receiver.

* * *

The Chegwidden & Ohlmeyer Co., wholesale dealers in teas, coffees and spices, at 414 Greenwich street, has made an assignment to W. Lester Wemper. The deed of assignment, executed by J. Colbwin, as vice-president of the company, was filed Tuesday. The company was incorporated with a capital stock of $12,000 three years ago. It took over the business of John Chegwidden, who was the first president. He sold out his interest a year ago to Wm. B. Buck, of Philadelphia.

* * *

The United Delicatessen Stores, New York, was incorporated several days ago with a capital stock of $10,000 by Henry and Hyman Siegel, of 312 W. One Hundred and Seventeenth street, and A. and Ida Weinstein, of 1864 Seventh avenue.

FRED. A. MCGILL.

The Dog May Bite

Honestly, you will be much more likely to succeed by pushing **Hotel Astor Coffee** than by pushing a blend of your own.

We have been in coffee blending for many years. Obviously, we must know more about it than you do. And then **Hotel Astor Coffee** has been tried on the dog—the hardest dog to please in the United States—the patrons of the most exclusive hotels of New York City. The dog pronounced it good at once, and with the stamp of weighty approval upon it we offer it to you.

When you blend your own coffee the dog you try it on is your own customers—that's risky; the dog may bite.

A perfect blend of superfine coffee. For the very finest trade.

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

Grocery World

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"Do You Know Your Grocer?"

The world holds quite a number of asses, and up to the present time there has been no overt competition for the title of chief. If the editor of the "Woman's Home Companion," however, progresses at his present rate, he will be in excellent position to claim the enviable distinction of being the most brilliantly scintillating ass in the United States at least.

The "Woman's Home Companion" is a woman's monthly paper which aims to dictate the thoughts and the acts of the female life. In the November issue the editor begins the publication of a personally written series of articles attacking retail grocers. A part of the initial article appears elsewhere in this issue. It will interest retail grocers very much.

The editor of the "Woman's Home Companion" perpetrates some novel ideas in his first article. One is that grocers put in telephones so their customers will stay away and not see the filth in their stores. That of course is a pure absurdity. Not a grocer in business but would *prefer* a customer to come to his store for the fundamental reason that once there he can interest her in the numerous other articles before her. Orders over the telephone lack the persuasive stimulus of contact with other things, and are therefore confined to goods which the customer has actually resolved to buy.

Another bit of humor in the same article is that grocers employ expensive salesmen to call at their customers' homes for the same reason—to prevent them from calling at the store and being revolted by the abounding filth! This need not be discussed at all.

Such is the general trend of the article referred to. It is cheap, crude, ignorant and wholly untrue and unjust. The title of the article is "Do You Know Your Grocer?" The "Grocery World" feels that it can answer it affirmatively and can also add that it feels as if it also knew the editor of the "Woman's Home Companion."

In a letter to the "Grocery World" on the subject of these articles, the general manager of the "Woman's Home Companion" asks that this journal "lend us your co-operation in every way possible toward the remedying of evil conditions." Unquestionably we will. Let us begin upon baseless yellow stuff printed against the grocery business by ignorant fools.

Rescue for the Drug Business.

Messrs. Gimbel Brothers, the Philadelphia department storekeepers, who modestly admit to conducting the only good grocery store in Philadelphia, are now about to lift the drug business from its slough of despond by establishing a drug department. For some time, therefore, the high-principled Gimbel policy of building themselves up by tearing others down will be applied to the drug trade, whose shortcomings, true and false, will now be dwelt upon ad nauseum.

Biscuit Trust at Bay.

Food laws are at last doing to the Biscuit Trust what not conscience, exposure or trade sentiment has been able to do—make it do the decent thing regarding the weight of its package goods. The Trust has fattened on public misapprehension for years. The bulk of its business is done in small package goods, which represent neither pounds or the aliquot parts of a pound. A Trust package would look like a pound and would be bought under the impression that it contained a pound, but would actually contain only 10 to 14 ounces. This was not legal fraud, because the Trust always sold as "packages" and never as given quantities. Nevertheless it knew perfectly well of the public delusion, and craftily took advantage of it while keeping within the letter of the law.

Two States have now taken steps to protect their people against schemes like the Biscuit Trust's—first North Dakota and now Nebraska. Both have recently enacted statutes requiring all concerns to print the net weight upon all packages. The Trust is vainly fighting both laws, thereby revealing its bad faith very clearly. For if it had nothing to lose by so doing, there is no reason why it should not instantly agree to publish its net weights.

The Postmaster-General's Parcels Post Scheme.

The Federal Postmaster-General, George Von L. Meyer, is carrying on a decidedly interesting propaganda in the interest of his parcels post scheme. In the principal cities he is holding meetings at which are present the leading local politicians, but from which are conspicuously absent any one representing the retail interests which are opposing the plan.

The latest one of these meetings was held in Philadelphia last week. The principal guests and speechmakers were as follows:—

W. Atlee Burpee, seed dealer, personally interested in all possible extension of parcels post.

John Wanamaker, who conducts a mail-order department.

Henry H. Bingham, Congressman from Philadelphia. Interested in nothing save the continued holding of his office.

William B. Howland, publisher of the "Outlook," New York. Interested in parcels post because it will increase mail-order advertising.

Richard H. Rushton, president Fourth National Bank, who has no personal interest in the subject either way.

Mahlon H. Kline, wholesale druggist, whose house sells both the retail dealer and the mail-order houses.

There were many others present, but not one who represented the organized retail opposition. Naturally the meeting was enthusiastic in favoring that which would most greatly advance the interest of those present. The Postmaster-General made the same stereotyped statement concerning the opposition of the retail merchants which he made at similar meetings in other cities. Here is the gist of it:—

> Heretofore the opposition to the extension of the parcels post has come in the first instance from the express companies, and then from the retail merchant and the country storekeeper, the fear in his case being that the mail-order house would derive a benefit to his own disadvantage. Now, I can disarm the criticism of the retail country merchant and storekeeper by the fact that I shall recommend a parcels post system on the rural delivery routes, a special rate to be charged on the packages for delivery from the distributing office of the rural route, or if mailed by a patron of any rural route for delivery to a patron on the same route, or at the distributing office of said route. The rate would be 5 cents for the first pound and 2 cents for each additional pound up to eleven pounds. This will be a great boon to the farmers and others on the rural routes, because when they are able to order their goods by telephone or postal card it will relieve them of the inconvenience of going to town to obtain the necessaries of life. It will facilitate the consumption and increase the business of the country merchant, who necessarily obtains his goods from the wholesale dealer. Therefore all will be benefited. The result of this service will be an increased cancelation of stamps, which in turn means an increase of salary to the fourth-class postmaster, as well as a larger revenue for the postal service which could be credited to the rural delivery routes, as it would be practi-

Free to "Grocery World" Readers

The "Grocery World" has on hand about five hundred copies o a book on window dressing, originally published by Sprague, Warne & Co., of Chicago, Ill. It was originally intended to use the book as a premium, but after inspection it was considered scarcely good enough, and since that the copies have lain on our shelves because o uncertainty as to what use to make of them. It must not be assumed that the book is worthless—it has a number of good things in it, bu is scarcely up to what the "Grocery World" thinks such a book should be.

Now we propose to give a copy to any subscriber who may want it, free of all cost save the postage of seven cents.

Send seven cents and the book is yours.

cally all pure gain over and above the commissions to the postmasters.

One of the unconsciously humorous incidents of the meeting was the address of the sainted John Wanamaker, who reassured the objecting retail merchants in the following language:—

> I have had some little experience in one of these stores you have heard about and of which the small country storekeeper professes to fear. I say to you, and other merchants who are here—Mr. Snellenburg and Mr. Lit will agree with me—that the mail-order business of our stores is not profitable.
>
> I want the senior Senator and the Postmaster-General to understand this statement. There are stores that make money through the mail-order business, but they are devoted solely to that branch of trade. We find that our mail-order business, accompanied as it is by the mailing of samples, is only an incident of the accommodation we seek to give to our patrons. I think the knowledge of this fact should be reassuring to the small storekeepers who are making these objections.

Mr. Wanamaker says that his mail-order business is not profitable, and argues that that fact should reassure the retailers. In Heaven's name why, if he still continues to go after it? As a matter of fact, the unprofitable feature of Mr. Wanamaker's mail-order business, *if true*, is decidedly *un*reassuring, since it indicates close selling and thus increases the danger of the competition.

The Food Law's Nether Side.

The "Grocery World" feels absolutely confident that at some time not far distant there will come a sane reaction from the present rigid and arbitrary enforcement of the food laws.

Consider from a practical standpoint a case which came under the writer's eye during the past week. A certain well-known brand of English marmalade is sold quite largely in this country. Prior to the enforcement of the Federal food law it contained a minute quantity of salicylic acid to increase its keeping quality. Containing this acid the marmalade has been freely sold for many years, with not a case on record of harm in any form.

The Federal food law prohibits the use of salicylic acid, and the marmalade referred to has for a year or more come to America without it. As a result dozens of jars are spoiling all over Philadelphia, not to speak of outside points. In one case the consumer has thrown away over half of three consecutive jars for this reason.

If to the contention that such a law visits an unmitigated hardship upon the consumer, instead of benefiting him, it is answered that salicylic acid has no place in food and should not be permitted there, there is still another rejoinder to make: If there is no evidence that the presence of that drop of acid has ever worked harm, but on the contrary has worked great good in the way of preservation, in Heaven's name what reasonable objection can lie to its use?

Biscuit Trust Smoked Out in Nebraska.

The section of the new Nebraska food law, requiring net weights of package goods to be stated on the label, is causing must uneasiness, the handling of crackers in packages being particularly affected. Press advices say that the National Biscuit Co., as the largest manufacturer of package crackers, is seriously objecting to the ruling of Deputy Food Commissioner Johnson regarding net weights, and it is said that the cracker company contemplates contesting the legality of the ruling. Retailers throughout the State have been warned of the danger and told of the difficulty of obtaining safe goods in the following communication from Secretary Avery, of the State association:—

> I understand that it has been almost impossible for the merchants of Nebraska to secure package crackers that will comply with the laws of our State. Deputy Commissioner Johnson has made a ruling that a guarantee from a wholesaler or manufacturer covering the stamping of the net weight on the package does not release the retailer from liability under the law, but that the weight must be stamped on the package. He says that a guarantee covering the purity of the goods contained in the package will release the retailer from liability only so far as the quality of the goods is concerned, but don't release him from a penalty if the net weight is not stamped on the package.
>
> I would advise every merchant in the State to handle only crackers that have the weight stamped on the package, as that is the only safe way to avoid arrest and fine for violation of the pure food law in regard to these goods.
>
> Yours respectfully,
>
> W. H. AVERY, Secretary.
>
> Tilden, Neb., October 8.

Mr. Grocer—Why Not?

Are you handling our "Dandelion" Butter Color? Are you "on to" the fact that we have on our books grocers all over the country who sell without any trouble thousands of dollars' worth of our "Dandelion" Butter Color at a big, easy profit? Are you getting some of these profits? If not,—why not?

Write your Wholesaler or Us for Price List

DANDELION BRAND BUTTER COLOR (PURELY VEGETABLE) complies with the Pure Food Laws of State and Nation.

DANDELION BRAND BUTTER COLOR (PURELY VEGETABLE) complies with every requirement of every Pure Food Law, and is the strongest, clearest and purest Vegetable Butter Color made.

This Trade Mark has appeared on our Butter Color for over 25 years.

Here is the Dandelion Trade Mark which appears on every package. Don't accept any butter color unless the Dandelion Trade Mark is conspicuously displayed on the label.

WELLS & RICHARDSON CO., Burlington, Vt.

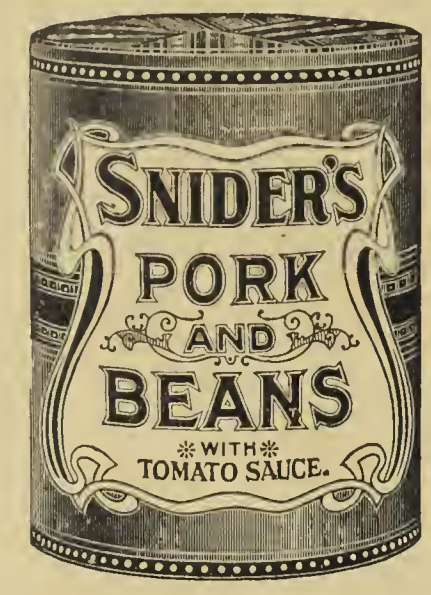
Special Offer to Retail Grocers

ON

SNIDER'S

PROCESS

Pork and Beans



Write our nearest office at once for information on this special offer

The T. A. Snider Preserve Co.

Makers of Snider Catsup **CINCINNATI, OHIO**

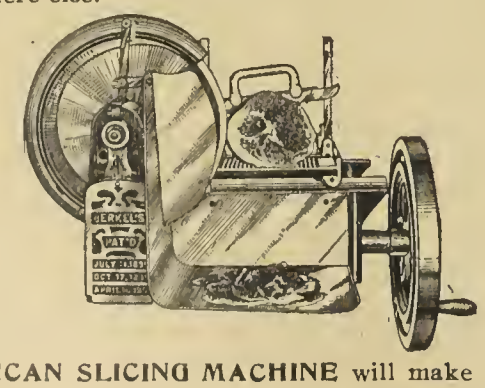
NEW YORK OFFICE 105 Hudson St. | BOSTON OFFICE 46 Clinton St. | CHICAGO OFFICE 12 & 14 State St.

How Much?

Your possible trade on a given line—how much of it have you?

Every family in your neighborhood uses a certain amount of sliced meat—whether ham, bacon, dried beef, sausage, tongue or corned beef. In the Middle West the average, roughly speaking, is about a pound and a half per family per week.

Therefore it is easy for you to calculate the amount of sliced meat you ought to be selling, whether you have fifty or five hundred possible customers to draw on. Remember that "possible customers" doesn't mean only people who are coming to the store, but people who might be coming there if there was a reason for it. Probably you are not selling your full share, because to the average buyer your sliced meats look just about like those sold anywhere else.



The **AMERICAN SLICING MACHINE** will make your sliced meats "different."

It will enable you to give more slices for the money, and better-looking, better-tasting meat.

It will increase your profit per pound.

It has done this for thousands of other merchants.

It costs you nothing to investigate.

American Slicing Machine Co.

54 Fifth Avenue, Chicago, Ill.

Dried Fruit Shippers Pressed for Money.

Offer Eastern Trade Extra Discount for Payment of Drafts Now Instead of When Goods Arrive. Many Goods Long on Road. Offer Mostly Declined.

The California shippers of dried fruits are endeavoring to transfer to Eastern wholesale buyers of prunes, raisins, peaches, etc., the worry over the railroad companies' tardy deliveries. Practically all of them are offering Eastern jobbers an extra discount of ½ to 1 per cent. if they will pay the shippers' drafts at once without waiting for the goods to arrive. In all but a very few cases the offer has been declined.

Most dried fruits are sold to wholesale grocers on sight draft, which is due immediately after arrival and inspection of the goods. This means that if the goods are long in transit the shippers are kept so much longer out of their money. This is never pleasant, but in view of the present tight money situation it is probably squeezing some of the California shippers pretty hard. They therefore offer the extra discount if receivers will pay for their bills now without waiting for the goods to arrive.

As stated, the offer has been rejected by practically everybody. Partly because most jobbers want to see their goods before paying for them, and partly because they don't like to be kept out of their money any more than the shipper. Some of this year's dried fruit has been on the road for about four times as long as it should have taken.

Say Pittsburg Produce Prices Higher Than Outside.

Details of the Amended Charges Against Wholesale Produce Dealers. Defendants in Action Charged With Maintaining Close Handed Trust Over Produce.

I have succeeded during the past week in obtaining a copy of the amended bill in equity which has been filed in the Common Pleas Courts here by the associated retail merchants against the wholesale dealers in produce, as well as certain large shipping interests, all of which have a connection with this market. The bill is quite verbose and, in substance, charges all of the defendants with maintaining an illegal combination in restraint of trade, and this in violation of the law.

Its main points are reproduced below:—

Ninth—That your orators are advised and believe and so aver that the prices for said produce in the markets of Pittsburg and said vicinity have been, are and will continue to be excessive, unreasonable and more than would prevail under ordinary and usual market conditions, for the following reasons:—

(a) That the members of said Pittsburg Produce Trade Association, receiving more than 90 per cent. of the produce handled to said markets, almost all of which is shipped from states and countries outside of Pennsylvania and from said several corporations and combinations hereinbefore mentioned and others, have been, are and will

Two-Minute Sermons for the Retail Grocer

XVII.—Keep Cheerful at All Events.

The cheerful man is a success. Especially if he does a cash business.

No matter whether he acquires riches or remains poor, the merchant who can remain cheerful is a success, for he is not only well satisfied with his own lot, but makes those around him better satisfied with theirs.

Look the world over, and it is the cheerful people who have the most friends, and that should mean a cheerful merchant should have the most customers. Cheerfulness implies a vast amount of faith in human nature, however, and the cheerful man would do well to start out on his mercantile career with a cast-iron rule to not extend credit. He will find it is much easier to carry his cheerfulness through life on a cash basis than it would be if he adopted the credit system, and the cheerful man has enough to do without worrying about financial matters, for all the troubles of his community will gravitate towards him to be dispelled, and every time he is called upon to say the magic words which make another mortal get a larger glimpse of the brighter side of life, he should make a firmer friend and a better customer (if on a cash basis).

F. A. P.

SUCCESS! SUCCESS! SUCCESS!

NOTHING BUT SUCCESS

For the Merchant Who Uses the Aretino Talking Machine and the Aretino Records as a Premium

Listen:

The Aretino Record
Fits All Other
Talking Machines

ONE of our merchants sold over 500 Aretino Records the first three days he handled them. "Going some, isn't it, Mr. Merchant?" ***There's a reason.*** The Aretino Record fits them all. Furthermore, it's an absolute impossibility to use any other record on the Aretino machine.

We guarantee our Machines and Records. We also guarantee a great increase in your cash sales the first thirty-six hours.

WRITE US TO-DAY

The Aretino Co.

56 Fifth Avenue, Chicago

be in position to control the prices to be asked for such produce, and they have so done and have made and maintained prices which have been and are and will be higher than the market prices in cities of similar size and location as to fields of produce production.

(b) That said produce distributing companies, with their large capital and extensive organization as advertised, have and maintain absolute power over large quantities of produce handled by them, and have controlled and can control the prices at which they shall sell such produce, and have made and can make them higher than would otherwise be the case in the ordinary and usual course of trade.

(c) That said various growers' associations and other associations, by maintaining exclusive agents or distributers in the various markets, are thereby enabled to secure a higher price than would otherwise be possible under ordinary market conditions.

(d) That said fruit exchanges, by becoming the only purchasers of the products of larger districts or states, are thereby enabled to hold down the producer to a less than a fair price, and without allowing such difference at point of sale, make larger profits than they are justly or legally entitled to under the usual course of business.

(e) That by reason of the central location of the Pittsburg district in the transportation system of the country it is easy to and the said various combinations, either singly or in joint action, can divert and have diverted cars of produce to other points, and can hold and have held them at various adjoining points of shipment, and thereby can and have regulated the "supply" for said markets, and thereby control the prices to be received for supplies already on sale therein.

(f) That the members of said association can regulate and have regulated the "supply and demand" in the Pittsburg district markets by stopping in transit at points outside of said district of cars of produce shipped to and intended for said markets for the purpose of maintaining higher prices for the goods already on hand than would have been or would be possible under the ordinary course of business.

(h) That it is alleged that members of said association have caused to be thrown upon the "dump" supplies of produce of good quality, thereby maintaining a higher price in said markets than would have been possible had said supplies so thrown away been permitted to come in, and depriving the consumers of said district of foodstuffs which they otherwise would have received under the usual course of business.

R. O. W.

Barrel Industry Confronts Growing Scarcity of Raw Material.

The Forest Service of the United States Government calls attention to the rapidly decreasing supply of lumber in the country and raises the question where are we to get barrels from when the supply is wholly gone. The production of elm lumber, which is mostly used for barrels, has decreased over 50 per cent. in the last seven years. Elm is cut most largely in the Northern States and particularly in Wisconsin, Indiana and Michigan, and the exhaustion of the supply in those States has had a most serious effect upon the barrel industry. One of the prominent manufacturers estimates that there are not half the staves made in Michigan now that there were ten years ago. It is the opinion of one of the best informed and most prominent manufacturers in Ohio that to-day there are not 1,000 staves produced in that State where there were 10,000 staves made ten years ago. Red gum lumber, used as a substitute for elm, grows most abundantly in Arkansas, Missouri, Mississippi and Tennessee, and with the increased use of this and other Southern woods in the manufacture of barrels the industry is shifting southward at a rapid rate. There are now a score of first-class plants making staves and heading in Louisiana where there was only one of any large capacity ten years ago. It will be only a few years, however, until the maximum output of these States is reached, and there, too, the manufacturers will be compelled by the scarcity of material to hunt vigorously for a new supply of timber. Manufacturers of barrels are confronted by the same problems which are now meeting almost every user of wood in the United States, an increasing scarcity and a correspondingly higher price.

Cincinnati Pure Food Show.

The Cincinnati Retail Grocers' Association will hold their first pure food show in that city the last two weeks in April and the first week in May of next year. Cincinnati has one of the largest and strongest grocers' associations in the country, the membership books showing an enrollment of 899 names at the present time. The exhibition will be held in Music Hall, the largest building of the kind in the state, which will comfortably accommodate 200 exhibitors. Seven different street car lines pass directly by this building and reach out into every section of the city and into Covington, Newport and other Kentucky towns. The total population of Cincinnati and its suburban towns is considerably over half a million.

This is the first venture of the Cincinnati association into the field of pure food shows, and it will also be the first exhibition of the kind ever held in that city. With the strong forces behind it and the immense prospective patronage it is expected to make this the greatest event of the kind ever held in this country.

Any further information can be secured by writing C. H. Elliott, 202 West Seventh street, Manager of Cincinnati Retail Grocers' Association.

Cold storage peaches range from $1.25 to $1.50 per crate, but there is very little demand owing to the poor quality.

MAPLEINE

MAPLEINE

Is synonomous with EXCELLENCE, PURITY, AND WHOLESOMENESS and is the only extract on the market which gives the true maple flavor and makes **A Better Syrup** than "Ye Old Time Maple." It is used for flavoring cakes, frostings, desserts, bonbons, ices—in fact, any dainty in which a maple flavor is desired. A 2-oz. bottle at 35 cents will make more than two gallons of pure syrup.

Write to-day for a sample bottle and give it a trial.

Mapleine is Very Popular and a Ready Seller

E. E. HARDING & CO., Agts., Philadelphia
CHAS. W. JACOBS & ALLISON, Agents, NEW YORK CITY

Made only by
CRESCENT MFG. CO. - - SEATTLE, WASH.

GOING SOME!

THE SALE OF
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Over the same month last year. Each month, except one, has shown a decided improvement. THE INDEX, reliability, quality, prompt deliveries, the F. O. B. destination by Express, EXPRESS CHARGES PAID BY US, please old customers and they bring us new ones.

"Have used your books for twelve years. Enclosed find order from N. C. Campbell.
BOYD & LYFORD, Humboldt, Neb."

Books in all sizes. INDEXED. The most convenient made. Relieve you from bookkeeping, forgotten charges and troubles of various kinds. Let us send you free samples. They are waiting for you.

J. P. FORBES, Forbes Building, Coshocton, Ohio

DISPLAY YOUR
DEPENDABLE
MILLBOURNE
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and get the full benefit of the newspaper advertising. The demand is increasing every day

SHANE BROTHERS & WILSON CO.
Proprietors
City Offices, 672-686 Bourse, Philadelphia
MILLBOURNE MILLS
63d and Market Sts.

THE GROCERY MARKETS

Tea.

The tea market is in active, healthy condition. There has been a good demand during the week, particularly for the lower grades, which are strong at the recently noted advances. The week has brought no change in price, and the entire line is in a well-sustained and wholesome condition.

Coffee.

The coffee market has suffered very little from the conditions of the stock market, although there has been some effect. The fact that there has not been more is due to the fact that the public has been very slow in dealing in coffee options for a year past, and this has kept them out of harm's way during the money flurry. For this reason there has been very little forced liquidation. As stated, however, a slight decline has occurred owing to the fact that certain large interests were unable to hold on, and this caused the option market to decline 25 to 30 points and actual Rio and Santos coffee ¼ cent. This refers particularly to the lower grades of Brazil coffee. Owing to the very small supply of the better grades of Brazil coffee, coupled with the fact that one large interest purchased heavily of high-grade Santos on the spot, the better grades have hardened somewhat. Mild grades show a radical advance, as explained in detail in another column. Java is firm at an advance. Mocha steady.

Sugar.

The raw sugar market has remained about unchanged during the past week. The refined market is unchanged also, and strong upon reports of a very heavy business. The refiners all seem to be selling sugar and the jobbers also. Confectioners particularly are in the market, and all told the market is much more active than usual at this season of the year. The demand seems to be wholly consumptive and for actual wants.

Fish.

There has been a lull in the demand for mackerel during the past week, though this has brought no recession in prices. All grades of mackerel are scarce and firm. Norways are in very light supply and rule at high prices. Irish are also hard to get and so are shores. Even though the demand should still further decline, no material recession in prices is expected, as the available supply is extremely light. Cod, hake and haddock are unchanged, except for the fact that sales of hake have been made at a slight decline. Sardines are unchanged and as to imported brands very firm. French sardines are especially scarce and the demand is being diverted to Norwegian smoked sardines. Salmon is unchanged and in fair demand.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is selling in moderate quantities at ruling prices. Sugar syrup is wanted to a slight extent, only prices being unchanged. Molasses is unchanged and quiet.

Canned Goods.

The tomato market shows no special change for the week. The situation is somewhat unsettled. Quite a number of holders will sell at 85 cents f. o. b., while others want 87½ cents and some even 90 cents. The demand is light. Despite the continuance of the rather low prices, most authorities are expecting a firmer market later on. Corn is in quite some demand, shoepeg and Maine style being particularly wanted. No change in price has occurred during the week. Maine corn is high, sales having been made at $1, which is 15 cents over the opening. This was 1906 corn at that. Peas are strong and unchanged. Apples still average $3.50 and are in small demand. Peaches are unchanged and still scarce. The demand is active and the supply light. The California line of canned goods shows no change. The supply is light and much broken. Some packers have a surplus of nothing but pears. The Baltimore line of small canned goods is unchanged. The pack of oysters is about beginning, the outlook being fair.

Dried Fruits.

Prunes are dull, but no further decline has occurred. The demand is very light, but is expected to improve during the present month. Peaches are unchanged and very dull. Apricots are still prohibitively high and therefore quite dull. Currants are strong and in good demand at unchanged prices. In raisins everything is weak except seeded, which are strong and high. The supply is inadequate for the demand.

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

Loose California muscatels now rule below the opening price. Apples are steady to firm and unchanged.

Beans and Peas.

Pea beans are some unsettled, owing to apparently reckless and unnecessary sales below the market. The spot market is $2.50 and to come forward nominally $2.40. As stated, however, sales have been made for less. The demand is fair. Marrows rule from $2.25 to $2.30 and the demand is fair. California limas are unchanged on spot and in moderate demand. The coast market is somewhat higher by reason of heavy rains. Dried peas are firm. Green peas average $1.95 and Scotch $2, and the demand is fair. Yellow splits still average $7.50 per barrel.

Butter.

The butter market is steady at a decline of 2 cents per pound from last week. The make of fresh butter is about normal, and stocks in storage are about what they were a year ago. The decline is due to the falling off in consumption, always the safety valve against inordinately high prices, and the short money market. The latter factor has caused the banks to call in loans which had been made on storage butter, and this has forced the holders thereof to unload it at a sacrifice to raise the necessary funds. Two large Chicago butter concerns for this reason were compelled to undergo receiverships during the past week. Even at the decline the price is still 10 per cent. above a year ago, and a further decline is therefore likely, possibly of 1 cent per pound. The price may remain stationary for a few days, after which the market will go into cold weather and become firmer and higher again. The money market is likely to have a continued effect upon the situation.

Eggs.

The market for fresh eggs has advanced 2 cents during the past week, owing to extreme scarcity of new-laid eggs. Refrigerator eggs, during the same time, have declined 1 cent per dozen, owing first to the falling off in the demand, and second to the same reason which caused butter to break—the call of loans for which eggs had been pledged. The greater part, if not all, of the refrigerator eggs now selling are selling at a loss, as they had to be unloaded for the above reason by holders who had borrowed money. This made the market and other holders who had not borrowed money were compelled to withdraw their storage eggs and sell them at the same price, even though a loss was the result. Stocks of storage eggs are about normal and the quality very fair. The outlook for a few days is for an unchanged market.

Cheese.

The cheese market is steady and unchanged. Factories are closing earlier than usual, owing to the scarcity of milk. Stocks of cheese are fully 30 per cent. below a year ago, and prices are about 20 per cent. higher. If the consumptive demand continues, however, there will probably be no recession in prices.

Provisions.

The provision market is unchanged on a basis about like a week ago. Stocks of everything in the smoked line are closely cleaned up and rule at unchanged prices. Both pure and compound lard are firm and unchanged. Dried beef and barrel pork are steady and unchanged. Canned meats are dull and unchanged. No change seems likely in any line.

Produce.

Pennsylvania potatoes, 70 to 75 cents per bushel; York State, 65 to 70 cents per bushel; Jersey, 40 to 45 cents per bushel, demand good; sweet potatoes, primes, 40 to 50 cents per basket; culls, 15 to 25 cents per basket, demand good; carrots, 40 to 50 cents per basket, 2 to 2½ cents per bunch, demand fair; cabbage, 15 to 20 cents per basket, $3 to $4 per 100, demand good; yellow turnips, 40 to 50 cents per basket; white, 30 to 40 cents per basket, demand fair; yellow onions, 45 cents per basket, $1.60 to $1.75 per bag, demand fair; beets, 2 to 2½ cents per bunch, demand fair; horseradish, 10 to 12 cents per bunch, $5 to $6 per barrel, demand fair; salad, $1.25 per basket, $1.50 to $2 per barrel, demand fair; celery, Pennsylvania, 7 to 12 cents per bunch; York State, 30 to 45 cents per bunch, demand fair; cauliflower, $2 to $3 per barrel, demand fair; parsnips, $2.25 to $2.50 per barrel, 45 to 50 cents per basket, demand fair; pumpkins, $5 to $8 per 100, demand fair; watercress, 2 to 2½ cents per bunch, demand fair; spinach, $1.25 to $1.50 per barrel, demand fair; oyster plants, 3 to 3½ cents per bunch, demand fair.

Green Fruit.

Apples, 20-ounce, $4.50 to $5 per barrel; Kings, $4 to $4.50 per barrel; Baldwins, $3.25 to $3.75 per barrel; Hulberson, $3.50 to $4 per barrel; Greenings, $3.50 to $4 per barrel; Pippins, $3 to $3.50 per barrel, demand good; lemons, $2.75 to $4 per box, demand fair; Bartlett pears, $5 to $7 per barrel; Seckels, $6 to $7 per barrel; Duchess, $3.50 to $4.50 per barrel; Sheldon, $4.50 to $5 per barrel, demand fair to good; Florida grapefruit, $4.50 to $6.50 per box, demand good; Jamaica oranges, $4.50 to $5 per box, demand slow; California oranges, $6.50 to $7.50 per box, demand good; quinces, $4 to $4.50 per barrel, demand good; pineapples, $4.50 to $5 per box, demand fair; bananas, firsts, $1.25 to $3.25; 8-hands, $1 to

If You Want to Trade It

A letter from C. A. Heegaard, of Mandau, N. D., shows you what you can do with a *Standard Cash Register* if you should decide, after using it awhile, to get a larger one.

Mr. Heegaard says, "We have used the *Standard Cash Register* over sixteen years, and must say we would not be without it or trade it for a high-priced key machine. The key register people have often offered us in trade more than we paid for it."

Mr. Heegaard used a *Standard* sixteen years without wanting to trade, and so will you. But if you did, you see you could get all you paid for it.

Standard Cash Register Co.
32 CHESTNUT ST., WABASH, IND.

Attention!

Mr. Grocer, did you ever stop to think that very often the cheap prices quoted you are in excess of the quality of the goods you buy?

Lustre Lamp Chimneys

are the one price to everyone, made by union workmen and from the best material money will buy. A trial will convince you

R. E. TONGUE & BROS.
Allegheny Ave., Amber & Collins Sts.
PHILADELPHIA
BRANCH, NEWARK, N. J.

$1.50; 7-hands, 65 cents to $1; 6-hands, 45 to 60 cents, demand poor.

Nuts.

Almonds, 21 to 22 cents per pound; Brazil, 11½ cents; filberts, 10½ cents; pecans, 16 cents; marbot walnuts, 12 cents; mixed nuts, 11½ cents, demand poor; green peanuts, jumbo, 8 cents; fancy, 7 cents; choice, 5¾ cents; roasted, jumbo, $1.65 per bushel; fancy, $1.50; choice, $1.25, demand fair.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

No. 1.

There was less activity this week in the canned goods market in this section. Every one has been expecting a breathing spell, simply because it is a physical impossibility to keep a full head of steam on indefinitely and a slowing down had become necessary. It would have come regardless of the trouble in the Eastern money markets, and with the passing of the worst period in that direction a condition nearer to normal will prevail during the winter, to be followed probably in the spring by a stronger market based on the light supplies in first hands of all staple articles of canned fruits and vegetables. From now until the holidays there will be doubtless the usual demand for seasonable goods, or if not the stability of the present prices may be given a good test. Up to this date the smallest concession in the price of strictly standard quality tomatoes brings ready buyers, especially for goods on which buyers' labels can be put, and the orders for them are not confined to any one section of the country. During this week the Northern and Western houses have been liberal buyers at full prices.

Again this week there was liberal buying of corn, string beans, baked beans and spinach, and sweet potatoes were especially strong with an upward tendency. Dried beans suitable for baking seem to be particularly scarce, hence the canned article is liable to advance at any time. Low-priced seconds and standard peas are getting scarce here.

Fruits of all kinds were rather quiet all this week, but the extremely small stocks held here won't bother the holders of them if there should be no demand at all before next spring. Illustrative of that fact, an assorted order that we received during the week for seven items in the line of fruits had to be divided up among five canners in order to obtain for our buyer the lowest price on each of them. The demand this week was chiefly for apples and pears.

The fall packing season for cove oysters has opened with a small supply of the raw stock at high cost. The question of prices depends upon the weather, which has been rather mild in the last half of the month.

THOS. J. MEEHAN & Co.
Baltimore, Md., Nov. 1, 1907.

No. 2.

The packing of fall beans is about over here with light stocks held by packers. Although there has already been a heavy advance in string beans from the opening price and though the present market is considerably higher than for the same time last year, yet conservative people seem to think that string beans have not yet reached their limit. As to this, of course, it is impossible to say. We can only report that there are not many beans held in Baltimore, and that judging from the inquiry we are getting from various sections there are still a good many gaps to be filled up. String beans were entirely cleaned up last year two months before packing season began, and there promises to be a repetition of this experience again this year.

Sweet potatoes are very snappy. We are paying $1 per dozen, f. o. b. Baltimore, in a small way for prompt shipment. We have succeeded in buying this week several cars for season shipment at 92½ cents per dozen, less 1½ per cent., f. o. b. country factory. Most of the sweet potato packers in the country sections report that they have sold to such an extent that they will have to have an unusually good crop to fill their orders in full.

There is a very strong market on pumpkin, owing to scarcity. This seems to be true not only of the East, but of the Western sections as well.

All kinds of pineapple are getting to be cleaned up.

Cheap jellies and preserves have been selling freely, with the result that packers are pretty well oversold and are not very anxious for business.

THOS. G. CRANWELL & Co.
Baltimore, Md., Nov. 1, 1907.

Spices.

The market opened during last week in a most promising way. The demand, however, was halted to some extent, due to the financial flurry in Wall street. Indications, however, point to a healthier condition from now on.

Pepper.—The upward tendency stopped temporarily, due to conditions noted above. There appears to be little pressure to sell either for spot goods or goods en route. The demand continues quite satisfactory and stocks have been greatly reduced.

Pimento (Allspice).—It is quite steady, but practically unchanged. Indications point to a higher market.

Mace is in active demand and prices remain unchanged.

Cayennes.—The market is steady but unchanged. Demand exceedingly good.

Cassias are quiet, but steady. The demand continues quite active.

Gingers continue at regular prices and the demand is steady, Cochin being quite scarce at this time.

Seeds are very active, prices holding firmer. Celery is much firmer and is quoted at 8½ cents to-day. Caraway seed is slowly, but steadily advancing. Mustard Seed—demand is good and prime quality scarce. Coriander is selling at unchanged prices.

MCCORMICK & Co.
Baltimore, Md., Nov. 1, 1907.

Imported Fish Products.

Our herring market is unchanged, with large arrivals and prices in buyer's favor. Norway fancy fat herrings show the finest quality seen for years and prices are exceptionally low.

Imported Oil Sardines.—Almost unobtainable. Catch is a failure all over.

Norwegian Smoked Sardines.—Getting very scarce. The best qualities will soon be sold out. Some of the best brands have been withdrawn from the market, as no supplies can be had.

Mackerel.—Irish are in good demand, but good stock is virtually unobtainable.

Norway mackerel are virtually sold out in primary markets, and we do not think any more can be had in Norway. Catch is very much smaller than last season, and the proportion of large fish exceptionally small. Demand for Norway mackerel is very good, notwithstanding the high prices, and if it continues unchanged supplies will soon be exhausted.

STROHMEYER & ARPE Co.
New York, Nov. 1, 1907.

MARKET NOTES.

The best Cape Cod cranberries range from $7.50 to $8 per crate and the price graduates from that figure down to $2 to $2.50 for New Jersey crates. The demand is fair.

Charleston beans are coming North and average $1.50. Virginia is also sending beans north at about the same price. Jersey beans are still about at 30-40 cents per basket, but the quality is poor. The demand is fair.

Florida oranges have not yet begun to come forward in any volume. A few odd lots are around, rather better in quality than the first shipment, and average $3 per crate. The demand is fair.

Apples about hold their own, the range being $3.50 to $4.50 per barrel. Ordinary cooking apples average $2.50 and are in good demand.

The hot houses are supplying a few mushrooms at the unusually high price of 75 cents per pound. The demand is fair.

Chestnuts have declined to $7 to $8 per bushel by reason of larger supply. Even at the decline however, they are extremely high as last year at this time they were ranging from $3 to $3.50.

Figure This Out.

Manufacturers who have adopted premium schemes to create a demand for their products, have always given the premiums to consumers. Where manufacturers have offered an incentive to grocers to push their goods, the incentive has always been small. It had to be small, because no individual manufacturer could afford to give a grocer from his individual profits anything more important than a silk hat, an umbrella, etc. But when twenty or more prominent manufacturers, whose products are sold by grocers everywhere, set aside a part of their advertising appropriations to put into a fund to buy something substantial for the merchant, that something represents an article of sufficient value to make it worth the grocer's while to take a real interest in pushing the goods of the manufacturers who take this means of showing their appreciation of the grocer's services. That the importance of this matter may be plain to you, figure out the following: The Knickerbocker Chocolate Co., New York, gives you a quantity of Universal coupons with their Hasty Lunch Chocolate, Bedford and Blue Ribbon Cocoa. No better goods ever came into this market. Add these coupons to the ones you get with the products of the following firms and you will find you can save enough coupons in three months to entitle you to a first-class set of harness, a platform scale or a roll-top desk. In six months you can save enough to get a good runabout, in a year a good piano:

The American Premium Co., Philadelphia; Wrigley Manufacturing Co., Philadelphia; Franklin Baker Co., Philadelphia; the Porcela Co., Philadelphia; McCanna & Fraser Co., Philadelphia; John Scott & Co., Philadelphia; Weber & Loesch, Philadelphia; Wm. Dreydoppel's Sons, Philadelphia; J. W. Beardsley's Sons, New York; Dixon Crucible Co., Jersey City; Sea Foam Baking Powder Co., New York; Flodon Manufacturing Co., Boston, Mass.; Potter & Wrightington, Boston, Mass.

Within a month a number of other big local houses will join this enterprise. Don't you think this matter is important enough for you to push the goods of these firms? Don't you think the manufacturers who have been been first to recognize the grocer's right of consideration should have the grocer's hearty co-operation?

The little round cracker with "Exton" stamped on it. It has been on the market over half a century, and no consumer will use any other oyster cracker if she can get the Exton, because no oyster cracker can take its place in the esteem of those who know the difference between fair and good.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

———, N. Y., Oct. 28, 1907.

Editor Science of Advertising.

Dear Sir:—If you print this letter in your department do not print my name or address, as I wish same to remain secret. I am a good deal worried over something that is happening in my town and I should like your advice if possible to get it. About six months ago I started the use of trading stamps. I did so rather against my better judgment, but business was a little slack just then, and the salesman they sent was a convincing talker, and before I knew it I had signed the order. I have since used the stamps, and believe they have brought me some little trade. I know it to be a fact that I have taken one or two customers from a competitor about two squares away, as I know that certain people who used to deal there are now coming to me, probably to get the stamps, as they are very careful about asking for them always. This has made my competitor very angry at me, and he has stopped speaking to me in the street. That I do not care for, as he is not such a man as I care to know very well. He has started in to advertise, however in a way which reflects on me, and which is likely to affect my business. I inclose three of his advertisements and would ask you to look them over. They are causing some talk, and as I am the only grocer in the town giving stamps I have been compelled to answer a large number of questions about the matter. Please advise me what to do. I am a man of peace and do not like wrangles with anybody, especially a neighbor. I feel that I must protect myself, however, in some way.

Respectfully yours,

———.

The advertisements inclosed with this letter are truly what could be called "hot stuff." The competitor referred to by the above correspondent has incorporated an attack upon trading stamps in the introduction to his advertising. Here is one:—

BEWARE OF TRADING STAMPS!

Certain merchants in ——— are distributing trading stamps with all purchases. We say to the public beware! There is no bigger fraud than this same trading stamp. I had a chance to go in on it, but when I said to the salesman for the stamp company that my profits were not large enough to allow me to take the cost of premiums out of them he said: "Why not put up your prices a little? Almost all the people who give out the stamps do that." That makes trading stamps a fraud upon the public and I refused to go in. A merchant who would profess to give stamps away, but at the same time would put up his prices to pay for them, is a thief, and is robbing the public. Compare our prices with others giving stamps.

I don't wonder in the least that my correspondent was annoyed at this, for it is calculated to draw unfavorable attention to him, since he is the only grocer giving stamps in his town. Nevertheless, there is nothing that can reasonably be objected to in this advertisement. Unquestionably a dealer representing that trading stamps are a gift, while he is actually charging in cold cash for them, is doing something both dishonest and irregular. My advice as to how this correspondent should protect himself depends on whether he is following this practice or not. If he did, as a matter of fact, advance his prices to take care of the stamps, then his competitor's advertisement justly reflected upon him, and I see no honest way out. If, on the contrary, however, he did not raise his prices on account of the stamps, then I should get right after the matter. I should take special space in all the papers and take the bull by the horns. I should call attention to my competitor's advertising and say that it pointed directly at me, since I was the only grocer with enterprise enough to give the stamps away. I should deny in the most positive fashion that I had advanced my prices a single cent on account of the stamps, and to prove it I should go before a notary and make oath to it, reproducing the affidavit in the advertisement. When I had done this I should take a rise out of my competitor by stating that he was grouchy simply because several of his dissatisfied customers had come to my store. I should then quote his prices and mine for the same goods side by side. If they are the same, the addition of stamps with mine would show them clearly to embody the better proposition.

DO IT NOW

Increase your **Cash Sales** by giving our **Beautiful Premiums** away to get **new trade.** Catalog and particulars free.

B. L. WILLIAMS & CO.

Successors to Williams, Ridgway & Co.

132 Market Street, Philadelphia

THE GROCER

who gets his customers to try

GOFF'S COUGH SYRUP

will make permanent demand. Write for proposition and special advertising methods.

S.B. GOFF & SONS CO., Camden, N.J.

ESTABLISHED 1872

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World

Columbus, Ohio

Sample free, or four months' trial for 10 cents

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 G St., N. W., Washington, D. C

To Display Fruit

The **T. & S. Fruit-Display Tree** is by far the best thing on the market for showing of fruit and making it sell itself. Solid oak or cherry, revolving top, ball-bearing casters; stands 6 feet 4 inches high.

Dealers have told us this fixture sold 25 to 50 per cent. more bananas for them.

Write for prices.

The Welles & Davis Mfg. Co.

WYALUSING, PA.

AGENTS WANTED

To Solicite Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as side line.

LOOK FOR THE

GLOBE

On Hams, Bacon, Lard and Sausage; it you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

JACOB C. SHAFER CO.

516-18-20 Lexington St., Baltimore, Md.

Tourist Almoco Golden Drip

These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.

Levering Coffee Co.

Baltimore, Md.

Established 1842

***Anker's* Bouillon Capsules**

It's little sellable specialties like these that fill up the thin places in your profits. Make delicious Beef Bouillon, Beef Tea or Soup. Ten in a box, one to be dropped in a cup of hot water. Everybody buys them.

Sole Manufacturers

ROYAL SPECIALTY CO.

92 Reade St. *NEW YORK*

PENNYWASH

A FAMILY WASHING IN 30 MINUTES FOR 1 PENNY

NO BOILING NO RUBBING

THROW AWAY WASHBOARD, BOILER & MACHINE

Absolutely harmless. Can be used in hard and soft water; saves money, bad temper, lame backs; cleans and purifies everything washable; saves coal and gas

AT ALL GROCERS

Pennywash Co. 1920 Park Ave., New York

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

Patented March 20, 1906. Other patents pending

There is Only ONE GOOD WAY!

"THE BENNETT" WAY

(One Account at a Time)

Use "The Bennett" Account Always Posted System.
The "one account at a time" system.
A one writing system.
No springs to get out of order and cause you trouble.
Keeps dust, dirt and flies from your accounts.
Index always in front of you, you can't cover it up.
A half dozen clerks can work at one time, just as well as one.
It shows you how much credit you have outstanding at any time.

A postal will bring catalogue.

The Bennett Register Co.

No. 2 Park Avenue LISBON, OHIO

Bad Advice.

When I get to Congress my time'll be pretty well taken up, I reekon, passing laws that I'm storing up in my mind to pass when that time comes.

I've got another one now.

It came to me after having two cases related to me last week.

It's a law to prevent people from giving advice on things they know nothing about.

I believe over half the misery in the world comes from taking fool advice.

A man will decide what to do in a certain matter. As a fellow will when he's about to do something out of the common, he'll talk it over with his friends. "Oh, no, I would'nt do it that way at all," some addle-headed ass will say, "what you want to do is to do it thus and so."

Somebody else'll have a different scheme, and in the end the man will be so balled up that ten chances to one he'll throw up his original plan, which was probably right, and hit on some other way, which is probably wrong.

I say his own was probably right, because he had likely given it ten times as much thought as the other people had theirs.

Listen to this:—

About nine months ago a man from up the State with some money got in touch with a fellow who had been managing an Acme store in Philadelphia. The Acme man had the experience and the man from up the State had the money, so they decided to tie up together and open a groeery store in Philadelphia.

Both of 'em thought the best thing to do was to buy an established store. They dickered with a friend of mine in West Philadelphia who had made a little money and wanted to get out. His store was all right. It was doing about $400 a week, a good part cash, and was on the solidest kind of a footing. They could have bought it at inventory, too, not a cent for good will.

They had all but put through the deal when one of these lunkheads who would rather give advice than eat came into the ea

"Oh, they were making a fear mistake to buy an old store! W they ought to do, by all means, v to start a store of their own, t they could build their business they wanted it from the st Look at the Acme Tea Co.," said, " look how they'd got ahe Did they ever buy an old sto Not on your life! They found th place and then opened up a brig clean, fresh place after their o ideas. And it always went, too.

Well, they didn't know what do. The fool was a plausible talk and in the end they gave up the i of buying an established store a decided to start their own. T asked their friend where he wo start, and he pointed out a pl out near Fifty-fifth and Mar streets, where there was a perf nest of cut stores. I knew placc. There were already many stores there, and the wr sort of stores to buck up agai unless you must.

Nobody with a grain of se seemed to be around to point what a bad break they were m ing, so they leased a store in heart of that district and fitted a place.

It cost the man from up the St a trifle over $1,500 for stock a fixtures. $1,500, by the way, v to have been the priee of the st they were thinking of buying. J think of that! They had two off at $1,500. One was to buy st and fixtures for an empty store a nest of cutters, the other was buy stock, fixtures *and an est lished business of $400 a week!*

And on their wise friend's vice they took the first!

Wouldn't that gnash y teeth!

They opened on Saturday, tak in for the full day's business princely sum of $4.11!

Six months saw them out of t location. They never got anywh at all! Never did a decent da business a single day they w there!

At the end of six months t got out of their lease someh and moved a square away, over ward Market street. They di little better there, but never beyond $100 a week. That's ab what they're doing now. A mo ago the ex-Acme manager gave the ghost and went back to his job, running somebody els store.

His sadder and wiser partner rom up the State he left behind o get what he could out of the reck.

That poor, little run-down imitaion of a grocery store is now for ale for $200, and it isn't worth a ent more! There's nothing left of t but a few little fixtures and a andful of stock.

Now do you see where my law ould come in? If some kind rovidence had dropped a brick on at self-appointed adviser's wood-n skull before he put those fellows ut of the notion of buying a ready-ade business, they would probably e happy and prosperous to-day. t ain't a matter of opinion that is advice was wrong. When you an get a good business thrown in or nothing with the price for stock nd fixtures, it's as plain as can be at it's good business to take it.

Being bad advice, it oughtn't to ave been given, and I don't know ny way to prevent it's being given, xcept to pass a law against it.

I say again that if fools would eep their mouths shut and let us ho are chiefly concerned work out ur own ways of doing things, half ie misery in the world would be aved.

Another case, and just a minute o tell about it.

Last Tuesday the remnant of a rocery store in the northern sec-on of the city was sold at auction. ess than a year a widow bought for $1,800. She knew nothing at ll about the grocery business, and ie store was run down when she ought it. Still she was advised o buy it by a salesman who after-ard took a job to manage it for er. He thought it could be built p, and after he went in as man-ger he started to build it up in fearful and wonderful way.

The store was doing $450 a week hen he took hold, and he hired ew clerks until there were nine! hink of it. I don't need to go on. ou see the finish. The store went own and down, choked by exces-ve expense, the manager finally ipped out, and after trying hard o sell the place the old lady finally ut it up at auction.

She's another one who was badly lvised. The fellow that got her it may have been a good sales-an, but he was a durned poor lviser. I'll bet she lost over ,000 through him.

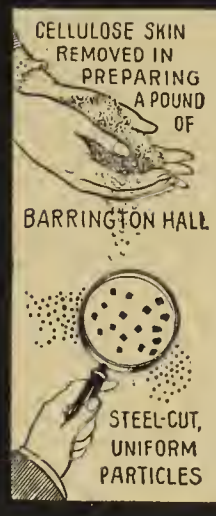
Pity a brick didn't drop on him, o.

COFFEE

that you can drink and enjoy without fear of injurious effects—

Barrington Hall

The Steel-Cut Coffee



Barrington Hall is pure, high grade coffee prepared by our patented process—a common-sense method of treating the berry whereby the substances which contribute nothing to its flavor and healthfulness are removed, and the coffee flavor is preserved to a remarkable degree.

By our process all dust and the bitter cellulose skin, evidently placed by nature around the heart of the berry to protect it, are removed and thrown away; and when you buy a pound of Barrington Hall you get a pound of the best part of the coffee berry only.

STEEL CUT means that the coffee is cut, not ground, into fine, even particles. This cutting does not crush the little oil cells as does grinding and the rich aromatic oil (Food Product), which makes coffee flavor, is preserved. This explains why a pound of Barrington Hall will make 15 to 20 cups more of perfect full strength coffee than would the same coffee if ground in a coffee mill.

Test it in your home-at our expense

CUT OFF OR COPY THIS COUPON AND MAIL TO NEAREST POINT

Free Sample Can Coupon

BAKER & COMPANY
Coffee Importers
250 N. 2nd Street
Minneapolis, Minn.
or
119 Hudson Street
New York, N. Y.

Please send me free sample can of Barrington Hall coffee und booklet "The Secret of Good Coffee." In consideration I give my grocer's name and name of magazine.

Grocer's Name.....

My Name & Address.....

PRICE: 35c to 40c a pound according to locality. Sold in sealed tins only. If your grocer tries to sell you something "Just as good" he has his own interest, not yours, in mind. Write us and we can tell you how and where to get Barrington Hall. If you accept an imitation, please do not judge our coffee by it.

Read Our Proposition to the Trade

"Barrington Hall" is a success. It has been a success from the start, when our advertising was a small affair compared with the kind we will do this season.

The above ad. is one of a series that will be in the big magazines from now until next July. Users of high-grade coffee are magazine readers.

Note the "free sample" offer. We send the sample and refer the customer to his nearest grocer who handles "Barrington Hall."

We sell to one grocer in a town; in cities we sell to one grocer in every section. There are still many valuable agencies open. To complete our distribution we make a liberal offer.

If you want to take advantage of this proposition to increase your trade on profitable high-grade coffee—**Special** high-grade coffee, which does not conflict with your regular lines, write us to-day. Don't wait until we have closed with some one else. We have to decline orders every day from merchants in closed territory.

ADDRESS NEAREST POINT

BAKER & Co., 212 Second St. North, Minneapolis, Minn. BAKER & Co., 116 Hudson St., New York, N. Y.

Of course, these people who advise us are sincere. I'll even grant they give their advice out of a generous idea of doing us good—and they do do us good most of the time. But does their sincerity make their advice any better?

Not on your life! They ought to be *compelled* to keep shut!

THE STROLLER.

The Unique Collier Project.

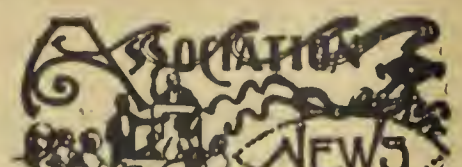
"Collier's, the National Weekly," has gone further in attempting to create co-operation between the manufacturers of food products and the retail dealers therein, than any other American magazine has ever dreamed of going. As may be seen from the eight special pages which appear in this issue, the weekly is bringing to the attention of over 40,000 retail grocers throughout the country the extensive advertising which certain food manufacturers are doing, all of which as "Collier's" points out, is destined to bring orders to the retail dealers handling the goods.

The manufacturers whose advertising "Collier's" is thus emphasizing to retailers are as follows:—

C. F. Blanke, Tea and Coffee Co., St. Louis, Mo.
S. L. Bartlett Co., Importers of Bensdorf's Royal Dutch Cocoa.
Merritt-Soule Co., Manufacturers of "None Such Mince-meat."
Swift & Co., "Swift's Pride Soap."
Pillsbury Washburn Flour Mills Co., Flour and Cereals.
Cream of Wheat.

Every product represented here is standard, every one is known from ocean to ocean, and every one is called for in local grocery stores thousands of times every day. To handle such products is both creditable and enterprising because they are unsurpassed in their lines and enterprising because the dealer who handles them is getting benefit from extremely valuable advertising which costs him nothing.

In case of fire, if you use Forbes indexed coupon books your accounts are in the ledger in the safe. If your accounts are all in a large cabinet, in case of fire, they are in danger. See Forbes coupon book advertisement.



Cleveland, Ohio.

At the last meeting of the Cleveland (Ohio) Retail Grocers' Association a highly interesting discussion was opened by Secretary J. A. Green, who raised the question whether it pays to sell at 10 cents each goods costing $1.05 per dozen. He referred to the greatly increased cost of service, higher rent, extended delivery, increased cost of labor, under which a boy who formerly worked for $6 now demands $9, and rarely earns it. He asserted that he knew of two grocers whose investment in stock and fixtures exceeds $5,000 each, and neither of whom is making the wages of a common laborer.

D. L. Beck suggested as a remedy first that it might be a good thing to color shavings and feed them to the horses instead of oats. Taking a more serious aspect of the case he spoke of having purchased for 5 cents from a neighboring grocer a package of tobacco which cost 7 cents at wholesale. Upon inquiry of the proprietor he was told that he is selling goods at the prices which were given to him by the merchant from whom he bought the store some years ago. Asked whether he knew what the cost was, this grocer told Mr. Beck that his eyesight was bad and that he did not read his bills; had not even kept them in fact. Mr. Beck repeated a long list of articles which are sold upon the same basis by various retailers.

In response to a question, President George J. Shaefer explained the action of the board of directors in recommending that potatoes be purchased hereafter in uniform sacks of the standard size, which is 150 pounds. This is intended to facilitate checking. On receiving a load of potatoes a retailer can readily count the sacks and by weighing an occasional sack of apparently uniform size he can ascertain whether he is receiving the amount for which he paid. Where the sacks are of varying sizes each one would necessarily be weighed in order to check the amount.

Cincinnati, Ohio.

The Cincinnati (Ohio) Retail Grocers' Association is deeply aroused against the Procter & Gamble Soap Co.

There has not been very good feeling between many of the grocers of the city and the Procter & Gamble Co. for some time past, and as a probable result of such feeling the company have found it advisable to call in some of their best men to assist in a strenuous effort which is being made to restore Lenox soap to the position which it at one time held in that city. But the very means employed by the company in trying to accomplish this rather discouraging feat has only served to still further widen the breach which exists between them and the grocers.

Other concerns, in sampling the city with their products, leave a coupon at each house which calls for a bar of soap when presented to the grocer with whom they are trading. This coupon is eventually redeemed by the manufacturer. The sample gets into the house and the grocer gets his profit as on a regular sale. Instead of following this plan, however, the Procter & Gamble Co. leave the soap itself at each house. As it takes about 1,600 boxes of soap to cover Cincinnati, it can readily be seen that the grocers are actual losers to the amount of about $1,400, as each bar given away deprives them of a sale.

Another discordant element in the situation is the fact that the chain stores regularly sell Procter & Gamble soaps at a cut price.

BLOOKER'S COCOA

IS A LUXURY TO THE PALATE
A NECESSITY TO THE STOMACH
AN ECONOMY TO THE POCKET

ALL GROCERS SHOULD HAVE IT

American Depot, 46 Hudson St., New York

In stock by H. KELLOGG & SONS, 19 South Front Street, Philadelphia, Penna.

Slices Everything from 6-pound Knuckles to half-ounce Ends.

If Eversharp Slicing Machines Were For Sale

THEN any dealer could buy one and slice dried beef to perfection, and freshly-cut sandwich-sliced dried beef in full size wafer slices, thin, smooth and glossy, moist, soft and delicious could be bought at every grocers. An ideal business divided and shorn of profit. A competence for one—only a pittance for many.

IT IS BETTER, FAR BETTER, TO PAY THREE DOLLARS A MONTH ROYALTY

and have this valuable patented monopoly all to yourself.

Delighting your customers, swelling your profits, increasing your trade, and earning the good will and approval of your entire town.

A leading article that draws more trade than sugar at cost, and pays a princely profit besides. An advertisement that works overtime and spreads in circles wherever friends exchange greetings—on the street, in the market, at the store, or over the back fence.

To-day there are hundreds of grocers regretting, knowing they are left, because they made delay—let their chance slip away until their energetic rival had his *"EVERSHARP"* running full time. Don't be slow.

Send for a sample of sandwich-sliced beef—the quality will surprise you.

A. W. JOHNSON, New Brunswick, N. J.

On Some Tired Night

Get hold of a little **German-American** Coffee—we'll send you some—and some night when you're particularly tired and blue, let your good wife make you a cup.

If you don't say that the fragrance and deliciousness of that cup of coffee surpasses anything you have ever drank, then we'll never say again that you have a big trade waiting for **German-American** Coffee.

These Coffees are grown in Central America on the Triunfo Plantation, which guarantees their peculiar superiority, for the Triunfo Plantation is a notable tract of coffee land.

The German-American Coffee Company

Growers, Importers and Roasters

406 Greenwich St., New York, N.Y.

A FEW VARIETIES OF

BURK'S SAUSAGE PRODUCTS

All of which are prepared in the **finest, cleanest and most sanitary kitchens** in the country.

They contain no cereals, and all meats used in the preparation of them are from stock slaughtered on the premises under Goverment supervision, our Abattoirs being officially known as

ESTABLISHMENT NO. 257

Fresh Sausage

Superbly seasoned. These can be had linked or in straight casing, chopped either fine or coarse.

Smoked Sausage

Frankfurters — Beef Bologna
Reed Birds (small Frankfurters)
Smoked Fresh Sausage (old style Half-smoked)
Ham Bologna — Mettwurst
Knockwurst (flavored with Garlic)

Puddings

Liver Pudding — Blood Pudding
Head Cheese — Blood Head Cheese
Pfefferwurst — Tongue Blood Pudding
Sardellen (special grade of Liver Pudding)

Scrapple

Superior to farmers' product, rich and well seasoned.

TWO NEW PRODUCTS

Our own creations. Sold by the leading grocers in Philadelphia.

Meat Loaf

Baked in loaves of about eight pounds. Delicious. Can be served cold, sliced thin, or warmed in oven to take the place of a roast.

Shipped only by express to distant points.

Lunch Roll (Copyrighted)

Choice, tender pieces of pork, very mildly cured; stuffed in linen sack or container. Boiled and ready to slice in place of boiled ham.

LOUIS BURK

GIRARD AVENUE & THIRD STREET
PHILADELPHIA

Five reasons why it is to YOUR interest to push only the Exton.

1. It is the finest oyster cracker ever made.

2. It is so often imitated it is being continually endorsed by its competition.

3. It goes a long way toward making a **poor** oyster stew **good** and it makes a **good** stew **perfect**.

4. You can't find a consumer anywhere who has used the "**Exton**" oyster cracker who will tell you any other oyster cracker is as good.

5. The above statements are **proven** conclusively by the fact that the Exton cracker has been on the market **60 years**

A. EXTON & CO.

TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers, Stamped "Exton"

"The Best Known *and* Known as the Best"

Get Our —No. 4—

A copy of our Catalogue No. 4 will help you to decide a lot of questions.

It is called "Grocers' Tinware," and contains photographic descriptions of everything in the line of tinware that a grocer can possibly use. A price-list comes separate. Having them both saves a lot of correspondence.

First write us for the catalogue and then order from your jobber. Always remember to specify

"American" Goods

They are as good as the name always.

American Can Company

NEW YORK CHICAGO SAN FRANCISCO

"Don't Let's Go In There; It's Too Dark."

Is there a chance that any night-shopper could have said this of your store, and passed on to some competitor with a brighter place?

Light makes cheeriness. People like cheeriness in everything. A grocery store well-lighted at night is seen from afar, and every beam it sends out beckons customers in where it's cheerful and bright.

Don't lose trade through false economy in light. We can make your store shine like the sun, at a sum you will be glad to afford.

The Philadelphia Electric Co.

TENTH AND CHESTNUT STREETS

Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to

Legal Editor GROCERY WORLD,
927 Arch Street.

Question: * * *, Pa.—A owns a farm, B is a manufacturing plant, C is a railroad and D is a railroad. C has a switch to plant B, through A's property. Now, D wants to lay a switch to plant B through farm of A. This is the only way D can get to B. This switch of D requires about 1½ acres of a meadow, the most valuable part of the farm, being worth about $100 a year for hay. A wants to sell the whole farm and D refuses and wants to purchase only the 1½ acres. The farm is located in the cement regions and is worth about $300 per acre. If A refuses to sell less than the farm can D have the strip condemned and take it in that way? What would be a reasonable compensation for the strip?

Answer.—If D has the right of eminent domain here at all, it has the right to take simply the strip which it needs without buying the whole farm. What would be proper compensation for the strip is a question of real estate values which I cannot possibly answer without data covering the market values of realty in that neighborhood and the value of the farm before and after the taking. The measure of value, in my judgment, would be the difference between the value of the whole tract before the strip was taken and the value after it was taken.

As to whether the railroad company has the right of eminent domain in this case public corporations such as railroads have the right to condemn land for their corporate uses, always provided that the proposed improvement comprehends some proper extension of their lines. In such a case as this the owner of a manufacturing plant who wants an outlet can himself condemn enough land for that purpose. On the facts as stated by the correspondent, I think there might be some question whether a switch to a single plant would be a proper extension of railroad lines or necessary as an outlet for the plant, since there is already one switch laid. As to this I cannot speak more definitely without a more comprehensive study of the case upon additional data.

—

Question: G. G. N., Latrobe Pa.—I just received some Maraschino cherries from a firm in Ohio. The invoice is stamped "Guaranteed not to be adulterated or misbranded within the meaning of the national and State food law." I had a sample of same kind of goods taken up by the pure food agent about two years ago and they found them impure according to the law of 1895. Then the firm guaranteed them but I never got the full amount of the fine from them that I had to pay. I do not want to have these on sale if they are not all right. Let me know if I was fined on them if I would have any trouble collecting same from firm that sold the goods. I inclose envelope for reply, and you can answer through your paper if you so desire.

Answer.—You are properly protected under the guarantee of purity and in case action is brought against you and you are fined you have a good case against your seller. This you could either pursue by issuing a writ in their home city, through a lawyer there, or attaching anything of the defendant's you could find in Pennsylvania.

The probability is, however, you would not be prosecuted after showing the guarantee, as there is a section of the State Food food law which compels the State Food Commissioner, where a guarantee is given by a concern outside the State, to certify the facts of the case to the Federal Agricultural Department, which will begin an action under the Federal Food law.

Government to Test Sulphur in Molasses.

Several days ago arrangements were concluded with the owners of a prominent open train sugar house in Iberville, La., whereby the proprietors will turn over their Evergreen factory for three days to the chemists of the United States Department of Agriculture for the conduct of experiments with the use of sulphur fumes as a clarifier of cane juice. In securing the Evergreen house, which is capable

Seven Out of Ten Repeats

We have found that seven out of every ten people who once eat **Hoffman House** pickles will call for them again. Our new process of pickling by which they are prepared gives them something that no other pickle has—a delicious appetizing quality that doesn't burn like other pickles and never palls. You can test this "repeat" quality at very slight expense, and if **Hoffman House** pickles will make the hit for you they have made for others you will be mighty glad you made the experiment.

Packed in tins, enameled inside.

Packed by THE J. WELLER CO., Cincinnati, Ohio

Another Way To Get Fresh Coffee

NATURALLY you can give your customers fresh coffee without selling **Moco-Mo.** If you will get coffee fresh from some roaster, and will then pack each pound of it in two sealed wrappers, you will have a coffee that in freshness may approach **Moco-Mo.**

But few grocers are willing to take that much trouble, so with our **Moco-Mo** we do it for them.

Moco-Mo is sold all over the United States as a 25-cent leader. It is the only brand in which the fresh-roasted coffee is first sealed in the bag, and the bag then sealed in a carton.

A pound of **Moco-Mo** Coffee, six months old—though it won't stay with you one-tenth that long—will be as fresh as other brands one week old.

The John H. Fitch Coffee Co.

Importers, Roasters and Jobbers of High-Grade Coffees

YOUNGSTOWN, OHIO

BELL'S SEASONING

40 Years the original Favorite for delicately flavoring Dressings for Turkey, Chicken, Game, Fish, Lamb, Croquettes, Oyster Patties, Escallops, etc.

DELICIOUS LAMB CROQUETTES. (Chicken or Beef Croquettes made in the same manner are excellent.) Prepare 5 cups of chopped lamb. Take 1½ even tablespoons butter, melt in saucepan, and add 1 heaping tablespoon flour and 1 cup of milk, stirring continually until it boils. **Add 1 even teaspoon of Bell's Seasoning** and 1 even teaspoon salt. Break 1 egg over the meat. Pour over same the sauce made as above, and stir thoroughly. Make into croquettes of size desired, and put in a cool place to harden. Fry in hot lard. Serve with green peas **(From Bell's Receipts. Ask your grocer.)**

Sausages Flavored with Bell's Sausage Seasoning Are Delicious.

This advertisement will explain some of the many uses of **Bell's Seasoning.**

Your customers may be acquainted with it already; If they are not, they'll thank you for introducing it to them.

Bell's Seasoning can be secured from many of the Philadelphia wholesalers. If yours cannot supply you, write us direct.

The **WILLIAM G. BELL COMPANY**

Sole Proprietors

50 Commercial Street, Boston, Mass.

WILLIAM H. SUTTER, Manufacturers' Agent, 5 SOUTH FRONT ST., PHILADELPHIA, PA.

What It Does To Turkey Filling

FOUNDED 1815

Stickney & Poor's Poultry Seasoning produces such deliciousness of flavor that it gives dignity to dishes that would otherwise be insignificant.

Take the bread filling of a turkey, season that with a little **Poultry Seasoning,** and it becomes good enough to eat for itself; and when this superbly spicy flavor is diffused throughout the meat of the fowl by the process of cooking, the result is 100 per cent. better than any home-made seasoning can give.

So many thousand consumers believe this, and, believing it, have bought **Stickney & Poor's Poultry Seasoning** for years that we are sure your customers will feel and do the same.

STICKNEY & POOR SPICE COMPANY, Boston, Mass.

Make a Specialty of Private Estate Coffee

The nicest, smoothest drinking coffee that has ever been introduced to the trade is **Private Estate.**

It is the *one* coffee that you can make a specialty of that will redound to your benefit. It will appeal to every customer who tries it to such an extent that they will never be content to use any other. It is uniquely packed in one-pound burlap bags. Another feature of importance to you is that it carries with it Universal Coupons.

F. A. CAUCHOIS & CO.

The Fulton Mills *33-34 Fulton Street, NEW YORK*

Philadelphia Branch, 139 S. Front Street

The Butter's Better Than Its Picture

This is a poor picture of a carton of **Gurnse Butter.** The butter itself is wrapped in brine-dipped paper, which keeps the flavor and the freshness absolutely unimpaired.

Gurnse Butter

is getting famous. Our trade on it shows enormous increases, partly because we're spending considerable money in advertising it, but mostly because those who eat it have found that it never varies from a superfine delicious quality of the fanciest grade.

Produced by our own creameries and inspected by the Philadelphia Produce Exchange inspector. It must grade extra. As a leader it is par excellence.

P. F. BROWN & CO., 39 S. Front St., Phila.

of handling about 300 tons daily, our authorities have placed at the service of Dr. Wiley's corps of chemists a house which has about the right capacity desired, a plant centrally located and one which has a name for turning out an excellent grade of goods, be it syrup, "O. K." sugar or molasses, these latter qualifications to prove a good standard for the chemists to compare their less-than-normal sulphured output with.

Chemists Defend Flour Bleaching.

"Bleaching of Flour as Now Practiced by Millers," by Dr. J. A. Wesener and Prof. G. S. Teller, of the Columbus Laboratory, Chicago, Ill., was the subject of a paper read before the New York section of the Society of Chemical Industry at the first meeting of this year's session, held at the Chemists' Club last week. The authors say in part: "Of late several articles have appeared against the bleaching of flour as now practiced by millers. Bulletin No. 72, issued by the Experiment Station at North Dakota written by E. F. Ladd and R. E. Stallings, and a paper read by Prof. Ladd before the convention of food commissioners at Jamestown, have taken a very positive stand against the art of bleaching, and have denounced such practice as unessential, undesirable, dangerous and a fraud. The authors take radical grounds in regard to the bleaching of flour. In the interest of truth and fair dealing, it is the purpose of this article to show that the bleaching of flour does not leave in it any harmful chemical residuum and that no fraud is practiced by bleaching, but that the bleaching process is a desirable adjunct to the manufacture of flour and improves the flour itself."

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

THE WORD "NEW."

We wish you to employ the word "new" as often as you know it to be consistent with truth.

New peas, new seedless raisins, new honey, new buckwheat, new candied peel, etc.

It gives the article a double recommendation.

Referring to honey. Do you know why some of our strained honey is very light in color and some dark? The light is summer made and the dark the fall made.

Both are equally pure.

TALK BUTTER.

You're leaving the butter man to do most of the selling. Sell butter. Every customer is a butter-user. Get her price; you can certainly meet it with eight grades. Get her over to the butter counter. Let her smell the goods. Let her taste her grade on a piece of cracker. Whatever you do, don't allow her butter money to get away from you.

ANOTHER THING.

Get fish enthusiastic this week. We're going to sell it every day at actual cost. That is, we're going to mark it just 1 cent a pound over the billing to cover freight and handling. It will be a fish week in earnest. But not unless *you* go at it right. It's up to you, boys, to clinch the advertisements. Let the people see we mean business. Encourage the ad. man. Let him feel his work amounts to something.

This is what the big fellows mean by "store follow-up system."

THE ELECTION.

Don't vent your politics in the store. Let the customer do it. It's all business with us. Vote quietly for the man you believe is on the right track, irrespective of what political influence is brought to bear on you—but vote.

Learn something every day.

Watch closely our advertisements.

Believe in yourself—and employer.

Do the right thing.

Be a worker.

Be a success.

Window Dressing for Grocers

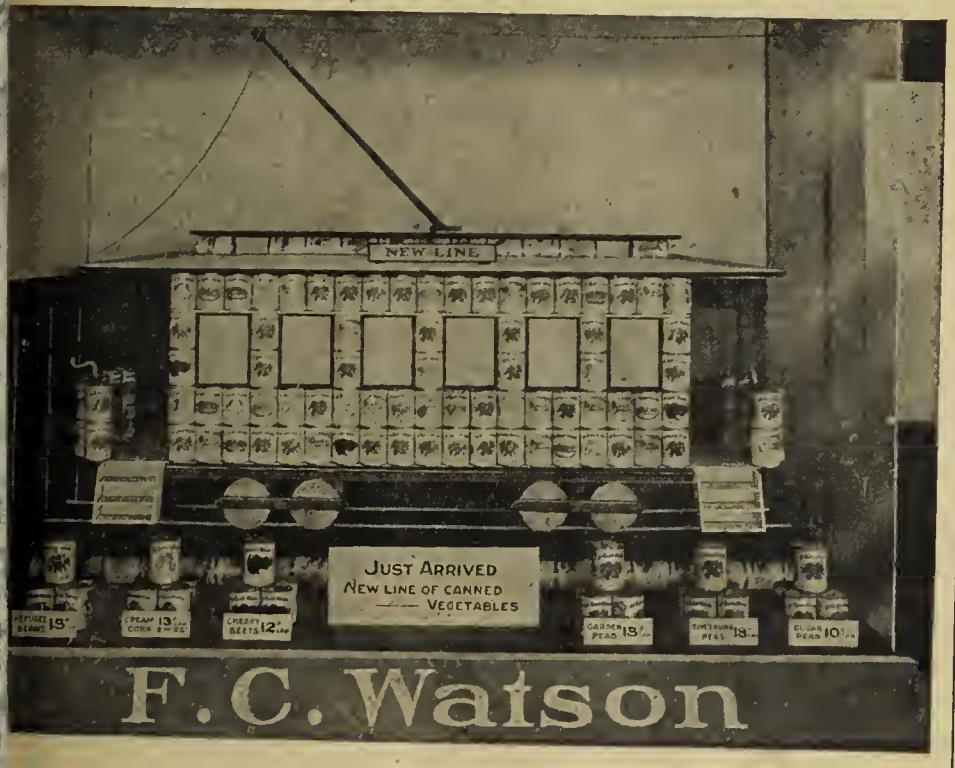
In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Canned Vegetable Window for Grocers.

C. H. LOCKWELL, Advertising Manager National Cash Register Company.

Get the required size of car suitble for your window and make a platform from box lumber; the ends should be slightly rounded off. The roof is made in same manner as platform and placed on top of cans ter being built to required height. ardboard is used to round off roof, nd an extra board is cut out for evated section.

On this the trolley pole, a stick wood painted black, is placed. thin strip of board should be run



entire length of car above windows, for the top row of cans to on.

The little sign on top reads: ew Line." The wheels are galcans laid with end to outside of dow, with a narrow strip of dboard pasted across the ends in centre.

n order to set the car off in window, it can be built on a form. Small wooden tracks are d for rails.

n assortment of canned vegees is arranged in sections in the t of window with a small price l for each section.

he large sign reads:—

"Just Arrived
New Line of Canned
Vegetables"

Another Canned Goods Display.

It's very easy to arrange a display of canned goods—but it's mighty hard to make one that is distinctive—that gets away from the standard pyramid.

Now here's a display that, while it will take a little longer to arrange than the ordinary sort, is sure to stir things up in the canned goods line.

All that is required is a few screw hooks, a ball of strong thin twine and a card lettered "Canned Goods—$1 a String."

First screw the hooks into the ceiling of the window—commencing about twelve inches from the front corner. Put in the other hooks so as to form a semi-circle that touches the back of your window at the centre and ends about twelve inches from the glass at the front corners.

Next cut your twine in the same number of pieces as you have hooks—each piece being three times as long as the height of your window.

Use twelve cans—preferably assorted—to each string, tying them securely at equal intervals until you have a string of cans that will reach from the top to bottom of your window.

Make a loop at one end of the cord and slip it over one of the hooks. Repeat until you have a string of cans hanging from each hook.

The Ways and Means For Holiday Profits

BOTH are in our Santa Claus catalogue, which—besides THE Goods—also contains Resultful Plans for using them.

Not only does that Santa Claus catalogue show the largest line of holiday goods STILL complete.

That Santa Claus catalogue ALSO shows the leaders with which to COMPEL trade your way—from now on to Christmas day.

In fact—for its **special features ALONE**—our Santa Claus catalogue is uniquely valuable to every retailer really determined to profit ALL he can.

And because each year sees a bigger increase in the number of merchants who KNOW by experience the possibilities in it for them—sometimes, we run out of Santa Claus catalogues.

Right now we have Santa Claus catalogues to send. And not one day too much time is left for YOUR holiday preparations.

Tell us NOW to send this Santa Claus catalogue D639—**to YOU.**

Butler Brothers

WHOLESALERS OF GENERAL MERCHANDISE

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: Baltimore, Dallas

Now, tack the lower ends of the strings to the floor of the window and place your card directly in the centre.

If the window requires it, cover the floor with a bright colored paper—orange, for example—or use autumn leaves, if they can be obtained.

If you wish to do so, you can have each string carry a different assortment and designate each with a letter, viz.: A, B, C, etc., so that customers can indicate the assortment that they wish.

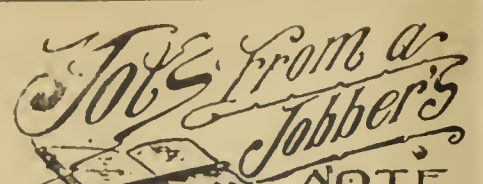
It might even be well to carry this same idea into the store by hanging a few strings at different points. This serves as a reminder and it also induces people to ask about the plan.

And inquiries are easily turned into orders.

RUSSELL GRAY.

678 Bourse, Philadelphia.

Almeria grapes show a wide range of quality, and therefore of price—$1 to $6. The price for the average grade is $2.50 to $3.50. The receipts show considerable rot, but not as much as last year. This year's crop is supposed to be very large.



The extremely large business which a Philadelphia jobbing house has lately been doing in Lyle's English sugar syrup emphasizes what seems to be the complete destruction of our own industry in the manufacture of high-grade sugar syrup. The head of the jobbing house referred to informed me during the week that so large had the business become that he was sending salesmen as far west as Kansas City, and that these salesmen had booked orders for several hundreds of cases. That this business should go to an English syrup, when we have sugar refineries all over this country, seems to me most remarkable. So far as I know there is but a single brand of American-made sugar syrup which in any way compares with Lyle's. The brand referred to is made in Philadelphia, and in every respect save color is the English brand's equal. The latter has a beautiful honey color which gives it a very beautiful appearance. None of the sugar refineries, which are the natural sources of supply for sugar syrup, treat sugar as a by-product. They all make and sell sugar syrup, but it is not to be compared in any way with the English brand referred to. When asked why they do not give more attention to the product of a fine sugar syrup, the refiners claim there is no demand, but a conclusive answer to this would seem to be the heavy demand which Lyle's has attained. This condition, where there is really only one brand of fancy sugar syrup made in this country, did not always exist. In the old days in Philadelphia there was a brand of sugar syrup made which was quite the equal of Lyle's. I refer to Lovering's Golden Drips, a sugar syrup which in its day was considered very fine. And indeed it was, but it gradually declined until it disappeared entirely.

* * *

There are selling in Philadelphia at the present moment some New York State peaches which for several weeks have been kep in cold storage. They show in very striking way the effect whic cold storage has upon certain foo products. The peaches referre to have no more flavor than s much wood. When they wer into the ice houses they were ri and of luscious flavor, but the free ing has destroyed that absolutel The peaches look just as they a ways do, but in flavor they mig just as well be anything else. is curious that cold storage has such effect upon pears, apples poultry.

* * *

There is a unique form of frau going on among some of the r ceivers of fruit, produce, oyste crabs and such articles in Phil delphia, which I think should shown up. To accomplish th the health laws and the rath loose enforcement of them by t Board of Health are used. F instance, a receiver holds for sa a quantity of crab meat, the pro erty of the shipper and to be so on commission for the shipper. may be perfectly sound, neverth less, the receiver will send for inspector of the Board of Heal

When You're in the Market Again

Most future canned goods have been delivered, and you may not need any more goods for several months.

But when you do, wouldn't it be a good idea to buy some **Blue Bell** or **Clover Farm,** simply to see what they're like. If they're as good as we say, you will then probably want to buy futures of these brands next year.

They come to you backed with a contract to deliver full 100 per cent. That's the only business-like contract to make, but do you know anybody who makes it but us?

Strasbaugh, Silver & Co. - Aberdeen, Md.

Give Me Some Fresh Roasted Peanuts

You know that most everybody eats peanuts, and they all want them freshly roasted, but you may not know that they pay you 300 per cent. profit when they are roasted in an

Acme Peanut Roaster

the simplest and most inexpensive automatic roaster made. There is practically no labor and no expense in operating one, any boy can do it, as there is nothing to get out of order and nothing to break. It will pay for itself in a month's time. Send for full particulars and price to

ATSATT BROS.

24 Pearl St. MATTAPOISETT, MASS.

Old Fashioned Gelatine

The cleanest gelatine in the world now comes to you, Mr. Grocer, packed with Universal Coupons.

For purity of stock and scrupulous cleanliness of manipulation **Chalmer's Gelatine** has no equal anywhere.

Nothing but the finest calves' stock and the clearest spring water. The result is real rich old-fashioned gelatine, as far removed from the nauseous imitations of it as wheat is removed from chaff.

The average consumer has been fed on imitation gelatine so long that he will turn with immense relief to **Chalmer's**—if you'll let him.

Two styles—granulated and shredded.

JAMES CHALMERS' SONS, Williamsville, N. Y.

and with the plausible plea that "he wanted to be sure that the crab meat was all right before he sold it," would call the inspector's attention to it, and ask his opinion on it. The inspector might see nothing wrong with it, but if the dealer, naturally much better informed than he on such things, intimated that it was spoiled, the inspector would naturally condemn it. His manner of condemning it is loose in the extreme. He simply gives the holder a receipt or statement that the goods have been condemned, and leaves it to the holder to himself destroy the goods. The looseness lies in not himself removing and condemning them, for dishonest holders will and do send the shipper the condemnation receipt to show that the goods were unsalable and worthless, and then sell them and pocket the receipts. I have personal knowledge that this practice is going on in Philadelphia and I doubt not in other cities, not only in crab or crab meat, which I use as an illustration, but in other food products also sold on commission.

THE JOBBER.

CORRESPONDENCE

Manufacturers of Lumber Wagons.

Northampton, Pa., Oct. 29. 1907.

Editor "Grocery World."

Dear Sir:—Can you furnish me the addresses of any manufacturers of heavy farm or lumber wagons, located in this State or New Jersey?

And oblige,

Yours truly,

E. A. DAY.

Columbia Wagon Co., Columbia, Pa.

AMONG THE TRADE.

Prices on new Singapore pineapple for spring shipment have just been named by certain importing concerns. The figures show a slight increase over last prices, part of which is said by the importers to be accounted for by improved quality.

The Freyling-Bradley Co., of Philadelphia, has applied for a charter to do a wholesale and retail grocery business. The incorporators are Louis Freyling, Chas. A. Bradley and Wm. E. Fritz.

Considering the large grape crop, the price keeps high—12-14 cents for small baskets. The demand is good.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Jamaica Ginger.

This is the finest ginger known in the market, and realizes the highest prices; the best being known as plant ginger.

The cultivation of ginger in Jamaica has long received special attention, and it has been found that the production of the best depends largely upon the ground in which it is grown, the deep black soil of the virgin forest being most favorable to it. When the soil has become too poor to grow white or plant ginger, then blue ginger, an inferior variety is cultivated. The drying, however, is of more vital importance than the growing, and in wet seasons an evaporator has to be employed to drive off the moisture.

The ginger is prepared as either coated or uncoated ginger. The latter is that prepared for medicinal purposes. In curing it the roots are simply scraped, washed and well dried in the sun. It should have a pale buff hue, a striated and fibrous surface; should break easily, exhibiting a short farinaceous fracture with numerous bristle-like fibres.

Jordon Almonds.

The most esteemed variety of sweet almonds. They take their name not from the River Jordan, but from a corruption of jardin, or garden, to distinguish them from cultivated almonds, and are grown in the Malaga district of Spain.

There are two sorts, one large, flat and oblong in form, while the other is remarkable for its brittleness. They are more plump, less pointed at one end and less rounded at the other. Jordan almonds have also thicker and harder shells and somewhat paler skins than other sorts, and are more delicate in flavor. The shells containing the sweet kernels are all cracked by hand, giving employment to large numbers of girls. Imported from Malaga in 25-pound boxes.

Jordan almonds appear to be getting smaller in size every year, and this is explained to arise from the fact that the medium and lower grades only are now cultivated, the production of firsts and seconds being almost nil.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.

ROYAL GELATINE

is most satisfactory to the consumer, is of best quality, the package is neat and attractive. Retails at 10 cents, pays a good profit and makes trade. Every grocer should get it in stock; all jobbers have it or can get it from

THE CEYLON SPICE COMPANY

PHILADELPHIA, PA.

"X-MAS PRESENT"

USEFUL AND BEAUTIFUL

No other firm could afford this but us

This is the first time we have ever made this offer—this beautiful 4-piece set of Silverware (guaranteed); full size for family use packed in case; **for only 97c**

It is done solely to advertise our product and only one set will be sent to each family, with **positively no duplicate orders.** The plate is heavy and the pattern one of the latest and most fashionable—the famous "Rose." The pieces are **Fit to Grace any Table and Will Last for Years.**

ORDER TO-DAY—This price includes all packing, shipping and delivery charges prepaid to your door. Send cash, money order, or 2c. stamps to

Rogers Silverware Co.

Dept. C. No. 114 Fifth Ave., New York

Be Proud of Your Olive Oil

You may remember the recent tests which the United States Government made into all brands of imported olive oil.

Those tests (Government Bulletin 77, page 55) proved **Nicelle Olive Oil** to be superior to all the other brands tested. **Nicelle Oil** is made and bottled in Nice, France. It is the highest type of pure olive oil producible.

Sell olive oil you can be proud of. There are so many brands you can't.

Nicelle Olive Oil Co.

103-107 HUDSON STREET, NEW YORK

National Secretary Green Warns Against Short Count Potatoes

Says Retailers Can Be Victimized If They Don't Look Out. One Case Where There Were Six Sacks Short. The Problem of Raising Prices on Package Goods Where Figures Are Marked on the Carton.

Special correspondence of "Grocery World."

Cleveland, Ohio, Oct. 31, 1907.

Some time ago I advised the trade in regard to being cautious about the weight of cheese. This was called to the grocers' notice to such an extent that the trade, through the general discussion in the papers, were benefited to a very great extent. One other line of goods which has come to our notice is potatoes.

Many of our merchants are about to lay in their winter supply of potatoes, and very often are careless in regard to the weight when they are delivered at the store.

Not long since an instance was called to our attention where a lot of potatoes being weighed while the buyer was in attendance were six sacks short when delivered at the store. This was discovered by mere accident.

It is fair to presume that this condition exists in many places, and this timely notice to the retailers would seem at this time to be very desirable.

It is not because the merchant has not the ability to discern, but on account of carelessness in not weighing goods of bulk that come into his store, and his loss begins before he sells one dollar's worth of the goods in question.

* * *

Since the last issue of the trade press bulletin several letters have come to this office in response to the article in regard to the increased cost of manufactured products distributed by retailers to the consuming public, one of which is as follows:—

> Dear Mr. Green:—Your article in the trade press correspondence of October 12th in regard to the retailers raising prices is good advice, but I would ask: As retailers, how are we going to ask 11 or 12 cents a package for Quaker Oats, the price we ought to get, when it is printed on the package to sell for 10 cents?
>
> Now, I think it is about time for the retailers to say something about their business, and not allow the manufacturers to tell us what we shall pay for goods and also what we shall sell them for.
>
> This is not only a local and State question, but one of national importance, and is of interest to every retailer in the country.
>
> Please give this your attention.
>
> Yours very truly,
>
> FREDERICK HUMPHREY.
>
> Boston, Mass.

We are somewhat surprised to learn that package goods of any description have on them the selling price, especially those of cereals.

At several of the State conventions during the last year this matter has been taken up and discussed, and the manufacturers have been asked to discontinue this method, and in all instances have complied as far as our knowledge goes.

If we are mistaken in this matter it would be well to have the local associations wherever this price on the package is in vogue take this matter up and send a unanimous request to the manufacturers that this be discontinued.

I again take this opportunity of declaring that the retailer is not getting for himself a fair remuneration.

The time has come when a radical change must take place, and this change can only come through associated effort.

The time has come when the retailer not only should, but is compelled to take a decided stand as regards the conducting of his own business.

The local secretary is the one who should think out and suggest to the members of his association some plan whereby they shall know by what means they can better their condition.

In other words, the secretary should be a man who has the time to think and the ability to plan and explain.

If he is able to fill this position there will no longer be any reason for any one to ask, "What good is the association to me, or what benefit shall I derive therefrom?"

Three things are absolutely necessary for the future welfare of the retail grocer: An absolute knowledge of the cost of goods; the cost of distribution, and ability to collect for the goods distributed.

JOHN A. GREEN,
National Secretary

Delaware's Food Law Now Operative.

A conference was held at Wilmington, Del., during the week between officials of the State Board of Health and the State Board of Pharmacy to frame regulations for putting in operation the new State Pure Food Law which became operative on the first of November. Dr. E. W. Cooper, president, and Dr. A. E. Frantz, a member of the Board of Health; Dr. Willard Smith and Oscar C. Draper, a member of the State Board of Pharmacy, were present and discussed the ground fully, preparatory to framing regulations which will be harmonious and effective in enforcing the two branches of the law. The members of both boards have determined that the law shall be observed, and they intend to see that many of the discrepancies that have crept into the drug business and food supply business will be eliminated as soon as the new measure becomes operative.

Florida is still shipping egg plants North, ranging from $2 to $2.25 per crate. The quality is good. A few Jerseys are still about at 50 cents. The demand is only fair.

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILA'A.)

Fall Suggestions

We have endeavored to quote you a few items that are now in season, and believe you will find them all good sellers. Write, telephone or wire us. Your trade solicited. :: :: ::

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILA'A.)

SYRUPS—Everything in Syrup, but it has been a long time since we have had such a fancy pure sugar syrup as our **New Century** brand, delicious flavor, bright and sparkling, barrels only, per gal., 32c.

HOLIDAY GOODS—Fall weather and the approach of the holiday season suggests the following seasonable goods: Citron, Fancy Imported, at 20c.; Lemon Peel, Ex. Fancy, at 13c.; Orange Peel, Ex. Fancy, at 12c.; Layer Figs, 3-crown Fancy Smyrna, at 10c.; New California Package Figs, 10-lb. boxes, at 85c.; New Persian Dates, about 60 lbs. in box, at 5½ c.; Package Dates, 30 packages in box, at 4c.; Popping Corn, 100 5c. packages, per case, $4.00.

POP CORN—Fancy Heavy Sugar-coated, by the barrel, per lb., 8½ c.; No. 1 Pop Corn, by the barrel, per lb., 7¾ c.; boxes containing 40 measures, per box, 85c.

POULTRY SEASONING—A blend of the finest sweet herbs and aromatic spices, selected with great care, put up for seasoning meat, game, fish and poultry, 2 doz. in case, per doz., 75c.

MAPLE SYRUP—The hot-cake season is here. Buckwheat and Pan Cake Flour in demand. Maple Syrup will sell freely. Mt. Mansfield, pure, square quart bottles, 1 doz. in a case, $2.40; Mt. Mansfield, White, pints, 2 doz. in a case, per doz., $1.50; Pure Vermont Sap, ½-gal. cans, 1 doz. in case, per doz., $8.00; Mt. Mansfield, gals., per gal., $1.00.

A FULL LINE OF FANCY AND STAPLE GROCERIES

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free cost.* Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—The leading grocery catering to the high-class trade of Thirty-third and Huntingdon; now doing a very profitable business which could be doubled by new management. Leaving Pennsylvania the only cause for selling. Particulars, verbal or by letter. J. M. Strand. 19

FOR SALE—General store and stock, a good ten-room dwelling house, good barn and out-buildings, good orchard, about two acres of farm land. Post-office in the store. Located in good farming section; has a well-established trade. For anyone wanting a sure thing, this is a good chance. For particulars address P. V., care of "Grocery World," Philadelphia Pa. 20

FOR SALE—Less than one-half actual value, 1,600 lb. Barnes safe, 12 light chandelier, Bowser oil tank, complete; 9 show cases, mostly metal frames; 3 tables, platform scales, 8-day clock, 4 thread cases, tobacco cutter, oil cans, measuring faucets, etc., all for one hundred dollars F. O. B. cars, Imler, Bedford Co., Pa. Write C. H. Weyant, Mt. Union, Pa. 20

FOR SALE—Germantown Grocer wishes to sell his store, corner property, with meats. This store is doing a paying business. Sold on account of sickness of owner. Apply 5853 Germantown Ave. 20

FOR SALE—Butter and Egg Route. I will sell my team and business. An excellent opportunity for a young man to engage in business for himself. Full particulars by letter or personal interview. Don't answer unless you mean business and have $300 cash. Ray T. Gallagher, 2122 Natrona St., Philadelphia. 19

MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results Complete outfit mailed on 30 days' free trial. It will cost you only $2, if satisfactory. May we send you full description?—FREE. American G. Collecting Agency, Castorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free. tf.

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 236.—In best residentlal district of Norristown, Pa., one of the busiest towns in Eastern Pennsylvania. Store established for twenty years. Does $22,000 to $25,000 yearly on stock of $2,000. Uses one team, but horse not for sale. Nets 10 per cent. Owner going into other business and will sell at inventory. Take about $2,500. Can be greatly increased.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price inventory.

No. 258.—On North Tenth street, Philadelphia. Store 18 x 45. Does $350 per week, two-thirds cash. Stock about $1,000. Net profits 15 per cent. Uses one team. Good dwelling connected. Owner is in other business and cannot give time. Store established for thirty years and is making money. Good chance to handle meats. Price inventory.

No. 263.—In near Philadelphia suburb. Groceries and provisions. Store 40 x 40 feet. Yearly business, $25,000, half cash. Stock carried, $1,500. Net profits 15 per cent. Good dwelling connected. Uses two teams. Business established and prosperous. Good reason for selling. Price, inventory.

No. 266.—In Montgomery County, Pa., just outside Philadelphia. Only store in suburb. Store 30 x 60, with two back rooms, stable and large yard. Does $22,000 yearly, half cash. Stock $4,500. Uses three teams. Post-office in store, paid last year $332. Actual net profits, outside post-office, 8 per cent. Lack of capital cause of selling. Or will take good partner. Price inventory. Fixtures can be rented with store.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 300.—In busiest part of Columbia avenue, Philadelphia. Store 22 x 40 feet. Does $30,000, half cash, balance weekly and monthly. Stock $1,200. Uses one team, hiring the horse when needed. Cleared last year 10 per cent. on groceries and 30 per cent. on truck. Owner is retiring from business and will sell at inventory. Ice-box built in and will be rented with store.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,500-$2,800. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 308.—In Germantown. Does $200 weekly. Stock $500. Nets clean 10 per cent. profit above everything. Owner going into other business and will sell at inventory. With meats added this business will increase 50 per cent.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 315.—Near Wayne Junction, Philadelphia. Store 12 x 20 feet. Does $200 weekly, all cash. Stock $700. No team used. Small dwelling connected. Clear net profits 25 per cent. as expenses are low. Owner making business change. Price, inventory.

No. 316.—In Wayne Junction, Philadelphia. Size 18 x 25 feet. Does $300 weekly, two-thirds cash. Stock $600, clear net profits 20 per cent. One team. Dwelling connected, for sale or rent. Illness cause of selling. Store thoroughly established. Will sell at inventory.

No. 317 and 318.—In West Philadelphia. Two stores owned by same owner or will sell separately. No. 1 is 22 x 30 feet, does $350 weekly, three-quarters cash. Stock $400. Nets 20 per cent., as sells many meats. No. 2 is 16 x 25 feet, does $250 per week, two-thirds cash. Stock $250-$300. Net profits 20 per cent. These stores are extremely profitable little places and can be bought at inventory prices, which means less than $1,000 each.

No. 319.—In North Philadelphia. Store 18 x 30. Does $300, two-thirds cash. Stock carried $1,000. One team. Net profits 15 per cent. Dwelling connected, for sale or rent. Owner retiring from business and will sell at inventory. This store was established by the present owner 29 years ago.

No. 321.—In West Philadelphia working neighborhood, not aristocratic but busy. Store 17x35 feet. Does $250 weekly, all cash, on stock of $400. Owner takes $40 in cash out of the business every week. No team. Dwelling connected. Owner retiring and will sell at price about representing inventory. This store has been established 17 years.

No. 322.—In Wissahickon, Philadelphia. Store 16x25 feet. Does $500 weekly, all cash. Stock $1,000. Nets actual 14 per cent. profit. Low fixed charges. Sickness cause of selling. Price inventory. No team, but business could be greatly increased by using one.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

o o o o o o o o o o o o o o o o o o o o o o o o o o o
o o
o DO YOU WANT TO SELL YOUR BUSINESS? o
o We find buyers for grocery and o
o general store businesses—nothing o
o else. We are specialists in that and o
o we know what we are about. o
o In the term "grocery stores" we o
o include butter and egg stores, tea o
o and coffee stores, green groceries and o
o anything else in the same line. o
o If you want to sell your business, o
o we have a customer. If you want to o
o buy one, we know where something is o
o that we're sure will suit you. o
o Write, call or telephone. o
o WARNER & CO., o
o 927 Arch Street. Philadelphia, Pa. o
o Phones, Bell Filbert 2500, o
o Keystone, Race 746. o
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o o o o o o o o o o o o o o o o o o o o o o o o o o o

ONE OF THE BEST WEST PHILADELPHIA STANDS.

Located on one of the principal streets of West Philadelphia. Size 25x72 feet. Doing $550 weekly, mostly cash. Stock about $2,000. Nets 10 per cent. Uses one team. The owner is not at home in the grocery business, and wishes to retire from it. Store is very profitable, and will stand the deepest examination. Price inventory.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 30, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WHO WANTS TO GIVE A GENERAL STORE FOR A GOOD FARM?

A client of ours in Atlantic County, N. J., has a 13¼ acre farm, high, cleared and level, directly on the new electric line from Philadelphia to Atlantic City and only seven miles from the latter; good house, barn and other buildings, including large chicken house and yard; two good wells; 100 fruit trees. Splendid place for profitable poultry business, owing to closeness to Atlantic City. Owner wants to exchange for general store in New Jersey or Pennsylvania. He will sell for $4,000 cash or $4,500 trade, subject to mortgage of $2,500.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

WANTED—By a roasting and importing house a resident tea and coffee salesman for North Carolina. Must have experience. Position will be open January 1st, 1908. All communications will be considered confidential. Address N. C., care of "Grocery World." 19

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

GET YOUR PRINTED
Posters and Show Cards

from our new salesrooms. More room and larger line of stock carried.

GROCERS' PRINTING COMPANY
108 N. Front Street
PHILADELPHIA

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.

You Can't Cut Out

A BOG SPAVIN or THOROUGHPIN, but

ABSORBINE

will clean them off, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. $2.00 per bottle delivered. Book 5-B free. **Absorbine, Jr.,** for mankind, $1.00 bottle. Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands, Allays Pain. Genuine mfd. only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

Do You

handle a Cough Remedy that is guaranteed to sell and cure—one that satisfies your customers, gives you large profits, and sells without any effort on your part?

If not, let us give you our propositiou—a plan that is both novel aud effective. It means money to you aud brings new customers and holds the old ones. We do not ask you to pay oue cent until you have sold the goods. Write to-day aud learn about

German Fir

Dilliard Remedy Company
EAST BANGOR, PA.

"An Emblem of Purity"
Carter & Williams'
PEANUT BUTTER

Packed in tumblers and screw-top jars
Retails at 10 and 15 cents
TRY A CASE FROM YOUR JOBBER

CARTER & WILLIAMS, Mfrs.
PHILADELPHIA, PA.

this
is
"Club Cocktail"
Pineapple
time

||

Club Cocktail Pineapple is one of the most vigorous sellers Martin Wagner Co. has ever put on the market. Surely you want a case.

FLEISCHMANN'S
COMPRESSED YEAST
HAS NO EQUAL

Just a Little Better Than the Other Fellow

If you would like to display Foreign and Domestic Fruit, just a little better than the other fellow, come to us. For many years we have made a specialty of getting ***only the best.*** We particularly want the trade of those who are built like we are. The sort of goods that bring particular people to your store are the kind of goods we are headquarters for.

R. DAETWYLER & CO.

New Market and Callowhill Streets
PHILADELPHIA

FOREIGN AND DOMESTIC FRUITS

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, November 4th. Terms, net 10 days.
First orders must be accompanied by references.

JAMAICA BANANAS.

Jumbo bunches, 10 hands, extra fancy	
Selected, 10 hands,	
Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag ..... $4.25 per bag

CALIFORNIA LATE VALENCIA ORANGES.

Fancy, 80 size, per box	
Fancy, 96 size, per box	
Fancy, 126 size, per box	
Fancy, 150 size, per box	
Fancy, 176-200-216	7.25
Fancy, 250-288	7.00

FOREIGN ORANGES.

Jamaicas, about 400 to bbl	$5.00 to $5.50
Jamaicas, boxes, 150-176	3.50
Jamaicas, boxes, 200-210	3.25

ALMERIA GRAPES.

Fine Quality, kegs, 61 lbs.	$5.25 to $5.50
Choice, kegs, 61 lbs.	4.00
Good Quality, kegs, 62 lbs.	3.25
Good Quality, kegs, 60 lbs.	3.50

CRANBERRIES.

Cape Cod, fancy, large	$10.00
Cape Cod, Early Black, per bbl.	9.00
Cape Cod, not so dark, per bbl.	8.50
Fancy Cod, large dark, bushel crate	3.00 to 3.25
Fancy Jersey, medium dark	2.75

FANCY CALIFORNIA AND MESSINA LEMONS.

Fancy California, 240 size, per box	
Fancy California, 270 size, per box	
Fancy California, 300-360 size, per box	5.00
Fancy Messina, 300 size, per box	4.00
Fancy Messina, 360 size, per box	3.50 to 3.75
Choice Messina, 300 size, per box	3.25 to 3.50
Choice Messina, 360 size, per box	3.00

CALIFORNIA DECIDUOUS FRUIT.

Fancy Tokay Grapes, per 4-bas. crate	2.00
Choice Tokay Grapes, per 4-bas. crate	1.75
Fancy Malaga (white), per 4-bas. crate	
Fancy Blue Plums, per 4-bas. crate	
Fancy Red Plums, per 4-bas. crate	

FANCY JERSEY SWEET POTATOES.

Fancy Prime, per barrel	$3.00
Choice Prime, per barrel	2.75
Fancy Medium, per barrel	2.00
Choice Medium per barrel	1.75

ONIONS.

REGULAR BUSHEL CRATES.

Strictly Fancy White	$1.75
Strictly Fancy Yellow	1.25
Bermuda, Prime, per crate	
Fancy Valencia Onions, per crate	1.35

VEGETABLES.

We carry a full line of vegetables in our truck department, but as the market fluctuates daily on this line of goods, orders will be filled at lowest ruling market prices on day of shipment.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.13
No. 1 Rio	.12
No 2 Rio	.10
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ... per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ... per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb, plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	1.00
Standard Shoepeg, 2 lb., 2 doz	.90
Standard, 2 lb., 2 doz	.80
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1 45
Belle Brand, 2 doz	.90
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	1.00
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz	1.20
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.80
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	.95
Gallons	
String Beans—	
2 lb., 2 doz	.85
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.10
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	1.00
Standard, 3s, 2 doz	.97½
Gallon, ½ doz	3.15
Fair Quality, 3s	.95
2s, 2 doz	.80

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Crab Meat—	
½ lb., 4 doz	
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.50
Beaver, ½ lb., flat, 8 doz	2.30
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz	1.15
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.10
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Glen Cove, ¼ oil, 100	4 00
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
¾ Crown Mustard, 50 cans	4.00
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.50
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.15
Blackberries, 2 lb., 2 doz	1.25
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.50
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.40
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 50
Grated Pie Pineapples, James, 3 lb., 2 doz.	.95
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1 50
Standard Peaches, Rialto, 3 lb., 2 doz	2.50
California Apricots, 2 doz	
California Cherries, 2 doz	
California Peaches, 2½ lb., 2 doz	
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.12½
Evaporated, 1 lb. packages, 4 doz	13
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.14
Best, 25 lbs	.15½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ... per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	.06½
Stuffed, 1 lb ... per doz.	
New Prunes—	
40- 50, 25 lbs	
50- 60, 25 lbs	.08
60- 70, 25 lbs	07½
70- 80, 25 lbs	.07
80- 90, 25 lbs	.06½
90-100, 25 lbs	.06¼
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs ... per box	2.10
Seedless Muscatels, 50 lbs	
Seeded, 36 1 lb. packages	.12½
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¼
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.04
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, 224 lbs	.95
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ... per cwt.	.95

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.65
Lady Washington Beans, about 200 lbs. to bag	2.75
Green Peas, dried, about 165 lbs. to sack	
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¾
Imported Lima Beans, about 90 lbs. to sack	.06¾
Split Peas, 210 lbs ... per bbl.	7.90
Less quantity	.04
Lentils, about 100 lbs. to sack	.08¾

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.48
Kingsland, N. O	.35
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
No. 12 Syrup	.18
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz	1.90
California Amber Drips, 2½ lb. cans	2.20
California Amber Drips, 3 lb. cans, 2 doz	2.50
California Amber Drips, ½ gal. cans, 1 doz.	2.15

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.90
Fine Granulated, 100 lb. sacks	4.90
Confectioners' A	4.85
No. 1, A	4.80
Light Yellow	4 35
Fine Granulated, 2 lb. bags	5.20
Fine Granulated, 5 lb. bags	5.10

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.35
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.65
Red Cross, 4 doz	4.60
Star, 4 doz	4.55
Dime Brand, 4 doz	4.00
Lion, 4 doz	4.60
Premium, 4 doz	4.35
Hires' Silver, 4 doz	4.70

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4 30
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.35
Our Pet, baby size, 6 doz	2.95
Peerless, small size, 4 doz	2 20
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ... per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ... per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl White Floating	100	4.00
Ark	100	2.20
Babbitt's	100	3.75
5 box lots freight paid, with 1½ box "1776" or 100 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.65
*P. & G. Oleine	60	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.50
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2 08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Contl, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars, per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 8 dozen, per case,	2.80
Quarts, 2 dozen, per case,	2.80
Sugar Syrup—	
Pure, extra fancy	.85@.88
Pure, choice	.24
Blended, fancy	.82
Choice	.29
Vanilla Drips	29@.30
Tins, 2-lb., 2 dozen, per case,	1 95
Tins, 2½-lb., 2 dozen, per case,	2.30
Tins, 8-lb., 2 dozen, per case,	2.50
Tins, 5-lb., 1 dozen, per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@95	40.00
Georges, count 110@115	25.00
Shore 2s, count 225@250	29.00
Medium Irish 2s, count 450	22 00
Norway, count 400@450	23.50
Norway, count 300@350	27.00
Norway, count 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.13
Halibut, fancy chunks, Iceland, 20 lbs	.20
Bloaters, Cromarty, 100s	

TEAS.

Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
mperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.15@.18
Superior to fine	.22@.30
xtra fine to finest	.35@.40
hoicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
ng—	
mon to fair	@.15
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
ouchong—	
Common to fair	.16@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.84
Old Government—Best	.27
Old Government—Choice	.25
Old Government—Prime	.23
Old Government—Good	.21
Imitation	.20
African	.20
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.18½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 8	.14½
No. 4	.14
No. 5	.18½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia bnds	.30
Cinnamon, Mats	.10½
Cinnamon, Twaio	.17
Cinnamon, Ceylon	.21@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.80
Cloves, Zanzibar	.19@.20
Cloves, Amboyna	.22
Cloves, Penang	.80@.85
Ginger, African	.08
Ginger, Jamaica, bleached	18½@.20
Ginger Jamaica, unbleached	.17@.19
Ginger, Calcutta	.08
Nutmegs, 75–80s	.25@35
Nutmegs, 105–110s	.18@.20
Nutmegs, 130–140s	.15@.18
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Extra white 2½s, unpeeled Calif.	
Standard white 2½s, Calif.	
Tips, green, 1s	
Tips, white, California, 1s	
Beans, Baked—	
Standard, plain 1s	.42½
Standard, plain or sauce, 2s	.50@.60
Standard, plain or sauce, 3s	.70@.85
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.50@1.60
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.60
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	.60@.80
Beans, Stringless—	
Fancy 2s	2.25@2.50
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cnt	
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1.10@1 15
Fancy New York 2s	.90@1.00
Standard New York 2s	.75
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.30@1.85

—3—

Telephone 2s	
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.15@1.20
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.25
Fancy Maine 2s	1.00@1.10
Extra standard 2s	.75@.90
Pumpkin—	
Fancy, 3s	.85@1.15
Fancy, gallons	2.75
Squash—	
Fancy 3s	1.15
Tomatoes—	
5½-in. cans, fancy New Jersey	1.50
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	4.50
Gallons, extra standard Maryland	4 25
Quarts, glass jars	
Beets—	
Fancy Strawberry 3s	1.50@1.75
Cnt 3s	1.00@1.10
Sweet Potatoes 3s	.90@1.00
Saner Krant 3s	.80@1.10
Spinach—	
Standard Maryland 3s	1.45@1.50
Fancy New Jersey 3s	1.50@1.75
Gallons	4.75

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	
Cherries—	
Extra White 3s	4.40
Extra White 2½s	8.75
Extra standard White 2½s	3.50
Standard White 2½s	3.00
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.75
Extra 2½s	3.00
Extra standard 2½s	
Fancy 3s	
Standard 2½s	
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.75
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s.	3.50
Extra standard 2½s	

EASTERN.

Pears—	
Choice New York 2s	1.50
Choice New York State 2½s	2.60
Standard 2s	1.25
Pineapples—	
Sliced or grated 2s	2.00@2.20
Sliced or grated 1s	1.00@1.10
Pie, grated, gallons	3.60
Singapore 1½s	1.15@1.25
Plums, egg, 3s.	
Plums, gage, 3s	
Apples—	
Gallons	3.25
Strawberries—	
2s, fancy	2.50
2s, extra	
Raspberries—	
Red, fancy, 2s	1.80
Standard 2s	

FISH.

Lobster—	
Flat 1s	4.50
Flat ½s	2.50
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	
Medium Red	
Red 1s	1.25@1.35
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.10
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.13
Smyrna Sult., fancy, 6 cr., 30 lbs	.14
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	.10

—4—

Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	.08
California, 4 cr., 50 lbs	.09½
California, 8 cr., 50 lbs	.08
California, 2 cr., 50 lbs	.08
Figs—	
Baskets, 1 lb. and 2 lb.	.15 @.18
Layers, 2¾-in., 10 lbs	.09
2½-in., 12 lbs	.10¾
2¼-in., 12 lbs	.09¾
2-in., 12 lbs	.08¾
Currants—	
Fancy, 1-lb. cartons	.10
Cleaned, 1-lb. cartons, choice	.08½
Bulk, choice, 50 lbs	.0[illegible]
Natural, choice	.07¾
Citron—	
According to quality	
Lemon Peel—	
According to quality	
Orange Peel—	
According to quality	
Fard Dates—	
60 lbs., bulk	.07½
1-lb. pkgs., 80-lb. case	.09
Persian Dates—	
60 lbs	.07
Prnnes, California, 25-lb. boxes.	
Epineuse, 20x30	.17
30x40, choice	.11
40x50, choice	.09¾
50x60, choice	.07¾
60x70, choice	.07¼
70x80, choice	
Choice, 50-lb. box—	
60x70, 80x 90	
70x80, 90x100	
Prunes in cartons—	
Fancy 40x 50	.11½
50x 60	.10
60x 70	.09½
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.10
40x50	.09
Apples—	
Fancy, 50 lbs.	
Fancy, 1-lb cartons	
Prime, 50 lbs	.11
Choice, 1-lb. cartons	.13
Peaches—	
Fancy, peeled, 25 lbs.	.30
Unpeeled, fancy, 25 lbs.	.15½
Extra Choice Muir	
Apricots—	
Royal, extra fancy, 25 lbs	
Moorpark, fancy, 25 lbs	.27
Royal, fancy, 25 lbs	
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.39 @.46
Valencia, 28 lbs	.36 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.23
French Princess	
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.12½
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.12 @.14
Louisiana Paper Shell	
Walnnts—	
Chilli, 1907 crop	.13
Grenoble, 220 lbs	
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nnts—	
Strictly fancy, boxes, 25 lbs	.17
Extra choice, boxes, 25 lbs	.18½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	14.50@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ½s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	18.00@20.00
String Beans, according to qual...	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.	.06@ .09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.	Column.
Canned Pineapple	1
Clothes Pins	50

DECLINES.	Column.
Butter, all grades	7
Cheese	27
Hams, Swift & Co.	44
Dressed Fowls	45

ADDITIONS.	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammunition	4
Axle Grease	5
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	5
Barley	29
Baskets	62
Bath Brick	59
Beans	29
Blacking, Shoe	6
Bluing	6
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	28
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candies	15
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffees	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Puddine	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soaps	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	60
Tacks	5
Tapioca	3
Tar	4
Teas	
Tobacco, Chewing	6
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

Confectioners' Lozenge	5.25
" Powdered	5.25
" Crown A	5.45
" Crystal A	5.10
" Coarse Granulated	5.35
Eagle Tablets	6.30
Crystal Dominoes	7.35
Cut Loaf	5.80
Patent Cubes	5.35
Powdered	5.20
Extra Fine Granulated	5.20
Coarse Granulated	5.20
Granulated	5.10
Fine Granulated	5.10
" in 50-lb. bags packed 2 in 100-lb. bag	5.15
" in 25-lb. bags packed 4 in 100-lb. bag	5.15
" in 10-lb. bags packed 10 in 100-lb. bag	5.25
" in 5-lb. bags packed in bbls	5.30
" in 5-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. bags packed in bbls	5.40
" in 2-lb. bags packed in 100-lb. bags	5.40
" in 2-lb. cartons in cases	5.30
" in 2-lb. paper packages in cases	5.30
Confectioners' A	4.90
1—Keystone A	4.85
2—American A	4.80
3—Centennial A	4.75
4—California A	4.70
5—Franklin B	4.65
6—Keystone B	4.60
7—American B	4.55
8—Centennial B	4.50
9—California B	4.45
10—Franklin Extra C	4.40
11—Keystone Extra C	4.35
12—American Extra C	4.30
13—Centennial Extra C	4.25
14—California Extra C	4.25
15—Franklin C	4.25
16—Keystone C	4.25

TEA.

	Per lb.
Japans—Basket-fired	18 @ 35
Japans—Pan-fired—Common to fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
Formosa—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
Foochow—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
Gunpowder—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

Moyune—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
Imperial—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
Young Hyson—Superior to fine	13 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
India—Common to Fine	17 @ 38
Ceylon—Common to Fine	17 @ 40
English Breakfast—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

	In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2 00

Levering Coffee Co.—

Tourist, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea	.50
Almoco, lead foil package teas, ¼s and ½s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas	40

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades per doz.	.90

Caricol Blend, Martindale & Co.:— Per lb.

5-lb. Silver Sacks	.22
1-lb. Silver Sacks	22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—

100 lb. barrels per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

—3—

McCormick & Co's Banquet Brand— Per doz.

No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 1 doz per doz.	.90
Colburn's, quarts, 3 doz per doz.	.90
Colburn's, ½ gals., 1 doz per bbl.	1.80
Violet, pints, 2 doz per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz

¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

Davis' O. K., ¼-lb., 4 doz per doz.	.45
Davis' O. K., ½-lb., 3 doz per doz.	.90
Davis' O. K., 1-lb., 2 doz per doz.	1.65
Davis' O. K., 5-lb., ½ doz per doz.	7.20
Cleveland's, 10-c. size, 4 doz per doz.	.84
Cleveland's ¼-lb., 4 doz per doz.	1.23
Cleveland's, ½-lb., 2 doz per doz.	2.28
Cleveland's, 1-lb., 1 doz per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans. 1 doz. cases	1.65
Leslie's, 5-lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass. 4 doz	1.04
6 oz. glass, 6 doz	1.03
6 oz., 1 gross, in bbl per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

—4—

Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case....per doz.	12.00
" 1 " 1 " .... "	2.50
" ½ " 2 " .... "	.55
" ¼ " 3 " .... "	.75
Purity Brand 5 " ½ " .... "	6.00
" 1 " 1 " .... "	1.50
" ½ " 3 " .... "	.80
" ¼ " 3 " .... "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M per ¼ gross	4.50
Jacquot Blacking, No 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4. "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos Peaberry, extra fancy	.12
" Fancy	.09½@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.12
" Choice	@.11½
Washed Caracas, Fancy	.13½@.14
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ½ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10½

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.13
" Prime	@.11
" Choice	@.09½
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 35/100
Lion	13½	13¾
B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins,		.26
Saludo, lbs		.20
" 50-lb. tins		.19
" barrels		.18
Viv, lbs		.16
" 50-lb. tins		.15
" barrels		.14

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20
Packed in 30 and 60 pound cases.	
German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14 1/10
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box...per box	3.90
12 tins in box...per carton	.95
2 lb. tins...per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans...per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends...per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin...per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross...per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs.	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Gun Caps, E. B...per M	.60
Gun Caps, musket...per M	.65
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB. bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.29
" First, "	.28
" Second, "	.27
" Third, "	.25
" Imitation, 30–60 lbs	.24-.25
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.33
Ladles, 30–60 lbs., bakers' use	.20
Print Butter:—	
Star or S. D. brands, 1 lb., 20–50-lb. bxs.	.34
B. B., E. D. brands, 20–50-lb. boxes	33
J. J., C. V., Gilt Edge, Gold Medal, 20–50-lb. boxes	.32
Sheaf ("400") Elgin, 20–50-lb. boxes	.31
Sheaf	.28-.30
B. S. Gilt Edge, cartons	.35
Gurnse, pounds or half pounds	.33
Belle Spring	.31

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.11½
" 16's, "	.12½
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¾
Peerless " " "	.10¼
Bright Light, " " ...per box	2.50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1½	
Martha Washington, long 12s...per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints...per gross	4.20
Mason's, quarts...per gross	4.45
Mason's, half-gallons...per gross	6.20

—8—

Jelly Tumblers—	
Barrels, 22 doz...per doz.	.16
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.73
Jar Rubbers—	
Lip, wide...per gross	.85
Acme, wide, 1 doz. cartons...per lb.	45
" medium, 1 doz. cartons... "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium...per lb.	.25
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Mayflower brand, Sweet Marjoram...per doz.	.25
" Sage... "	.25
" Thyme... "	.25
" Savory... "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory...per case	1.00
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savory—	
½-lb. cartons, 1 doz...per doz.	.40
¼-lb. " " ... "	.75
½-lb. " " ... "	1.25
¼-lb. screw cap bottles, 2 doz...per doz.	.90
¼-lb. square cans, 2 doz... "	.80

CANNED GOODS.

	Per Do
Tomatoes—	
Frying, Good Luck Brand	1.15
DuBois' Frying	1.22
Jersey King, No. 3, Standard Jersey	1.05
Blue Hen Chickens, No. 3	1.00
Rio Grande, fancy, Jersey	1.05
Silver Lake, fancy, Jersey	1.10
Alta, No. 2	.72
Alta, No. 10, 1 doz	3 15
Bull Dog, No. 2	.72
Lima Beans—	
Tinsley's, extra small	1.35
Turkey, fancy, Jersey	1 10
Silver Lake	1.05
Boyer's, No. 2	1.07
Oxford, Maine packed	.87
Lanfair, 2s	.65
String Beans—	
Mikado, Penna., fancy	1.00
Cloister, fancy N. Y.	1.45

An Article You Can Make Trade and 160 per cent. Profit on is Worth Handling Don't You Think?

You can do both with Spring Garden Tea. It is a blend that pleases "most of the people all of the time." You can get 60c. per pound for it with no complaints. Our prices to you:

In 100-lb. Barrels		18	cents per lb. net
In 5-lb. Silver Bags	Packed in cases containing 100 Pounds	19	cents per lb. net
In 1-lb. Silver Bags		19½	cents per lb. net
In ½-lb. Silver Bags		20	cents per lb. net
In ¼-lb. Silver Bags		21	cents per lb. net

Thomas Martindale & Co., Philadelphia, Pa.

"THE BOTTOM AS GOOD AS THE TOP"

Our **Apelpi Evaporated Apples** are a prime grade of New York fruit, selected from the best flavored and matured apples.

The square cartons are lined with waxed paper and their contents are guaranteed to be as fine as anything in the market.

Every piece of fruit is hand picked and must be perfect before it goes into our machines.

The result is a product for which the demand is not only enormous, but constantly growing.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON Distributers — **28 So. Front Street** Philadelphia, Pa.

BY MERIT AND INTEGRITY

BORDEN'S

EAGLE BRAND CONDENSED MILK

Milk Products Have Continued in Popularity with Dealer and Consumer for

50 YEARS

PEERLESS BRAND EVAPORATED MILK (UNSWEETENED)

BORDEN'S CONDENSED MILK CO., Originators of Condensed Milk and "Leaders of Quality."

—9—

3oyer's, 2s	.82½
Acorn, 3s	1.05
Acorn, No. 2	.77½
lte Wax Beans—	
Acorn	.70
Champion	.65
Compass, No. 10, 1 doz	3.00
ked Beans—	
B. & M., No. 3	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.92½
Campbell's, No. 2, sauce	.92½
Oxford, No. 3	.90
Narragansett, No. 2, tomato sauce	.97½
Narragansett, No. 3, tomato sauce	1.37½
an Camp's, No. 1, sauce, 4 doz	.87½
'an Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	45
ictory, No. 1, tomato sauce, 4 doz	.47½
Martin Wagner Co., No. 3, plain	.92½
Martin Wagner Co., No. 3, tomato sauce	1.00
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
chimmel's, No. 1, sauce	.50
chimmel's, No. 2, sauce	.87½
chimmel's, No. 2, plain	.82½
unker Hill, No. 3, plain	.77½
unker Hill, No. 3, tomato sauce	.80
aider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz "	5.00
unnyside Pork and Beans, plain or in sance—	
3-lb. cans, 2 doz per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz "	3.00
Kidney Beans—	
oan of Arc, No. 2	.82½
artin Wagner's, No. 2, 2 doz	.72½
artin Wagner's Extra Quality	.80
an Camp's, No. 2, 2 doz. per doz.	.82½
n—	
ornlet	1.65
'inoor, kernelled	1.40
aris, fancy Maine	1.20
merican Beauty, extra fancy, Shoe Peg	.95
ream of Susquehanna	.95
aker's, G. W., whole grain	.85
oe Peg, Susquehanna	.85
oe Peg. Osborn's	.75
ark, crusbed	.77½

—10—

Peas—	
French, very fine, 100 cans	15.75
French, fine, 100 cans	13.75
French, medium, 100 cans	12 00
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1 25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	1.02½
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.55
Beets—	
Red Jacket, No. 3, small	1.45
Silver Lake, fancy, No. 3	1 05
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.25
Shawnee, No. 3	1.27½
Farren's, No. 10	4.25
Sweet Potatoes—	
Plantation, No. 3	
Victory, No. 3, 2 doz	1.05
Pumpkin—	
Catawba brand, extra fancy, N. Y. State, No. 3	.87½
M. & W., Dog Head, No. 3	.82½
Andrews & Co., No. 2	.55
Asparagus—	
Del Monte, mammoth, No. 2½	
Extra mammoth, No. 2½	4.50
Superior, large, No. 2½	4.00
Staple, medium, No. 2½	3.85
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3.50
Grand Island, medium	3.35
El Rio, medium, No. 2½, 2 doz	3.25

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2.65
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Cherries—	
Extra quality, 2½s	3.40
Extra standard, 2½	
Standard, 2½	3.00

—11—

Peaches—	
Extra standard, lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 2½s	2.85
Extra standard, sliced lemon clings, 1 lb., 4 doz	
Prize Medal, lemon clings, No. 10, 1 doz	8.50
Express, yellows, 2½s	
Plums—	
Extra standard egg	
Extra standard green gage	
Standard egg	
Standard gage	

DOMESTIC CANNED FRUIT.

Apples—	
Derby, No. 10, 1 doz	3.40
Pride of Shenandoah, No. 3, 2 doz	1 00
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	1.20
Jersey Duke, 2s	1.15
Blueberries—	
Loggies, No. 2	1.50
Loggies, No. 10	7.00
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Calumet, yellow, light syrup	
Terrapin, No. 3	
Pears—	
Matchless, extra fancy, No. 2	1.65
Raspberries—	
Mikado, red, fancy, N. Y. State, preserved, No. 2	
Rhubarb—	
Silver Lake, No. 3	
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	2.00
Silver Lake, No. 10, 1 doz	7.50
Defence, No. 2	2.25
Pine-apple—	
Phonograph, grated, No. 2	2.00
Phonograph, sliced, No. 2	1.95
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.00
General, E. & C., sliced, No. 2	1.85
Indian River, E. & C., No. 2	1.70
Terrapin, E. & C., sliced, No. 2	1.65
Wagner's, E. & C., No. 2	1.60
Orange Grove, E. & C., No. 2	1.50
Wallace, grated, No. 2	1.40
Singapore Chunks, No. 1½, 4 doz	1.17½
Wallace, E. & C., sliced, No. 2	1 30
Singapore, cubes, No. 1½, 4 doz	1.12½
Wagner's, No. 1, cocktail, 2 doz	1 00
P. & B., grated, No. 3	1.00
James, No. 3, pie, grated	.95
Singapore, cubes, No. 1, 4 doz	.80

—12—

The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.

Tan Chop Hin, ¾-lb. chunks per doz.	.80
" 1 " " "	.87½
" 1½ " " "	1.17½
" 1¾ " sliced "	1.35
" 1¾ " grated "	1.35
" 2½ " whole "	1.85
Packed in their own juice:—	
1½-lb. chunks, extra heavy syrup...per doz.	1.45
1¾ " sliced "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz.
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	
Star, No. 1, 4 doz	
Lobster—	
B. & M., No. 1, flat, 4 doz	4.20
B. & M., No. ½, flat, 4 doz	2.20
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 doz	1.35
Star brand, No. ½, flat, 4 doz	2 25
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.35
Shrimps—	
Barataria Canning Co., new, No. 1, 2 doz	
Lopez & Dukate (Barataria), new, pickled, No. 1, 2 doz	1.20
Mackerel—	
Picker's, soused, No. 1, 4 doz	1.60
Pickert's, soused, No. 2, 2 doz	2.50
Pickert's. soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.50
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.15
Boyer's, No. 2, 2 doz	2.07½
M. & B., No. 1, 2 doz	1.07½
Stewart's, No. 2, 2 doz	2.10
Stewart's, No. 1, 2 doz	1.02½
Victory, No. 1 doz	1.02½
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Salmon—	
Hapgood's, No. 1, tall, 4 doz	1.85
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.15
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Humes, Karluk, No. 1, tall, 4 doz	1.35

Ritter's Guaranty

In compliance with the rules and regulations for the enforcement of the Food and Drugs Act published by the Commission appointed for this purpose, we have filed a guaranty covering all our products with the Agricultural Department in Washington under the serial number 1017.

In the future all our products will be labeled in accordance with Regulation Nine as follows: *Guaranteed under the Food and Drugs Act, June 30, 1906, No. 1017.*

This guaranty is sufficient and covers every sale we make and no individual guaranties are necessary.

It has always been our aim to manufacture pure and wholesome food, to comply with existing laws and to protect all who buy our products, and we shall carry out this principle in the future.

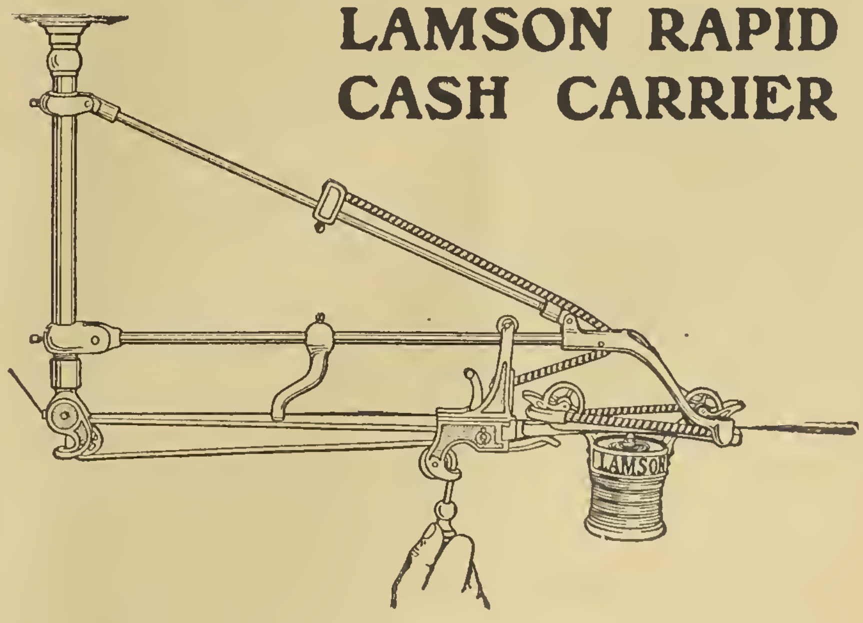
We hope to deserve your continued confidence and patronage.

Philip J. Ritter Conserve Co.

PHILADELPHIA, PA.

Fruit Butters	Preserved Fruits	Fruit Syrups
Cranberry Sauce	Catsup	Honey
Mince Meat	Chili Sauce	Mustard
Jellies	Salad Oil	Baked Beans
Jams	Crushed Fruits	Soups
Canned Fruits	Canned Vegetables	

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.45
Leader, fancy, red, No. 1, tall	
White Bear, red, No. 1, tall	1.35
White Raven, ½s	.95

Plain.

La Champagne, ½'s, key	25.00
" ¼'s, key	17.00
Lucullus, ¼'s	13.00
C. Morel, ¼'s	10.00

SARDINES—Boneless.

Le Marchand, ½'s	
La Champagne, ¼'s, key	
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8.25
Mustard—	
¼s, Irma, 100 cans	3.42½
¼s, Eureka, key, 100 cans	3.27½
¼s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3 00
¾s, Underwood's, 50 cans	3.95
¾s, Irma, 50 cans	3.45
¾s, Harbor, 48 cans, wrapped	3 40
¾s, Booth's, extra, in cartons, 50 cans	2.75
¾s, Continental, key, 48 cans	2.50
¾s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.67½
¼s, Continental, key, 100 cans	3.40
¼s, Le Baron, 100 cans	3.12½
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30
Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.

	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.25
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	7.60
" with key, No. 14, ½ doz	16.50
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Dried Beef.

No. 1, 2 doz	1.85
No. ½, 2 doz	1.05
Glass, No. ½, 2 doz	1.35
Glass, No. 1, 2 doz	2.35
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.72½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.55

—14—

Acme Sliced Smoked Beef.

	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz.	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.25
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.22½
Armour's, No. 2, 1 doz	2.25
Libby's, No. 1, 2 doz	1.35
Libby's, No. 2, 1 doz	2.35
Kingan's, No. 1, 2 doz	1.15
Kingan's, No. 2, 1 doz	2.15

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2½, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.45
Libby's, No. ½, 4 doz	.80

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.82½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—

	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—

	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

			per doz.
Snider's Tomato Soup—			
3 lb. cans, 2 doz			2.35
2 lb. cans, 2 doz			1.35
1 lb. cans, 4 doz			.90
Gallons, cans, ½ doz			5.00
Schimmel's, assorted, 1 lb., 4 doz			.85
Campbell's:—			
No. 1 cans, 4 doz. to case, straight or assorted, all kinds except Tomato	per doz.		.87½
No. 1 cans, 4 doz. to case, assortment No. 1 containing 8 cans Tomato	"	"	.87½
No. 1 cans, 4 doz. to case, Tomato	"	"	.95
No. 8 cans, 24 to case, all kinds except Tomato	"	"	2.50
No. 8 cans, 24 to case, Tomato	"	"	2.65
Gallon cans, 6 to case, all kinds except Tomato	"	"	7.75
Gallon cans, 6 to case, Tomato	"	"	8.25

Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONERY

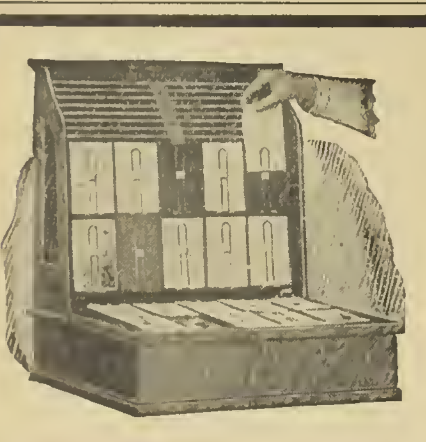
Croft & Allen Co.—		Per lb
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09
Kicroften Mixtures	"	.08
Nobby Mixtures	"	.09
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13
French Creams	"	.09
American Mixtures	"	.08
Variety Cut Drops	"	.08
Darling Mints	"	.08
Golden Drip Bar	15-lb. boxes	.11
Sour Balls	30-lb. pails	.08
Pancella Cream Chocolate	"	.11
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13
No. 1 Fine Assorted Chocolate	"	.16
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16
Chocolate Mints	30-lb. pails	.11
Honey B Comb	21-lb. pails	.17
Cream Cocoanut Balls	28-lb. pails	.10
Cream Peppermint	30-lb. pails	.09
" Wintergreen	"	.09
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09
Mint "	"	.09
Assorted "	"	.09
Conversation "	28-lb. pails	.09
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes,	30-lb. cases	.12
Rock Candy, assorted	10-lb. boxes	.09
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz
Beef Steak Catsup, Medium	2.00
Waldorf, medium, 12 oz., screw top, 2 doz.	.92
Snider's Catsup:—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate per jug	.85

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—	Per Case
Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75



SIMPLE BUT NOT FOOLISH

THE McCASKEY ACCOUNT REGISTER—the MOST COMPLETE Device on the Market for handling the Accounts of the Retail Merchant.

Built on Common Sense Scientific Principles.

No Useless Attachments to get out of order.

Over 30,000 in use among the MOST UP-TO-DATE Merchants in the Country. There are hundreds of concerns using from two to fifteen Registers.

They are being sold to COMMERCIAL COLLEGES, where they are being used for demonstrating the LATEST UP-TO-DATE Methods of Handling Accounts.

ALL your accounts handled with but ONE WRITING. NO COPYING OR POSTING. NO STATEMENTS at the end of the month. NO DISPUTES with Customers. NO FORGOTTEN CHARGES. A MONEY MAKER AND TRADE WINNER.

It has the Automatic Index.

All Important Features FULLY PROTECTED BY PATENTS.

Our 64-page Catalog is FREE.

THE McCASKEY REGISTER CO., 30 Rush St., Alliance, Ohio

Manufacturers of the Famous Multiplex Duplicating and Triplicating Pads; also End Carbon, Side Carbon and Folded Pads.

New York Office: 140 West Forty-second St., G. M. Orton, Mgr.

New Jersey Office, 15 Clinton St., Newark.

C. T. Baxter, Dist. Mgr. for Maryland, Delaware and Eastern Penna. Office at 406 Central Trust Bldg., Cor. Market and 4th Streets, Philadelphia, Pa.

J. D. Lasley, Dist. Mgr. for Virginia, North and South Carolina and District of Columbia. Office at Room 15, Central Nat'l Bank Bldg., 7th Street and Pennsylvania Avenue, Washington, D. C.

AGENCIES IN ALL PRINCIPAL CITIES

Bought Simply, Because She Liked the Glass Package

It's odd what little things make sales sometimes. A grocer told us the other day that the day before a woman had bought a jar of **Croft's Swiss Milk Cocoa** simply because she liked the novelty of the glass package. She didn't ask any questions about the peculiar characteristics of the cocoa; she liked the glass jar and bought.

There is a point in that for grocers who study the public—the useful novelty is usually the seller.

Croft's Swiss Milk Cocoa, the only cocoa packed in glass, has a smoother flavor than any other cocoa made. That is because our exclusive process of making takes out certain substances that other manufacturers leave in.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. PHILADELPHIA Pennsylvania . .

—17—

Campbell's Beefsteak Tomato Ketchup:—
½ pints, 24 bottles to case 1.20
Pints, 24 bottles to case 2.00
Campbell's Tomato Ketchup:—
Pint bottles, 24 to case, per doz 1.40
½-pint bottles, 24 to case, per doz .... .90
Campbell's Chili Sauce:—
Pints, 2 doz. to case 2.40
½ pints, 2 doz. to case .... .90
Asst. Condiments, 2 doz. to case, per doz .... .90

CHOCOLATE AND COCOA.

Walter Baker & Co's:— Per lb.
Premium, 12 to 25 lbs .... .35
Caracas, sweet, 6 lbs .... .32
German, sweet, 6 to 12 lbs .... .24
Auto, sweet, 6 lbs .... .32
Cocoa, ¼-lb. cans, 12 lbs. in box .... .40
Cocoa, ½-lb. tins, 12 lbs .... .40
W. H. Baker's:—
Best Cocoa, ½-lb. size .... per lb. .37
" ¼-lb. " .... " .38
Premium Chocolate, ½s, 12 lbs .... .34
" ¼s, 12 lbs .... .34
Best Sweet Chocolate, ¼s .... .21
Best Sweet Chocolate, 1-5s .... .21
Vanilla Sweet Chocolate, ⅛s .... .29
Hershey's—
Milk, ⅛s, 6 lb .... per box 1.55
Cocoa, Epp's, ½-lb. tins, 7 lbs .... .42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin, .72
" " 6-lb. boxes, ½-lb. tins, per tin, .37½
" " 6-lb. boxes, ¼-lb. tins, per tin, .19
" Huyler's, ½s, 6 lb .... .43
" " ¼s, 6 lb .... .45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—

		Per can.	Per doz.
¼-lb. round cans		.19	2.27
½-lb.	"	.30	3.60
1-lb.	"	.59	7.08
1½-oz.	" 50 cans in case	.07	
			Per lb.
5-lb.	"	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—
Milk Chocolate, 6 to lb .... .45
Queen, 4 to lb .... .42
Sweet Vanilla, 4 to lb .... .28
" 8 to lb .... .28
Plain Cooking Chocolate, ½-lb. cakes .... .36
Blooker's Cocoa Powder—
¼-lb. tins, 2 doz. in box .... per doz. 1.88
½-lb. tins, 2 doz. in box .... " 3.50
1-lb. tins, 1 doz. in box .... " 6.50
5-lb. tins, 1 doz. in case .... per lb. .52
10-lb. bags, 1 doz. in case .... " .50

—18—

Wilbur's Cocoa—
Breakfast, ¼-lb. tins, 6-lb. boxes .... per lb. .38
" ½-lb. tins, 6-lb. boxes .... per lb. .37

Wilbur's Chocolate—
Premium, ½s, 12-lb .... per lb. .35
Sweet Clover, ⅙s, 6-lb .... per lb. .25

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ½s .... .36
Cocoa, labeled, ¼s .... .38
Premium Chocolate, ½s .... .28
Premium Chocolate, ¼s .... .30

Ideal Chocolate and Cocoa Co.:—
Ideal Cocoa, ½-lb. size .... per lb. .40
" " ¼-lb. " .... " .41
" Baking Chocolate, ½-lb size .... " .27
" " " ¼-lb. " .... " .29
" Milk Chocolate, 6-lb. box .... per box 1.65
" Vanilla, Sweet, 6-lb. " .... " 2.65

Lowney's:—
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages .... .38
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages .... .38
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages .... .38
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages .... .38
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages .... .30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages .... .30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages .... .30
Vanilla Sweet Chocolate, 50 5-cent packages in box .... per box 1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins .... .42
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins .... .42
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins .... .42

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins .... .42
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins .... .42
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins .... .42
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins .... .42
Diamond Chocolate, sweet, ¼-lb. pkgs.
6-lb. boxes, 12 boxes in case .... per lb. .27
12 " " 6 " " .... " .27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb. .33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins " 34
½-lb. tins, 6-lb. bxs., 22 bxs. case " .33
Milk Chocolate, 50 5-cent packages in box, per box 1.75
Peter's Milk Chocolate:—
No. 61—½ lb. size, croquettes .... per lb. .48
No. 62—¼ lb. " " " .48
No. 63—½ lb. " flat packets .... " .48
No. 64—¼ lb. " " " " .48
No. 93—⅛ lb. " " " " .48
No. 66—⅙ lb. " " " " .50
No. 67—1/16 lb. " " " " .50
No. 68—1/30 lb. " " " " .50
Croft's Cocoa and Chocolate—
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes .... .40
Croft's Cocoa, ⅛s, 2 doz. in box 1.95
" " ¼s, 6 lb. " .... .39
" " ½s, 6 lb. " .... .38
" " 1s, 12 lb. " .... .37
" " 5 lb., 6 cans in box .... .37
" Swiss Milk Chocolate, 48 5-c. cakes .. 1.50
" Superior Sweet, 6 lb. " ...
" Premium, ¼s, 12 lb. " ...
" " ½s, 12 lb. " ...
Hawley & Hoop's Breakfast Cocoa—
A No. 1, ½-lb. tins, 12 in box .... .34½
" ¼-lb. " 24 " .... .35½
Cocoa Shells, cleaned, bags .... per lb. .01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—
½-lb. decorated cans, 12-lb. boxes .... per lb. .30
½-lb. " " 24-lb. " .... " .29
Special 10-c. packages, 30 to box .... per box, 2.10
Blue Ribbon Breakfast Cocoa—
Decorated ½-lb. tins, 6-lb. boxes .... .36½
" ½-lb. " 12-lb. " .... .36
Bedford Cocoa—
Labeled ½-lb. cans, 6-lb. boxes .... .29½
" ½-lb. " 12-lb. " .... .29
" ⅕-lb. " 6-lb. " .... .31½
" ⅕-lb. " 12-lb. " .... .31
Vanilla Sweet Chocolate—
Blue Ribbon, ⅛s, 6-lb. boxes .... .26½
" ⅛s, 12-lb. " .... .26
Buster Brown, 5-c., 48 cakes .... per box, 1.35
" 3-c., 72 " .... " 1.40
Premium Chocolate—
½-lb. cakes, 12-lb. boxes .... .27½
½-lb. " 24-lb. " .... .27

—20—

Milk Chocolate—
40 3-cent cakes in box, 24 to half case .... .80
40 " " 48 to case .... .80
24 5-cent cakes in box, 24 to half case .... .78
24 " " 48 to case .... .78

CONDENSED MILK.

Eagle, 4 doz 6.25
Eagle, 2 doz 3.15
Challenge, 4 doz 4.30
Defiance, 4 doz 4.30
Magnolia, 4 doz 4.80
Rose, 4 doz 4.65
Dime, 4 doz 3.90
Winner, 4 doz 4.65
Baby, 1 doz., glass 1.90
Red Cross 4.60
Peninsular 4.60
Dr. Hand's, 2 doz 3.10
Leader 4.30
Banner, 4 doz 4.50
Star, 4 doz 4.60

EVAPORATED MILK.

Peerless, family size, 4 doz 3 70
Peerless, 5c. size, 4 doz 2.20
Yacht, family 3.50
St. Charles, family size, 4 doz 3 75
St. Charles, hotel size, 2 doz 3 95
Silver Cow, 5c. size .... 6 doz. 3.25
Pet, 10-c. size, 4 doz .... per case 3.25
Pet, 5-c. size, 6 doz .... per case 2.80
Van Camps, 6 doz., small 2.85
Van Camps, 4 doz., family 3.55
Van Camps, 4 doz., large 4.00

HIRES CONDENSED MILK AND CREAM

Per case.
Hires Condensed Milk .. } 5.60
Queen 4.40
Blue Ribbon 4.05
Premium 4.05
Silver 4.50
(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.
Less than five cases 4.00
Five cases or more 3.95
Twenty-five cases or more 3.90
Fifty cases or more 3.85

They Wouldn't Imitate It If It Wasn't So Good

The Ramly Cigarette is the finest 10c. Turkish cigarette ever made. It is so good other manufacturers try to make their goods **look like** the Ramly, but there the similarity ends.

If you want to get a run on cigarettes, get people to go out of their way to come to to you, put in the Ramly. Remember how it is spelled—R-A-M-L-Y.

Mentor Cigarette Company
404 Atlantic Avenue
BOSTON, MASS.

Phila. Rep., ARTHUR HAGAN & Co.
151 North Third Street

Left Behind on the Sand

Since you first heard of **Ralston Health Food** and **Purina Whole Wheat Flour,** how many breakfast cereals have you known to be born and died?

Hundreds of brands came in on the popular cereal wave, but when the wave receded the shipwrecked brands were left stranded.

More grocers are handling **Ralston Health Food** and **Purina Whole Wheat Flour** satisfactorily at this minute than ever before in the history of our business.

Partly because of our wide advertising, but mainly because both brands were fitted to survive. They are perfect foods!

Ralston Purina Mills
ST. LOUIS, MO.

T. A. JAMES & CO., General Distributers
12-16 Chestnut Street, Philadelphia

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ½s	.26
" ¼s	.28
" ½s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

—22—

Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.c8
Salted Strips	.c8½	.09
S. ltines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07
Package Goods—		Per doz.
Animals		.50
Butter Thin		1.00
Gingerettes		1.00
Gold Medal Soda (small)		.50
" " (large)		.90
Graham Wafers		1.co
Ivinettes		1 00
Milk Lunch		1.co
Our Ginger Snaps		50
Pink Tea		1.00
Sugar Snaps		.50
Saltona Biscuit		1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish.p. dz.	1.15

—23—

Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish.p. dz.	1.75
Wein Senf, in bbls. ...per gal.	
" 1 gallon stone jars ...per jar	.75
" 5 gallon kegs ...per keg	2.50
Prepared Mustard, in bbls. ...per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub.	.26
...loaf,	.26½
Sap Sago, 3 to a lb. ...cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
" in tin ...per lb.	.26
" 1-lb. tins ...per case	3.25
Camembert, in wood boxes ...per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.......loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each ...per lb.	.19
Limburger Cheese, No. 1.....box, 18; ½ box, 18; less	.19
Muenster Cheese ...per lb.	.19
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box ...per box	3.00
" (Gem size), 6 in box "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case ...per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	2.00
MacLaren Imperial Cheese, Club size.per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.25
Neufchatel (Cow brand), 25 in box.....per box	1.10
Star Cream, or Phila., 12 " .... "	2.30
Miniature Cream, or Phila. 12 " .... "	1.15
Hand Cheese, 8 doz. "	1.45
" 4 " "	.75
" 4 " Thuringer "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages ...per lb.	.18

IMPORTED AND AMERICAN MEATS AN[D] SAUSAGES.

Westphalia Ham (marked weight)........per lb.	.48
Wiener Wurstel, 16 in tin ...per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) ... "	.32
Imported Cervelat Sausage (Rolff's).....per lb.	.48
Imported Frankfurters ...per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size ...per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short ...per lb.	.24
" " long "	
" Mortadella, Dry ...per lb.	.25
" Knackwurst, 25 in box, per box, $4.75 ...per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .21½; less	.23
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.22
" Cervelat, Crescent, 50 and 100-lb. boxes, .16½; less	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23½; less	.24
" Salami (E), 50 and 100-lb. boxes, .21; less	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.21
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less	.18
" Tongue Sausage ...per lb.	.18
" Smoked Braunschweiger Liver Sausage ...per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz.	.90
" Petit Delicatess Frankfurters, with Sauer Kraut ...per doz.	.90
" Lebanon Beef Bologna......per lb.	.16
" Paprika Speck "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen ...per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars. per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2 50
Calves' Head, in round tins ...per doz.	1.65
Pickled Meats, in glass "	1.00

(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)

SELECTED WHITE RICE
POPPING CORN
C/S 50/10 oz. Pkgs.
C/S 100/10 oz. Pkgs.
C/S 24/20 oz. Pkgs.
C/S 48/20 oz. Pkgs.
ASK FOR PRICES

Say, Mr. Grocer:—

Popping corn, like nearly everything else, is mighty high this season, still you can sell a 20-oz. package **"Brad's Tip-Top"** at 10 cents and make a fair profit; a 10-oz. package at 5 cents, or a 1-lb. package **"I-X-L"** at 10 cents showing better profit, so it's up to you. Ask your Jobbers, or write,

BRADSHAW CO.
New York

Cases of 40 /1s

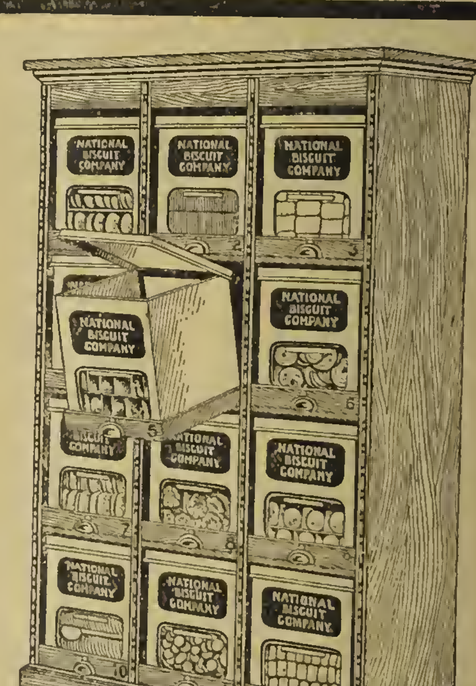
Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY

This Cabinet Will Attract Your Customers' Attention



Can you think of a better method of selling cakes than by bringing them to your customers' attention in an attractive manner? You do this best by the use of a **Durham Display Cake Cabinet.** This cabinet enables you to handle your cakes in a clean, sanitary manner, and it soon pays for itself in preventing the losses you are accustomed to having, such as breakage from constantly moving the cans; sampling, all of you suffer from that; moisture and dust, nothing so hard to sell as a musty, dusty cake.

The cabinet is made of highly-polished oak, in sizes to hold 12, 16, 20 and 24 cans of standard size. The cans rest upon elevated roller trays, easy to slide in and out.

Further particulars and prices on request.

DURHAM DISPLAY FIXTURE CO.
RICHMOND, VA.

—25—

Beef Salad, in glass......per doz.	1.00
" " in pint jars, glass...... "	
" " in quart jars, glass...... "	
Lamb tongues, in glass...... "	1.60

HOLLAND AND SCOTLAND HERRINGS.

		Kegs or Pails.
Holland Herring, mixed, "Y. M." ⅛ bbl.	5.50	60–75
" milkers, " ⅛ bbl.	6.50	75–85
" mixed, Standard, bbl. ⅛ bbl......		5.50–6.50
Holland Herring, milkers, Standard, bbl. ⅛ bbl......		
Scotland Herring, mixed, large fulls, bbl. ⅛ bbl 8.00......		
" milkers, large fulls, bbl. ⅛ bbl. 8.00......		
Marinirte Herring, Imported, abont 40 in pail.		1.25
Roll Herring, Imported, about 25 in pail......		1.00
Spiced Herring, Imported, about 40 in pail.		1.00
Norway Stockfisb, dry......per lb.		15
Matjes Herring......per pail		

BISMARCK HERRING.

Pint size, round tins, with key......per tin	.20
Quart " " " ...... "	.35
2 Qt. " " " ...... "	.55
4 Qt. " " " ...... "	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box......	
Kruger's Roll- and Brat-Haring, oval tins, per doz......	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)......per keg	.75
" 5-lb. pails......per pail	.55
" 10-lb. pails...... "	1.05
Cut Spiced Sardines, per 10-lb. pail.... "	.75
" " 5-gal. keg......per keg	2.75
Russian Sardines, in glass jars......per doz.	2.25

NORWAY ANCHOVIES.

Original Package......per ⅛ bbl.	5.50
Repacked in 5-lb. pail......per pail	.60
" in 10-lb. pail...... "	1.10
" in 5-gal. kegs......per keg	2.75
" in ½-lb. flat tins......per doz.	.95
" in ½-lb. tall tins...... "	1.50
" in 1-lb. tall tins...... "	2.00
Fancy Kegs—1|1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg......	.20

SALT SARDELLEN.

Original Package, 1902......per anker	16.00
Repacked—kegs, about 8 lbs......per keg	3.25
" pint jars......per doz.	6.00
" large tumblers...... "	2.25
" small tumblers...... "	1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz	19 50	½ kilo Cans, per dz.	19.50
½ " "	10.50	¼ " "	10.50
¼ " "	5 50	⅛ " "	5.50
⅛ " "	2.75	1/16 " "	2 75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—abont 2000......per cask	
50 " bbl.— " 1200......per bbl.	
15 " keg— " 500......per 100	
10 " keg— " 300...... "	1.00
5 " keg— " 150...... "	
10 lb. pail— " 50...... "	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask......per cask	
48 gal. bbl......per bbl.	6.50
10 " keg......per keg,	2.40
5 " " ...... "	1.25
10 lb. pail......per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)......per lb.	.18
Spitzkngeln...... "	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg...per bundle	.30
Basler Lebkuchen, No. 1, 6 " ... "	.50
" " No. 2, 6 " ... "	.75
" " No. 3, 6 " ... "	1.00
Amandines, 9-lb. tins......per tin	5.25
" small tins...... "	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg......	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb, bags, per bag......	2.50
Green Kern......per lb.	.09½
Potato Flour...... "	.07
German Dried Pears...... "	.14
Dried Mushrooms...... "	.60–.80
Juniper Berries...... "	.08
St. John's Bread...... "	.05
Bay Leaves...... "	.06–.08

COTTOLENE.

30 2-lb. tins......per case	6.50
15 4-lb. " ...... "	6.50
6 10-lb. " ...... "	6.50

Freight prepaid on two-case lots.

—27—

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates...	.30
Western......	23–29

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.16½
New York, Full Cream, new, 1st's, 40-lb. bxs.	.16
Picnic, Full Cream, new, fancy, 20-lb. bxs......	.16½

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb......	.27
Anchovies, in oil, ⅝ bottles......	4.50
" " ¼ "	3.25
Ancbovy Paste, fancy, per doz......	4.75
" plain, per doz......	3.75
Bouillon, Burnham, pints, 2 doz. in case......	3.75
" " ½ pints, 2 doz. in case....	2.00
Capers, Nonpariel, ⅛ gallon kegs......	1.50
" " Quart, glass......per doz.	7.00
" " bottled, ⅝ size... .per doz.	2.35
" " " ½ " ..... "	1.90
" " " ¼ " ..... "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.65
" med. " " 12 " "	5.00
" small " " 24 " "	4.75
Cberries in Maraschino, in glass, 1-doz. case...	7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" " 3 lb., 2 dz. case "	2.20
Currie Powder, pints, per doz......	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ⅛'s......	2.85
" ¼'s......	5.50
" ½'s......	10.50
" 1's......	20.00
French Peas, Extra Fins, per case......	18.00
" Fins, per case......	16.00
" Moyen's, per case......	13.00
Kippered Herring, 6 doz. in case......per doz.	1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case...	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb...	.19
" " Dinner Biscuits, per lb...	.29
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz......	1.25
" " ½ pints, per doz......	.60
Salt, in 4-doz. stone jars......	1.75
Morris' Extract of Beef, 4 oz., per doz......	6.50
" " " 2 oz., "	3.55
Armour's Beef Extract, 2 oz., "	4.45
" " " 4 oz., "	8.20
Anker's Extract of Beef, 120 vials......	4.00
" " " 4 oz......per doz.	4.00
" " " 8 oz...... "	7.25
" " " 16 oz...... "	13.50
Theodore Marquet Mushrooms:—	
First Choice......	28.00
Choice, 100 tins per case......	26.00
Extra, " "	
Hotel, " "	24.00

—28—

Truffles, 1/16......per tin,	.30
" ⅛...... "	.55
" ¼...... "	1.15
" ½...... "	2.25
Shrimps, Pickled, small size......	1.00
Dunbar's Shrimps, 2 doz., per doz......	2.25
" Figs in Cordial, 1 doz., per doz......	5.00
Bisbop's Figs in Cordial, 1 doz., per doz......	6.50
Crystallized Ginger, 1-lb. tins, per doz......	4.00
" " ½-lb. " "	2.25
Rose's Lime Juice, per doz......	3.60
Victor Rose Water, per doz......	2.25
" Peach Water, per doz......	2.25
Pitted Olives, per doz......	5.25

FLOUR.

	Per Bbl
Gold Medal......	6.85
King Midas......	6.80
Millbourne......	6.35
On Top......	6.70
Ceresota......	6 40
Pillsbury's......	6.25
Taylor's Fancy......	5.75
Semper Idem......	4 90
Pride of the West......	5.45
Sunbeam......	5.35
Quaker City......	6.25

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages......	2.85
Franklin Pancake, 30 2s......	3.65
Uncle Jerry's Pancake, 40 packages......	2.85
Hecker's Buckwheat, 16 3s......	
" " 64 1½s......	
" Flapjack Flour, 24 pkgs......	1.90
Log Cabin Pan Cake Flour, 36 2s......	3.25
Ralston's Purina Pancake Flour, 36 2s......	3.00

HONEY.

Domestic, barrels......per gal.	.69
Selser's, lunch bottles, 2 doz......per doz.	.95
Selser's, medium bottles, 2 doz......per doz.	1.35
Schimmel's, 10- oz. bottles, 2 doz. in case......	1.45
" 6- oz. " " "	.90

We Don't SHAKE the TREES

Olive Oil is usually made from what falls from the olive trees when they are shaken. It won't take you a moment to realize what this means. Other things beside good olives fall, bad ones for example, insects and lots of things that don't improve olive oil.

For **DE RAGO** we squeeze only perfect olives, the result is perfect oil. If you sell perfect oil, which means **DE RAGO,** your customers will see the difference and keep coming to you for it.

Besides we have advertised it very widely to your customers.

Jas. J. Loughery & Co.
IMPORTERS
Boston, Massachusetts

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

—29—

FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, 100 lbs	2.25
" yellow, granulated, 100 lbs	2.25
" " table, 100 lbs	2.20
Western yellow, 100 lbs	1.70
Quaker, 36 packages	2.75
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.12½
Beans—	
California Lima ... per lb.	.06
Marrows, Fancy N. Y. State, grain bags ... bush.	2.47½
Marrows, New, Extra Choice, N. Y. State, grain bags ... bush.	2.45
Medium, Fancy N. Y. State, grain bags, bu.	2.50
Pea, fancy, N. Y. State, grain bags, bushel	2.42½
Pea, fancy, Michigan, grain bags ... bushel	
Red Kidneys ... "	2.50
Peas—	
Green ... per bushel	2.20
Scotch ... "	2.30
Split, yellow ... "	2.10
" green ... "	
Lentils—	
110-lb. bags ... per lb.	.08¾
Less quantity ... "	.09¼
Shaker Corn—	
Fancy, barrels ... per lb.	
Less quantity ... "	
Hominy—	
Lea's Breakfast, 10 pkgs ... case	1.75
Lea's Pearl, 100 lbs ... per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	
Western Pearl, 100 lb. bags	1.90
Western Grits, 100 lb. bags	1.90
Barley—	
OO	.07
No. 3, 100-lb. bags	4.00
Noodles, Climax, 24 10c. pkgs., asst., case	1.10
" " 48 5c. pkgs., case	1.20
" " asstd., 24 5c., 12 10c. case	1.15
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Oatmeal, B, per bbl	
" " kegs 100 lbs., per keg	
Oaten Goods, in cases—	**Per case**
Avena, 18 packages	
Banner Oats, 20 packages	4.15
Friends' Oats, 36 packages	3.00

—30—

Mother's, 18 packages	1.57
Pawnee, 36 packages	
Quaker, 18 small size	1.55
Quaker, 20 large size	4.30
Rolled Oats—	
Avena, per bbl., 180 lbs	7.35
Avena, per keg, 90 lbs	3.85
Standard, 180-lb. bbls	7.10
" 90-lb. bags	3.50
Sago—	
Fine, bags about 160 lbs	.05½
50-lb. lots	.06
Admiral, Pearl, 24's	.07¾
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 24 1-lb. pkgs	.07¾
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs ... per lb.	.06
" " less quantity ... "	.06½
" Pearl, 150 lbs ... "	.05¼
" " less quantity ... "	.06
Ralston Hominy Grits, 36 2-lb. pkgs ... case	2.70
Purina Cream Graham ... per bbl.	5.00
Ralston Barley Food, 24 2's ... per case,	3.15
Purina Health Flour, 20 5's, Cartons "	3.60
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour	5.00
Packed in 12's, 24's and 48's.	
No. 1, assorted case containing 15 2-lb. packages Wheatlet and 10 5-lb. packages Franklin Flour	4.00
Egg-O-See, 36 packages	2.85
Egg-O-See Corn Flakes, 36 packages	2.85
Cook's Malto Rice, 36 2-lb. packages	4.25
Force Food, 36 packages	4.10
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.80
Quaker Puffed Rice, 36 packages	2.80
Quaker Wheat Berries, 36 packages	2.75
Vigor, 36 packages	2.65
Ralston Kornkins, 18 25-lb. sacks ... per bale	3.75
" Health Crisps, 36 10c. packages	2.80
Ralston's Breakfast Food, 36 2-lb. pkgs. pr. case	4.50
Ralston Health Food, 24 1s ... per case	
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.85
Zest, 36 packages, 10 cent size	2.25
Zest, 36 packages, 15 cent size	2.70
Zest, 20 packages, 25 cent size	3.90

—31—

HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs	4.75
Cases, 3 doz. pkgs	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling	per doz	1.07½
" Acidulated	"	1.07½
Cox's, large	"	1.57½
" small	"	.95
Plymouth Rock, Pink or White	"	1.20
Nelson's	per doz.	1.35
" small	"	.95
Bromangelon, assorted 3 doz	"	.87½
Fruit Puddine. 2 doz., asst. flavors	"	.80
Jell-O, assorted flavors, 2 doz	"	.87½
Jell-O Ice Cream Powder, 2 doz	"	.97½
Chalmer's	"	.90
Peter Cooper		.90
Tryphosa	per doz.	.92½
Imperial Wine Jelly	per doz.	.95
" "	per gross	11.00
Gelatine, McKinley's	per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs	per case	2.70
Kusto, 60 5-cent packs	per case	2.00
Puddine, assorted, 2 doz	per case	1.60
D-Zerta Jelly, assorted, 2 doz	per doz.	.90

—32—

MACARONI.

	Per lb
Larosa Alphabets, square, 25 lbs	.05½
" Elbows, " "	.05½
" Marcaroni, long, "	.05½
" " square "	.06½
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05½
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.9[illegible]
Spice Drops, in baskets, 20 lbs	1.6[illegible]
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle ... per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2 ... per doz.	9.00
" " " 3 ... "	6.50
" " " 4 ... "	4.50

What Rennet Must Do to Be Good

Good rennet has gotten to be one of the most staple dessert specialties that a grocer can sell.

If it is good. To be good, it must coagulate milk in a few minutes and it must not spoil. James T. Shinn's **Liquid Rennet** fills these requirements under a double-barreled guarantee. And besides that, it has the flavor—the clean, delicate, penetrating flavor that makes rennet-eating grow into a habit.

As to profit, $3.00 return on a $1.50 investment is good enough, eh?

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

SOLE LEATHER, NAILS, Etc.

If you carry a line of Sole Leather, Strips, Cut Soles, etc., send to us for quotations. We shall deliver all goods to your destination prepaid.

G. B. Weiss & Son
229 EAST FORTY-SECOND ST., NEW YORK CITY

ABSOLUTELY PURE FOOD
Guaranteed; Serial No. 8447

MARMALADES—Made from the best California oranges and grapefruit and granulated sugar. No preservative or adulterant. This is a pure, straight Marmalade and a fine seller.

FRUIT JAMS—Only the variety of fruit named on the label and granulated sugar. No filler here, and no chemicals or glucose.

LEMON JUICE—The pure juice of the real lemon, pressed, filtered and bottled. Contains no preservative or artificial coloring. Straight goods and good goods.

For Samples and Prices, Write to Me

H. P. D. KINGSBURY
REDLANDS - CALIFORNIA

—33—

'obacco Cutters	1.50
larm Money Drawers	1.50
ag and Twine Holder	1.00
arrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
eef Cutters	6.00
ung Borers, Enterprise No. 2, 1½ to 2 in	1.60
an Openers, "Never Slip"...per doz.	.90
'opper's Can Opener...per gross	13.80
heese Cutters	8.00
offee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
ruit Augers, 2 prong	1.50
leasuring Faucets	2.00

hiladelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4	per doz.	9.00
" 5	"	12.00
" 6	"	15.00
Ex. Galvanized Steel Blades, No. 3	per doz.	4.20
" " 4	"	5.40
" " 5	"	7.20
X Quality, No. 3	"	2.60
" 4	"	3.00
" 5	"	3.40

ierer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from ese prices, f. o. b., Ilion, N. Y.

ales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**

Dime cartons, 2 doz. in case	per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case	"	.90
Large cartons or tins, 2 doz. in case	"	2.00
Dime Tumblers, 2 doz. in case	"	.90

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...	36.00	18.60	9 50	2.05	1.69
Ex. Norway, No. 3...	27.00	14.10	7.25	1.60	1.33
Ex. Norway, No. 4...					
Ex. Bloaters, xxx	42.00	21.60	10.95	2.35	2.13
Ex. Shore, No. 1					
Shore, No. 1					
Large, No. 1					
Med. Shore, No. 1	29.00	15.10	7.75	1.70	1.41
Large Irish, No. 2	25.00	13.10	6.65	1.50	1.25
Extra Irish, No. 2	24.50	12.85	6.58	1.48	1.23
Medium Irish, No. 2	23.50	12.35	6.33	1.41	1.19
Small Irish, No. 2	22.50	11.85	6.08	1.38	1.15
Irish, No. 3					
Large, No. 3	20.00	10.60	5 50	1.25	1.05
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...	6.50	3.85			
Ocean Whitefish	6.00	3.60			
Salmon, Halifax					
Shad, No. 1, Mess	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess					
Haddock, Pickled	6.00	3.60			

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06½
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
White Rose, 1 lb. cakes, 24 lbs	.08¼
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

—35—

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	
Hake	

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring	per box	.18
Small Extra Scaled Herring	per box	.18
Boneless Herring, fancy 10 lb. boxes,	per lb.	
Smoked Salmon, whole fish	per lb.	.27
New Cromarty Bloaters, 50s	per box	
" " 100s	"	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	
Fancy N. Y. State, 48 1 lb	
Fancy N. Y. State, 50-lb. boxes	
Apricots—	
Extra Choice Royals, 25 lbs	.27
Choice Royals, 50 lbs	.19½
Cherries—	
California, Royal Ann, unpitted, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.08½
Gold Medal, loose, 25 lbs	.08¼
Private Growth, extra, cleaned, 36 lbs	.08½
" cleaned, 30 lbs. bulk	.08¼
Nectarines—	
White, 25 lbs...per lb.	
Peaches—	
Extra Fancy Muirs, 50 lbs	.15
Fancy Muirs, 25 lbs	.14½
Fancy Muirs, 50 lbs	.14
Extra Choice Muirs, 50 lbs	.13½
Choice Muirs, 25 lbs	.13½
Choice Muirs, 50 lbs	.13
Choice Yellows, 25 lbs	.12¾
Choice Yellows, 50 lbs	
Pears—	
Fancy California, Bartlett, 25 lb	

—36—

PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs				
30– 40, 25 "	.10½	.09¾		
40– 50, 25 "	.09½	.08¾		
40– 50, 50 "				
50– 60, 25 "	.08½	.08		
50– 60, 50 "				
60– 70, 25 "	.08	.07½		
60– 70, 50 "				
70– 80, 25 "				
70– 80, 50 "	.07			
80– 90, 50 "	.06½	.05¾		
90–100, 25 "	.06			
90–100, 50 "	.05½			
100–120, 50 "	.04	.03⅞		

Raisins—	
Muscatels, 4 crown, 50 lb	
" 3 " 50 lb	
" 2 " 50 lb	
Cal. Thompson Seedless, 50 lbs	
Cal. Cleaned Sultanas, 50 lbs	
Cal. Sultanas, 50 lbs	
Seedless Muscatels, 50 lbs	
Raisins, Seeded—	
Admiral, fancy, 40 1s	.12¾
Not-a-Seed, Ideal, 36 1s	.12
Citron, 10 lbs	.18
" 25 lbs	.17½
Lemon Peel, 10 lbs	.11½
" 25 lbs	
Orange Peel, 10 lb	.11½
" 25 lb	

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case...per case	2.30
Case No. 5, 1 doz. 25-cent size " "	2.05
Case No. 6, 2 doz. 15-cent size " "	2.47½
2 doz. 15-cent size, 1 lb...per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case...per doz.	2.15
24-12 oz. package, packed 2 oz. in case " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

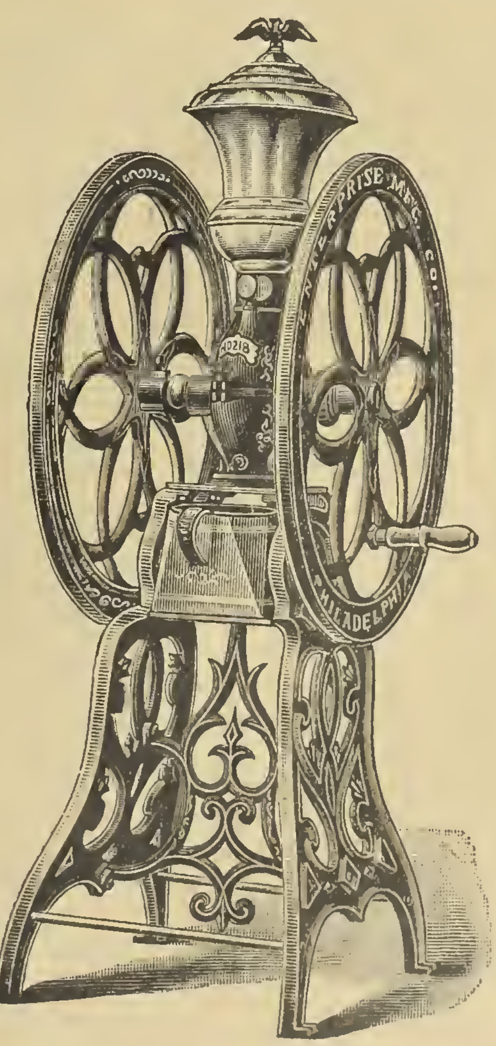
HORSERADISH.

Tumblers, 10-c. size, 2 doz	per doz.	.72½
Tumblers, 5-c. size, 2 doz	"	.45
Tumblers, 10-c., Lord's Prayer, 2 doz.	"	.90

MARKED "ENTERPRISE"

Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.



—37—

INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		4½ doz.	3.38

		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" " dec., 107,	"	.90	1.00

	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz.	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.	per lb.	.05¼
" " 25 lb. boxes, ½ lb.	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.60
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.95
" 4 doz	"	3.85
Popular, 4 doz	"	1.45

MATCHES.

			Per gro.
Swift & Courtney's,	200's,	1-gross case	1.75-1.90
"	400's,	1 "	3.50-3.70
"	500's,	1 "	3.75-4.00
Blue Hen,	200's,	1 "	1.50-1.60
"	500's,	1 "	4.00-4.85

—38—

	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.90
" 500's	3.95
Vulcan Safety, 65s, No. 37	.55
" 65s, No. 2	.45
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50-3.75
Searchlight, 500's	4.25-4.50
Press, 200's	1.80-1.90
" 500's	4.50-4.75
America, 200's	1.30-1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue head, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5.00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1.00
Blue Ribbon, 165s, 1 gross to case	1.05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls.	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kkns, 6 to crate	per doz.	9.80
" 5-lb. " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25

—39—

National, 30-lb. Kits, bbls., ½ bbls.	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.75
No. 10, wooden pails	per box 6 pails	6.40
No. 18, 37 and 68, wooden pails		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs.	"	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz.		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs.	"	.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150 test	"	.12¼

OLIVES.

		Doz.
H. Kellogg & Sons, Agents:—		
Theodore Marquet,	Mammoth, 64 oz	15.50
"	Extra, 64 oz	13.50
"	Mammoth, quarts,	7.25
"	Extra, quarts	6.75
"	Extra, pints	4.50
"	Mammoth, ½ pints	3.15
"	Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle		4.75
De Lucques, 10 oz.		2.40
Farcies		3.75
Queen, 6 oz.		1.30
Pim Olas, 18 oz.		6.00
Pim Olas, 10 oz.		3.50
California, quart tins		3.50
California, pint tins		2.15
California, quart bottles		6.50
California, individuals		1.50

—40—

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz.	4.90
" " pts., 2 doz.	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz.	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz.	6.50
" " pts., 2 doz.	7.50
" " ½-pts., 2 doz.	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz.	9.00
" Sublime, 8-oz. flasks, 2½ doz.	6.50
" " 12-oz. " 2½ doz.	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	22.00
10 1 gal. cans, case	23.10
20 ½ gal. cans, case	24.20
40 ¼ gal. cans, case	25.30
80 ⅛ gal. cans, case	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per ca[se]
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8.50
5 gallon tins, 2 tins to case	26.50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22.00

Trade discounts on quantity.

Jas. Hill & Sons Co.		
Quarts, Cal. style, 1 doz. in case	per case,	8.50
Pints, " 2 " "	"	9.00
½ Pints. " 2 " "	"	4.75
Oliver's Olive Oil—		
1 dozen quarts		6.00
2 dozen pints		6.75
2 dozen half-pints		4.25
6 1-gallon tins	per gal.	2.00

Special prices for quantities, on application.

AMERICAN OIL.

Lubon's No. 8, 2 doz.	per doz.	.52
Lubon's, No. 16, 2 doz.	per doz.	.95
Lubon's No. 32, 1 doz.	per doz.	1.85
Table Oil, No. 61, bottles, 2 doz., per doz.		1.00

YEARS AGO
We Used NO Adulterants
or Chemical Preservatives
in Making

ATMORE'S
MINCE MEAT

We Make it Just the Same To-day.
Remember "It IS Pure"
ATMORE & SON - Philadelphia

Which Means the More to YOU

To sell a package coffee which *you* must *create the demand for*, and which brings you nothing but the profit—or to sell **Ariosa** which is *already sold for you*, leaving nothing for you to do but hand it out? If there is any question in your mind it will be settled when you find you can get *absolutely free*, in exchange for the vouchers coming to you with every case of **Ariosa**, almost any article of merchandise you may need for your store or your home. We'll send you a catalogue if you haven't one.

ARBUCKLE BROTHERS
NEW YORK

—41—

PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs	"	.90
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.18½
Manila, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide	"	.03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03⅛
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03¾
White Tea Paper, 12 x 16, reg	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼	.48	.29		.31	.35	.45
½	.53	.35		.37	.43	.55
1	.71	.45	.78	.49	.55	.73
2	.89	.53	.97	.61	.71	.93
3	1.09	.65	1.25	.75	.89	1.15
4	1.25	.77	1.39	.87	1.05	1.33
5	1.45	.91		1.07	1.21	1.55
6	1.73	1.03	1.95	1.23	1.41	1.81
8	2.09	1.19	2.29	1.49	1.68	2.19
10	2.27	1.37	2.55	1.65	1.83	2.41
12	2.69	......	3.11	......	......	2.89
14	3.37	......	3.97	......	......	3.75
16	3.87	......	4.41	......	......	4.01
20	4.39	......	4.79	......	......	4.55
25	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25
Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10

—42—

Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.92¾
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 3 doz	.92½

PICKLES.

Barrels, 40 gal., 1200s	11.25
10-gallon kegs, 700s	2.90
Sweet Pickles, 500s to 600s, 5 gal......per keg,	3.30
Sweet Pickles, 700s, 5 gal "	3.60
Sweet Pickles, 1,000s, 5 gal "	4.15
Sweet Pickles, 2,000s, 5 gal "	5.00
Chow-Chow, No. 1, 5 gal. kegs	1.95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00
Williams Bros.—	Per Doz.
English Spiced Pickles, 8 oz., octagon (any assortment except onions	.85
English Spiced Onions, 8 oz., octagon	.90
English Spiced Pickles, 10 oz., octagon	.90
English Spiced Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart	3.00
Sweet Gherkins or Sweet Mixed, 32 oz., octagon	3.10
Highland Brand Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart	2.35
Sweet Gherkins or Sweet Mixed, 32 oz., octagon	2.35

Crosse & Blackwell's:—

Chow-Chow, Gherkins, Mixed Pickles, Cauliflowers, Piccalilli, Walnuts, Onions	Octagonal Style. Qts. Casks. 4 doz.	Pts. Casks. 5 doz.	Pts. Casks. 4 doz.	½-Pts. Casks. 6 doz.
	5.75	3.25	3.50	2.10
Smaller Quantities.	5.90	3.35	3.60	2.25

Chow-Chow, quarts, stone	5.50

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.20

—43—

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls	.16
" " " 40 grain, bbls	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's......per doz.	2.00

PROVISIONS.

Hams, Skinback, 18-20 lbs	.12½
" 14-16 lbs	.12
" 10-12 lbs	.13
Picnics, 6-8 lbs	.09¼
N. Y. Shoulders, 10-12 lbs	.10
Dried Beef, sets (city smoked)	.13
" Tenders and Knucks	.17
" Flats	.11
" Air Dried, sets	.18
" " Tenders and Knucks	.21
Jersey Pork, Butt......per bbl.	18.50
" Family "	20.50
Breakfast Bacon, rib in	.14½
" boneless	.15½
S. P. Bellies, 14-15 lbs	.11½
Bologna, 25-lb. boxes	.08
Boiled Boneless Ham	.21
Beef Tongues, smoked, 5-6 lbs......per doz.	10.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ⅛-cent extra

John Bower & Co.—	
Honey-cure Brand Hams, skinback	.15½
" " large	.14½
" " medium	.14¼
" " small	.14½
" Breakfast Bacon	.15
" " boneless	.17
Beef, air-dried, regular sets	.20
" " insides and knuckles	.23
Ham Bologna	.10
Beef "	.10
Boiled Hams	.24
Beef Tongues......per doz.	11.00-12.00

—44—

Swift & Co.—	
Premium brand Hams, 10 lb	.15¼
Premium brand Hams, 12 lb	.14¾
Premium brand Hams, 14 lb	.13½
Premium brand Hams, 16 lb	.13½
Premium brand Hams, 18 lb	.13¾
Premium brand skinned Hams, 18-20 lb	.14½
Premium brand boiled Hams, skinned, fatless	.25
Premium brand Bacon	.21
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut	.17
Winchester brand skinned Hams, all aver	.13
Winchester brand Picnics	.09½

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	10¾	9⅜
Plain Tubs, 50 and 60 lb. cans	10¾	9½
10-lb. Tin Pails, 60 lbs	11¾	10⅛
5 " "	11⅞	10¼
3 " "	12	10¼

John Bower & Co.—	
Pure Kettle Rendered, tierces	.11½
" " tubs	.11½
" " 3, 5 and 10-lb. cans.	.12½
Swift & Co.—	
Premium brand, tierces	.11½
Silver Leaf brand, tierces	.10½
Jewel, compound, tierces	.09
Cotosuet tierces	.09¼

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native	.09½-.10½
Common to fair, native	.06½-.08
Western Dressed Beef—	
Choice, native cattle	.09½-.10½
Common to fair "	.06½-.08
City Dressed Veal—	
Prime	-.12
Good to choice	-.10
Dressed Hogs—	
Pigs	-.10
Hogs, heavy	-.10
" 180 lbs	-.10
" 160 lbs	-.10
" 140 lbs	-.10
Dressed Sheep and Lambs—	
Lamb, Western, good	.12
Lamb, Western, culls	.09
Sheep, choice	.10
" medium	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90-1.00
Cow Tongues	.75-1.00

Ham Confidence

There is a vast difference between merely "ham" and Swift's PREMIUM Ham.

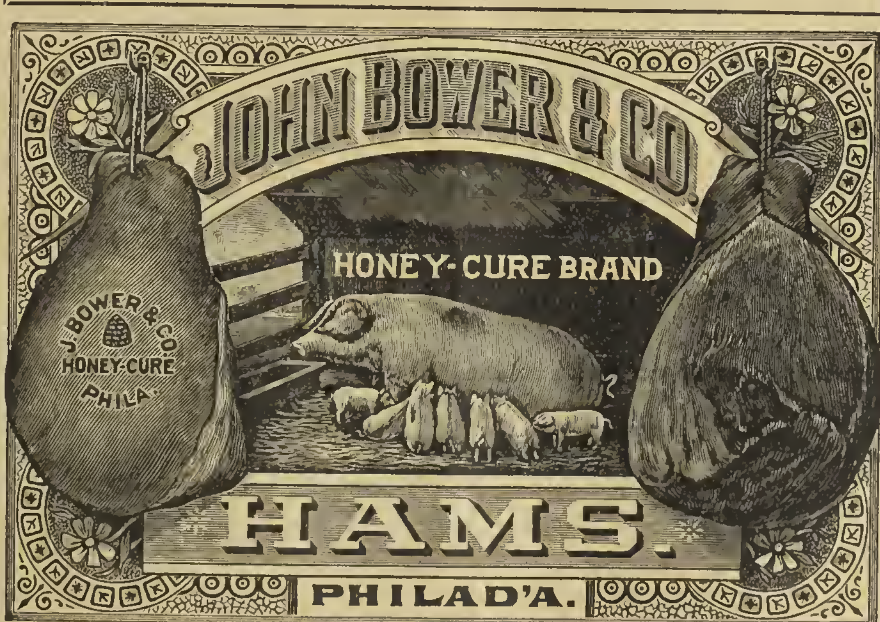
The grocer who just keeps "ham," who buys no special brand, and buys from no particular packer, is just as certain to have a small and irregular ham trade as night is certain to follow day.

But the grocer who sells only Swift's PREMIUM ham, which is always the same and always fine, will have a ham trade that amounts to something. His trade won't care to experiment with other grocers; they're getting what they want and they're getting it all the time.

PREMIUM Hams are tender, delicious and—this is important—well advertised.

Swift & Company, U. S. A.

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc. HAMS Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
SUPERIOR AND FAIRMOUNT MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

You must Advertise or Lose! Then why not Advertise wisely?

The best advertisers in the country—and they are all thinkers—tell you how to advertise successfully in

BRAINS

FOR

The Retailer and Advertiser

The very best examples of clever, money-making advertising in the world are presented weekly.

If you advertise without reading BRAINS you miss the benefit of other men's experience, men who have given years to the study of advertising.

Five dollars a year is all it costs, and its worth it. Sample copy 15 cents.

JAMES KNAPP REEVE
PUBLISHER
DEPOSIT, N. Y.

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.05
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.10
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.15
" " western		.15

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.	
Turkeys—		
Western, Y. H., 5 to 7 lbs	.24	–.26
" Y. T., 5 to 7 lbs	.24	–.26
Old hens and toms	.17	–.18
Common to Good	.13	–.15
Broilers—		
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22	–.24
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.22	–.24
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.22	–.24
Western, 4 to 4½ lbs. to pair, fancy	.18	–.20
" 3 to 3½ lbs. to pair, fancy	.18	–.22
" fair to good	.15	–.16
Fowls—		
Western, fancy	.13	–.14
Heavy Roasters, 4 to 5 lbs	.15	–.16
Fair to good	.13	–.14
Old cocks		–.10
Western capons, fancy, frozen		
" " small, frozen		
Squabs—	Per doz.	
Prime, large, fancy	4.00	
Mixed	2.50–3.50	
Dark	1.00–1.50	

LIVE POULTRY.

	Per lb.	
Spring chickens, nearby, 1½ to 2 lbs	.12	–.14
Large Springers	.12	–.13
Fowls	.12	–.13
Roosters		–.10
Ducks	.12	–.13

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

—46—

SAUER KRAUT.

Extra Quality, 50-gal. tierces	6.60
Extra Quality, 15 gals., kegs	2.50
Compass, No. 3, cans, 2 doz	.82½

PLUM PUDDING.

Richardson & Robins:—		
Individual Size, 2 doz. in case, ½ lb.	per doz.	1.00
No. 1, round conical, with key, 1 doz.	"	2.35
No. 2, " " 1 "	"	4.25
No. 3, " " ½ "	"	6.50
No. 4, " " ½ "	"	8.50
P. P. Sauce, 2 doz., No. 1	"	2.50
Atmore's Genuine English Plum Pudding—Seedless:—		
Individual, per case of 2 doz		2.00
1-lb. cans, " 1 "		2.25
2-lb. " " 1 "		4.00
3-lb. " " ½ "		3.25
4-lb. " " ½ "		3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—		Per doz
No. 2, stone crocks		
No. 33, jars		1.05
No. 5, toy pails		2.85
American, pure apple, tumblers, assorted slices		.95
American, assorted, uncolored, No. 10, tumblers		.95
Schimmel's, No. 10, tumblers		.90
National, No. 10, tumblers		.77½
National, No. 6, tumblers		.55
Preserves—		Per lb.
Schimmel's, pure, 30-lb. pails		.13½
National, 30-lb. pails		.09
Southwark, 30-lb. pails		.06½
Southwark, 4½-lb. toy pails, ½ doz		4.10
Fruit Butters—		Per doz.
Apple, No. 2, stone crocks.		
Apple, No. 32, jars		1.05
Apple, Southwark, No. 3, tins		1.05
Apple, No. 5, toy pails		2.85
Apple, 30-lb. pails	per pail	1.20
Apple, 20-lb. crocks	per lb.	.07¾
Apple, Schimmel's, 30-lb. pails	per lb.	.06
Prune, 30-lb. pails	per lb.	.07¼
Jams—		Per doz.
Schimmel's, pure, No. 12, tumblers		1.95
Southwark, assorted, No. 16, jars		1.05
Orange Marmalade—		Per doz.
Hartley's, imported		1.82½
Schimmel's, pure		1.60
Warrock's Guava Jelly—		Per doz.
1-lb. tumblers		4.00
½-lb. "		2.25

—47—

		Per Doz
Curtice Bros. Preserves—		
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb.	per ca.	2.40
" " " ½-lb., "	"	2.60
" " " ¼-lb., "	"	2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.08
" Lump, bulk	"	.08
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.09
Copperas	per lb	.01¾
Camphor, gum, 1-oz. blocks	"	1.10
" Flakes, bbls	"	.02¾
" " less quantity	"	.03
" Tar Balls, bbls., 250 lbs.	"	.02¾
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Chill Tonic	per doz.	3.60
Epsom Salts	per lb.	.01½
" Bee Brand, ¼-lb. carton,	per doz.	.30
" " ½-lb. "	"	.40

—48—

Glauber Salts	per lb.		.01½
Glue	"		.11
Goff's Cough Syrup, 25c. size	per doz.		1.75
Goff's Herb Bitters, 25c. size	"		1.75
Goff's Oil Liniment, 25c. size	"		1.75
Goff's Sarsaparilla, 50c. size	per doz.		3.50
Goff's Worm Syrup, 15c. size	"		1.20
Goff's Horse and Cattle Pwd., 15c. size	"		1.20
Goff's Dyspepsia Tablets, 10c. size	"		.75
Gum Arabic	per lb.		.55
Haarlem Oil	per doz.		.40
Licorice, P. & S., 5c. stick, Imported	"		.36
" M. & R., 5-lb. boxes	per lb.		.23
" " Lozenges, 5-lb. boxes,	"		.27
" Y. & S., " 5-lb. glass front,	"		
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"		.24
" Root	"		.11
Putty, 25-lb. cans	per 100 lbs.		1.65
" 50-lb. cans	"		1.55
Petroleum Jelly, screw top, 5-c. size	"		.35
" " 10.c. "	"		.75
Paris Green, 100-125-lb. kegs	per lb.		29½
" ¼-lb. packages	"		.34
" ½-lb. "	"		.33
" 1-lb. "	"		.32
Jamaica Ginger, Hires', flasks	per doz.		.90
Sewing Machine Oil, 3 oz	"		.35
Rosin	per lb.		.04
Saltpetre, crystal, barrels, about 350 lbs.	"		.05½
" granulated, kegs, " 100 "	"		.05½
Sulphur, Flour, 175-lb. barrels	per 100 lbs.		2.45
" 100-lb. bags			2.25
" less quantity			.03½
Squills, Syrup, 1 oz	per doz.		.34
Syrup of Figs	per doz.		2.00
Venetian Red	per lb.		.02½
Whiting	"		.02
		1 oz.	2 oz.
Glycerine	per doz.	.37	.65
Laudanum	"	.80	1.25
Paregoric	"	.35	.65
Peppermint	per doz.	.40	.58
Sweet Spirits Nitre	"	.40	.70
Sweet Oil	per doz.	.30	.40
Turpentine	"	.36	.45
Husband's Magnesia	per doz.		2.85
Bull's Cough Syrup	"		1.90
Roach Powder, Omega, 4-oz. cans			.80
" "	per gross		9.00

	Per Doz.	Per Gross
Roachsault, large	4.00	45.00
" medium	2.00	22.50
" small	.80	9.00

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75
McCormick & Co., Bee Brand—	Per doz.
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

L&S Pickles

SUGAR OR SACCHARINE?

You can easily see the difference between **L. & S. Pickles** and other pickles. Eat them one after the other, or let your customer do it, and you'll have the best possible argument for the **L. & S. brand.**

The actual difference is this: **L. & S. Pickles** are not simply sweetened—they are preserved through and through with granulated sugar. This makes the inside as good as the outside, and gives the whole pickle an appetizing evenness of flavor which no other pickle has.

Many other brands are not preserved at all—simply sweetened with saccharine, a chemical imitation of sugar. This is not only harmful and forbidden by the food law but it doesn't do the work. The saccharine-sweetened pickle is simply sweet on the outside.

LUTZ & SCHRAMM COMPANY, Allegheny, Pa.

How to Answer Their Questions

Put a box of **I-V Washing Tablets** on your counter. They will be such a novelty that every woman who comes in will ask what they are and what they will do. Tell them this:—

1—They contain no acid of any sort.
2—They wash clothes without rubbing.
3—They make clothes beautifully white;
4—They can be used in hard water;
5—They take stains from table linen without any rubbing whatever.

Any one of these points would sell a package—just see the women's eyes glisten when you name them all.

I-V WASHING TABLET COMPANY, Inc.

251 North Front Street, Philadelphia, Pa.

—49—

Reliable Brand—	10c. size.	25c. size.
Castoria, Dr. Pitcher		2.00
Castor Oil, tasteless	.80	2.00
Death-to-Pain	.80	2.00
Diarrhoea Cure	.80	2.00
Vermifuge	.80	2.00
Cough Cure	.80	2.00

W. F. Young's Veterinary Remedies, wholesale prices—	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days. F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
" 50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
" 50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—		Per doz.
Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00
Sauer's Flavoring Extracts:—		
No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen, No. 25,	per doz.	2.00
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
" Lemon, " " No. 25,	"	1.75
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
Ingersoll's Flavoring Extracts:—		
High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.85
" Lemon	"	.85
" assorted	"	.85
" small size	"	.45

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

	Per gal.
Corson's Golded Russet, bbl	.20
Corson's Champagne	.18
" Dry Hard	.20
New Juice Cider, bbls	.18
New Juice Cider, ½ bbls., 28 gals	5.60
New Juice Cider, ¼ bbls., 14 gals	3.25
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅜
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07¼
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03⅝
Japan—	
Fancy, 100-lb. bags	.06¼
Choice, 100-lb. bags	.05½

SALT.

WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 30 10-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS TABLE SALT PURE AND EXTRA DRY

Family size, case of 4 doz	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz	doz.	.87½
Durkee's, large, 1 doz	per doz.	4.00
" small, 2 doz	"	2.40
Schimmel's, small, 2 doz	per doz.	.87½
My Wife's, large, 1 doz		2.30
My Wife's, small, 2 doz		1.45
Snider's Salad Dressing:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Luncheon, 3 doz	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.67½
Kegs, 150 lbs	per 100	.85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz		.77½
North of England Sauce, No. 8, doz		.77½
Chef Sauce, 2 doz., doz		.75
Snider's Chili Sauce:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

REFERENCES
Goldberg, Bowen & Co. San Francisco, Cal.
H. Jevene Co. Los Angeles, Cal.
Lutey Bros. Butte, Mont.
Colorado Supply Co. Pueblo, Col.
F. Dresser & Co. Portland, Ore.
Hennessy Mercantile Co. Butte, Mont.
Lion Grocery Co. El Paso, Texas

J. A. FLESCH & SON
Architects and Designers
Of Store Fixtures for Modern Grocery Stores
1010 and 1012 Chicago Opera House Block
112 CLARK STREET
CHICAGO
CORRESPONDENCE FOR PARTIAL OR COMPLETE OUTFITS SOLICITED
FLESCH'S PATENT COOLERS and COUNTERS
HENRY TROEMNER'S SCALES, BINS, CANS, etc.

REFERENCES
S. P. Nissen Co. Oak Park, Ill.
Simpson, Crawford Co. New York City
Henry Siegel Co. Boston, Mass.
Greenough Bros. Co. Spokane, Wash.
Chris Keller Lancaster, Ohio
Louis Kunkel San Antonio, Texas
John B. Watson El Paso, Texas

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

—53—

SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.07½
Caraway	.08	Mustard, Yellow..	.06½
Celery	.10	Rape, per lb	.05½
Coriander, bleached	.05	Poppy, per lb	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs	per keg	1.80
" bulk, 25-lb. boxes	per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes...	"	.04⅜
Arm & Hammer bd., ¼'s, 36 lbs	per lb.	.05⅜
" " " lbs., 36 "	"	.04⅞
" " " ¼, ½, 36 lbs	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04⅞

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz	1.50
Hires' Root Beer, Carbonated, 2 doz	.87½
Hires' Ginger Ale, Carbonated, 2 doz	.87½
Welchs Grape Juice, case quarts, 1 doz	4.50
" " " pints, 2 doz	4.75
" " " ½-pints, 3 doz	4.25
" " " 3-ounce, 8 doz	6.00
" " " ½-gallons, 1 doz....	8.00
" " " gallons, 6 gal	7.50
5 per cent. discount on 5 case lots.	
Clicquot Club Co. :—	Per case
Ginger Ale, extra dry, pints, 2 doz	2.10
Sarsaparilla, extra quality, pints, 2 doz	2.10
Blood Orange, extra quality, pints, 2 doz...	2.10
Birch Beer, extra quality, pints, 2 doz	2.10
Lemon Soda, extra quality, 2 doz	2.10
Root Beer, extra quality, pints, 2 doz	2 10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross		2.50
Bon Ami, 10-cent size	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.72
Putz Liquid, large, 3 doz	per gross,	16.50
Putz Liquid, large, 3 doz	per doz.	1.45
Putz Liquid, small	per gross,	7.00
Putz Liquid, small	per doz.	.60
Putz Paste, large	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No 2, pint cans	"	32.00
No. 3, quart cans	per doz.	4.50
No. 4, half-gallon cans	"	7.50
No. 5, gallon cans	"	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs ....per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.40
Acorn	120	2.70
Ark	100	1.77½
American	72	2.80
Bee	100	3.85
Best, Babbitt	100	3.70
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	100	4.25
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	4.00
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.50
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.50
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	4.00
Magic Cleaner	100	3.00
Marseilles, laundry size	100	6.00
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

—55—

Oleine, Conway's	60	2.90
" Golden	60	2.55
" Eavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2.30
" Philadelphia, 1 lb.	60	2.90
" " 14 oz.	60	2.65
" Pennsylvania	60	1.80
" Procter & Gamble	60	3.00
" Young's Best	60	2 80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4.50
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.70
Star	100	3.50
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	3.50
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.70
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes	per box	2.70
" 6 oz., 100 packages	"	2.65
" 8-oz. packs	"	2.70

—56—

Soapine, No. 7, 100 packs	2 37½
Soapine, No. 12, 100 packs	3.50
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz	2.35
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages ...	4.00
" " 24 4-lb. " ...	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.55
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.60
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nino O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz.......per doz.	43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free..	10.25

SPECIALTIES.

Anker's Bouillion Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans
Pepper—			
Black, High Grade	18½	.19½	.21½
Black, Low Grade	.14	.15	.17
White, High Grade	....	.32	.34
White, Low Grade	....	.23	.25
Cayenne, High Grade	....	.21	.23
Cayenne, Low Grade	....	.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.31	.32	.34
Low Grade	.22	.23	.24
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade	....	.78	.80
Nutmegs—			
High Grade	....	.32	.35
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—		Per doz
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice	⅛ lb.	.40
	¼ lb.	.75
Banquet Brand—		
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice	⅛ lb.	.40
	¼ lb.	.75

WALKER STORE FIXTURES

—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St.

PHILADELPHIA, PA.

Don't Buy a Cheap Wagon

If you do, you'll remember this advice. A cheap wagon looks nearly as well in the factory as our "J. M.," but oh, what a difference in six months!

The "J. M." wagon is the best delivery wagon made. Only the finest materials go into it, and they're put together right, too.

If we haven't what you want, though we probably have, we'll build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PENNA.

—57—

olburn's Philadelphia Mustard, D. S. F.:—	
5 cent tins, 2 and 4 doz.....per doz.	.45
Dime size, 2 and 4 doz..... "	.85
¼ lb. net, tins, 2 and 4 doz..... "	1.00
½ " 2 doz..... "	1.90
1 " 1 doz..... "	3.70
6 lb. cans, full weight.....per lb.	.23
10 " " ..... "	.22
olman's Mustard, D. S. F.:—	
1-lb. tins.....per doz.	5.40
½-lb. tins..... "	2.70
¼-lb. tins..... "	1.45
⅛-lb. tins..... "	.90
18-lb. kegs.....	.43

MUSTARD—Prepared.

	Per doz.
ampbell's, jar, 2 doz.....	.87½
alden's, No. 6, with spoon, 2 doz.....	.95
alden's, No. 20, with spoon, 2 doz.....	.88
alden's Mustard and Horseradish, 2 doz.....	.85
eer Mug, fancy, large size, 2 doz.....	.65
emonade Glass, tall, 2 doz.....	.67½
orseradish and Mustard, 8 oz., with spoon, 2 doz.....	.90
ilk Jar, glass top, 2 doz.....	.85
ater Tumblers, glass, 10 oz., 4 doz.....	.37½

WHOLE SPICES.

	Per lb.
pper, Black.....	.10
lspice.....	.07
oves.....	.17
ace.....	.48
atmegs, 80's.....	.24
" 110's.....	.17
nnamon Bark, China.....	.13
" Canton.....	.12
" Java Thin Quills, 5-lb. rolls..	.30
" Saigon.....	.79
een Ginger Root.....	
hole Mixed Spices, bulk, 6-lb. boxes.....	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages.....per case	1.80
Davis, 36 10-cent packages.....per case	2.70
Duryea's, 40-lb., 1-lb. packages.....	.06½
Niagara, 40-lb., 1-lb. "	.04¾
Cream, 48-lb., 1-lb. "	3.45
Kingsford's, 40-lb., 1-lb, "	.06⅝

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes.....	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons.....	.04⅞
Kingsford's, Pure, 3-lb. cartons.....	.06¼
" Pure Gloss, lb. packages.....	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.....	.07⅝
Duryea's, Superior, 3-lb. cartons.....	.06¼
" Satin Gloss, lb. packages.....	.07¼
" Superior B, bulk.....	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes.....	.07⅝
Niagara, laundry, 50-lb. bulk.....	.03¾
" 1 lb. packages, 48 lbs.....	.04⅞
" 3-lb. cartons, 48 lbs.....	04⅞
" 6-lb. boxes.....	.05⅞
Celluloid, 64 10-cent packages.....	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages.....	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages.....per package	.08
Starch Polish, 20 cakes.....per box	.50

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross.....	4.00
Enameline Paste, large, ¼ gross.....	7.00
Enameline, Liquid, large, ¼ gross.....	6.65
Enameline, Liquid, small, ¼ gross.....	4.90
Electic Paste, ⅛ gross boxes.....	4.20
Magic Paste, ¼ gross boxes.....	4.75
Parlor Pride, large size.....per doz.	.87½
" " .....per gross	10.25
" small size.....per doz.	.70
Climax Enamel ¼ gro.....per gross	9.40
Black Jack, ¼ gross, per gross.....	6.60
Rising Sun.....per gro.	5.75
Sun Paste, 5-cent size..... "	4.50
" 10-cent size..... "	7.20

—59—

X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross.....	1.25
Per box of ½ gross.....	2.50
14 dozen to gross.....	5.00
10-cent size, No. 10, per box of ¼ gross.....	2.25
Per box of ½ gross.....	4.50
Per gross.....	9.00

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round.....per pkge.	.04¾
Excelsior, 24 packs..... "	.05¾
McAllister, 36 packs..... "	.05¾
Rosensteins, 1lb. pkgs., 2 doz.....per lb.	.05½
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz....per doz.	.35
Red, quarts, 3 doz..... "	.70
Silver, pints, 3 doz..... "	.35
" quarts, 3 doz..... "	.70
Bath Brick, 25 bricks.....per box	.60
Toothpicks, Eureka, 100 boxes.....case	1.85
Toothpicks, Perfection, 2 doz.....per doz.	.42½
Royal Glue, 1 doz.....per doz.	.80
Paist's " 1 " ..... "	.40
Carpet Tacks, Wooden Keg, ¼ gross case, assorted, 6. 8. 10's.....per case	90
Carpet Tacks, Silver Steel, 4 oz.....per doz.	.06½
6 oz..... "	.07
8 oz..... "	.07½
10 oz..... "	.08½
12 oz..... "	.09½
Matting Tacks—	
No. 10, steel.....per doz.	.09
No. 11, steel.....per doz.	.09½
No. 12, steel.....per doz.	.12
G. B. Weiss & Son—	
Sole Leather, No. 1, .25; No. 2, .23; No. 3,	.21
Cut Sole Leather, cut into taps, 6 inches high	1.50
5½ inches high.....	1.48
5 inches high.....	1.42
4½ inches high.....	1.25
4 inches high.....	1.18
3½ inches high.....	1.05
3 inches high.....	.90
Fly Paper, Tanglefoot.....per case	
Fly Paper, Sticky, 10 cartons.....	2.20
Sticktite Fly Paper, 100.....per case	3.00
Sticktite Fly Paper, 10 cartons.....per case	2.35
Wax, White and Yellow.....per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.....per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.	.80
Cleveland, extra fine cotton twine.....per lb.	.22
Orange Brand, fine cotton twine..... "	.20
Texas Medium, cotton twine..... "	.16
Cotton Candle Wick..... "	.20
Colored Twine, 8 balls to bx., lb. to bx. "	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches..... "	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches.....per lb.	.16
Best Jute Rope, 16 yds. to lb..... "	.09
Best Jute Plow Line, 8 yds. to lb..... "	.09
Jute Clotheslines, 90 ft. to hank.....per doz.	1.60
Jute Clotheslines, 108 ft to hank..... "	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 610.....	.50
Fancy, No. 626.....	.48
Strictly Choice, No. 639.....	.46
Strictly Choice, No. 628.....	.44
Strictly Prime, No. 627.....	.36
Good, No. 635.....	.29
Fair, No. 632.....	.22
Black Strap.....	.11
Foundry Molasses.....	.11
B. H. F., Horse Food Molasses.....	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid.....	.35
Gold Mine, in bbls.....	.30
Fancy, No 101.....	.34
Fancy, No. 100.....	.32
Choice, No. 576.....	
Prime, No. 102.....	.26

PORTO RICO MOLASSES.

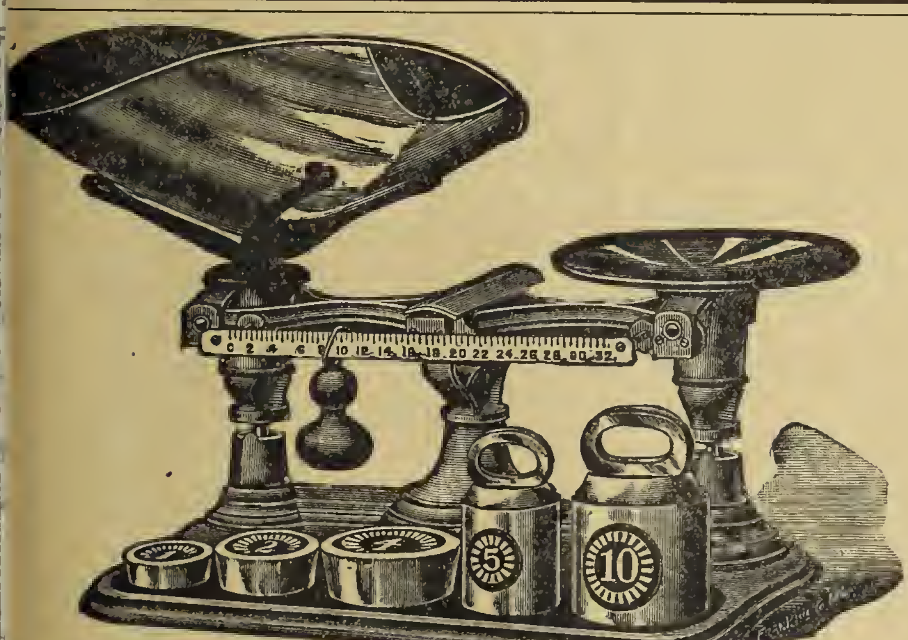
Extra Fancy Ponce, No. 637, new crop.....	38
West India, choice, No. 634, compound.....	.29
West India, choice, No. 510, compound.....	.25
Porto Rico, No. 551.....	.15

GLUCOSE.

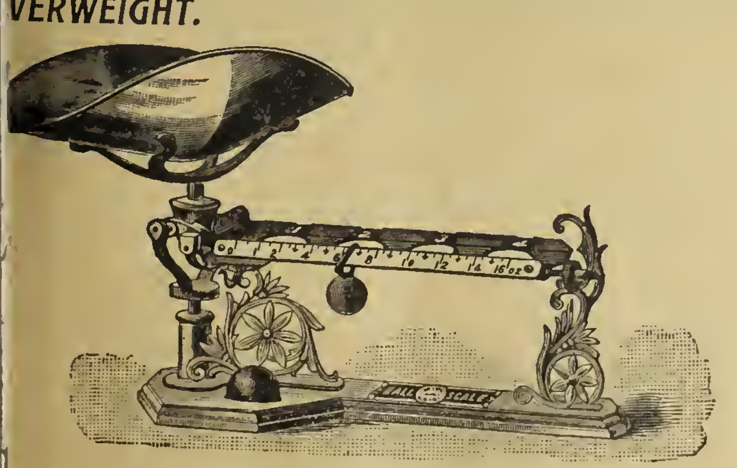
Three Star A, for confectionery.....	2.60
Five A, for confectionery.....	2.70

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—	
4 doz. in barrel.....per doz.	.92½
1 " case..... "	.95
Karo, 10 cent size, 2 doz.....per doz.	.85
Karo, 25 cent size, 1 doz.....	2.20



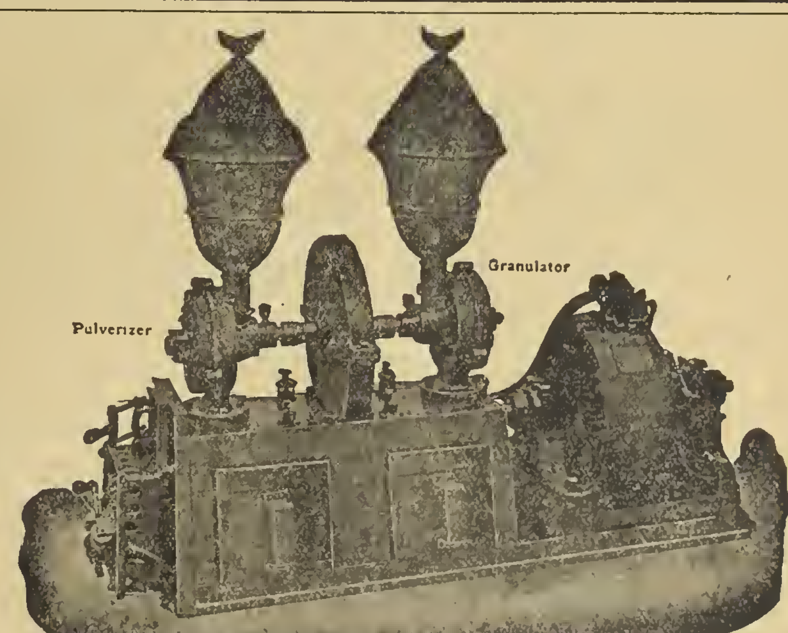
Troemner's No. 151 B, "AGATE" Bearing Scale, sensibility 32 oz. Leaves your profit in the bin every time. NO OVERWEIGHT.



Troemner's No. 44, "BALL" Scale

STANDARDS OF EXCELLENCE

USED BY ALL LEADING GROCERS



TROEMNER'S

New Electric Coffee Mills

The ONLY successful machine of the kind on the market. PULVERIZING and GRANULATING coffee as it should be done.

FAMOUS "STAR" COFFEE MILLS
STEEL and AGATE BEARING GROCER SCALES
TEA, COFFEE and SPICE CANS and BINS

Don't be talked into something "just as good"; there is NOTHING like the GENUINE TROEMNER FIXTURE. WRITE FOR CATALOGUE.

HENRY TROEMNER

No. 911 ARCH STREET — PHILADELPHIA, PA.

J. A. FLESCH & SON 112 Clark Street, Chicago, Ill.

GENERAL AGENTS FOR UNITED STATES

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts.	"	2.25
" " 24 qts.	"	4.00
" " 12 ½-gals.	"	7.00
" " 6 gals.	"	12.00
Maplecane, 8 doz. 1½-lb. cans	per case	3.80

MAPLE SYRUP.

Green Mountain Maple Syrup, doz.		2.40
" " medium, doz.		1.40
" " small, doz.		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz.	3.00
4-oz.	5.25
8-oz.	9.50
16-oz.	18.00
32-oz.	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz.	2.70
2-oz.	4.50
4-oz.	8.25
8-oz.	15.00
16-oz.	27.00
32-oz.	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.45
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whirlxs, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protector	3.40
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118, Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.40
2, Solid oval	1.60
3, Solid oval	1.80
5, Solid oval	2.20
1, Wire ends	1.30
2, Wire ends	1.50
3, Wire ends	1.70
5, Wire ends	
Picnic Plates, 8 inch	
Picnic Plates, 9 inch	

Crates contain 150 each.

CLOTHES PINS.	Per box.
5 gross	.50

EGG CRATES.

Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.25
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.	Per
Battle Ax	.3
Deer Skin	.3
Gold Rope	.5
Jolly Tar	.3
Newsboy	.3
Old Honesty	.4
Piper Heidsick	.6
Spear Head	.4
Standard Navy	.3
Toddy	.3
Vinco	.3
Town Talk	.2

SMOKING TOBACCO.	Per
Briar Pipe	.3
Duke's Mixture	.3
Greenback	.3
Green Turtle	.2
G. & A. Navy, 3½ oz.	.3
Honest	.3
Polar Bear	.3
Ripple	.3
Sensation	.3
Wild Rose	.3
Brown-Holland Pipe Tobacco, 1½-lb. cartons, 1½-oz. packages	1.1

YEAST CAKES.

Compressed, per doz.	
Magic, 1½ doz. packages, per box,	
Yeast Foam, 1½ doz., per box	

A Food Product For Leather

A patent leather polish that will really shine brilliantly, and yet save instead of spoil the leather, is a thing that will sell as staply as bread. And a grocer or a general storekeeper can sell it just as well as a shoe dealer.

Superb Patent Leather Paste makes old patent leather look like new, and it will go far to keep it from getting old. It actually feeds the leather and makes it lustrous and pliable. The shine is water-proof, too.

Large size, per gross, $9; Medium size, per gross, $5

Whittemore Bros. & Company

The Oldest and Largest Manufacturers of Shoe Polishes in the World

20-22-24-26 Albany Street ✦ Cambridge A, Mass.

If 1000 Retailers in Philadelphia Recommended Us, Would YOU Believe in Us?

One of the hardest propositions which confront the retailer is to turn their bad debts into cash. Lots of them have tried different collection agencies, paid retaining or subscription fees and got no results; so it is hard to convince them that **any one** can help to bring the beats to book.

We show you how to **collect your own** accounts; nobody handles your money but **you.** We can give you the names of a thousand merchants in Philadelphia whom we have shown how to get money due them which had been charged off long before they heard of us.

It costs you nothing to find out what our plan is—can you afford **not to?**

The Consolidated Law Association, Inc.

1325 SOUTH FIFTY-EIGHTH ST., PHILADELPHIA, PA.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLIV. PHILADELPHIA AND NEW YORK, NOVEMBER 11, 1907. NO. 20.

Contents.

PAGE

etail Grocer Gets Another Bang..... 8
annonsburg (Pa.) Grocers Themselves Go After Adulterated Food..... 9
he Salt Industry of Ohio..... 9
he New York Letter 10
ditorial..... 12
Forcing a Jobber's Generosity.
The Wrong Time to Act.
The Cash Basis.
Resolutions Against the Tobacco Trust.
till Fighting Benzoate of Soda..... 13
egal Department..... 14
orrespondence 14
nported Swiss Milk Chocolate Loses Trade..... 15
he Grocery Markets 16
ndividual Market Reports..... 17
larket Notes..... 18
he Science of Advertising..... 19
ennsylvania News Items..... 19
Window Dressing for Grocers..... 20
ots from a Jobber's Note Book..... 21
ust the Little Retailer Go?..... 22
seful Facts About Groceries..... 23
ssociation News 23
Heart-to-Heart Talks with Grocery Clerks..... 26
he Stroller's Column (Contributed)..... 27
The History of Some Copper Stock.
ood Live Schemes for the Holidays..... 29
wo-Minute Sermons for the Retail Grocer..... 30
Want Department..... 31
altimore Prices-Current..... 33
New York Price-List..... 34
"Grocery World" Prices-Current..... 35

Index to Advertisements.

PAGE

"Advertising World"..... 25
American Can Co..... 15
Anker's Boullion Capsules..... 25
Arbuckle Bros..... 44
Atmore & Son..... 44
Atsatt Bros..... 25
Babbitt, B. T..... 13
Baker Co., The Franklin.....Cover 1
Baltimore Manufacturers' Advertising Association..... 6
Barber & Perkins 10
Beardsley's Sons, J. W..... 5
Bell & Sons, Samuel..... 41
Bennett Register Co., The..... 20
Bishop, R. W. 25
Bower & Co., John..... 45
Bown Bros. 36
Bradstreet System, The 31
Brown & Co., P. F..... 24
Buchan's Soaps Corporation..... 23
Buckley, Elton J.. 8
Butler Brothers..... 27
Carter & Williams..... 32
Cauchois & Co., F. A..... 26
Chalmers' Sons, James..... 40
"Collier's Weekly"..... Insert
Corn Products Mfg. Co. 39
Cowan & Sons, H..... 36
Crescent Mfg. Co..... 16
Croft & Allen Co..... 38
Daetwyler & Co., R..... 32
Dilliard Remedy Co..... 32
Dixon Crucible Co., Jos..... 4
Durham Display Fixture Co. .....Cover 2
Enterprise Mfg. Co. of Pa., The..... 43
Esterbrook Steel Pen Co., The.....Cover 4
Exton & Co., A..... 13
Fels & Co..... 28

PAGE

Fell Manufacturing Co., E. C. .....Cover 2
Fischer & Co., B. 11
Fleischmann's Yeast..... 32
Forbes, J P. 16
Franklin Sugar Refining Co..... 6
Freihofer Vienna Baking Company..... 5
Fromm & Co., F. H. .....Cover 3
Fulton & Walker Co..... 48
German-American Coffee Co..... 28
Goff & Sons Co., S. B. .....Cover 1, 19
Gold Medal Flour..... 41
Grocers' Printing Co..... 31
Habben & Co., H..... 3
Hagan & Co., Arthur..... 39
Harding & Co., E. E..... 16
Hawkins Sons, B. 19
Hires Condensed Milk Co.....Cover 3
Indexed Coupon Books..... 16
Johnson, A. W..... 22
Kellogg & Sons, H..... 47
Knight Cooking Extract Co..... 25
Lamson Consolidated Store Service Co., 37
Lautz Bros. & Co..... 50
Levering Coffee Co., The 19
Loughery & Co., Jas. J. 41
Lowney Co., The Walter M..... 50
Lutz & Schramm Co..... 25
Maher's Veterinary Hospital, Dr...Cover 1
Manufacturers' Trade-Mark Association, 21
Martindale & Co., Thos..... 36
Mentor Cigarette Co. 39
Miller & England 42
Mince Meat 44
Moneyweight Scale Co., The... 23
Morgan & Cornell..... 46
McCahan Sugar Refining Co., The W. J., Cover 3
McCanna & Fraser Co..... 4
McCaskey Register Co., The..... 38
Nicelle Olive Oil Co..... 25
Oswego Maize Products Co..... 26

PAGE

Paul Manufacturing Co. 4
Pennywash Co 19
Philadelphia Electric Co., The..... 24
Phillips & Co., F. H. .....Cover 3
Quaker City Preserve Co..... 31
Rae's Lucca Oil..... 47
Ralston Purina Mills. 40
Rapid Motor Vehicle Co..... 36
Reeve, James Knapp 45
Ritter Conserve Co., Philip J..... 37
Rogers Silverware Co..... 29
Royal Milling Co..... 41
Royal Specialty Co..... 25
Sauer Co., C. F.....Cover 4
Scott & Co., Inc., John .....Cover 4, 9
Sea Foam Baking Powder Co..... 5
Shafer Co., Jacob C..... 19
Shane Bros. & Wilson Co. 16
Snider Preserve Co., The T. A..... 15
Stickney & Poor Spice Co. 30
Strasbaugh, Silver & Co. 25
Sulpho-Napthol Co., The..... 5
Swift & Co. 47
Toledo Computing Scale Co.....Cover 1
Tongue & Bros., R. E..... 29
Troemner, Henry..... 49
Union Mercantile Agency .....Cover 2
Wagner Co., Martin..... 32
Walker Patent Pivoted Bin Co..... 48
Washburn-Crosby Co..... 41
Weller Co., The J..... 42
Welles & Davis Mfg. Co., The..... 45
Wells & Richardson 19
Whittemore, Bros. & Co..... 15
Wilde, Carl .....Cover 3
Wilde's Sons Co., Samuel.....Cover 2
Williams & Co., B. L..... 19
Willlams Bros. Co., The..... 47
Wrigley Mfg. Co..... 4
Young & Co., Chas. W..... 20
Young, P. D. F., W. F..... 31

Retail Grocer Gets Another Bang

Last Week "Woman's Home Companion" Accused Him of Keeping a Filthy Store. This Week the "Ladies' Home Journal" Persuades His Customers to Go Over His Head and Buy at Wholesale. Portions of a Remarkable Article by Woman Writer.

The women's papers seem to have joined themselves into a conspiracy against the retail grocer. In the last issue the "Grocery World" republished a portion of an article from the "Woman's Home Companion," informing women consumers that their grocers kept filthy stores and were constantly perpetrating low tricks in order to keep the fact concealed.

Now comes the November issue of the "Ladies' Home Journal" with an article on "How Can We Live More Cheaply." The author is a woman named Mary Mills West. The gist of Mrs. or Miss West's ideas on how we can live more cheaply is that consumers should go over the retailer's head and buy their groceries at wholesale. Her views and suggestions on the subject are interesting in the extreme. Part of them are reproduced below:—

The difficulties of individual wholesale buying may be overcome by some simple plan of neighborly co-operation. There is no need to be alarmed at the word, though it may at first suggest something theoretical and technical. No elaborate organization is required; the only thing essential is a small group of families who will agree to put their lists of staple household requirements into the hands of some one of their number who is willing and able to give the necessary time and thought to the buying. The person selected for this task will add together the amounts of the various items—so much sugar, so much flour, so many dozens of various articles—then go to different wholesale grocers for estimates on the consolidated list. Having secured these estimates, if different qualities are bid upon, she may call a meeting of the contributors to help her in deciding where and what brands to buy; or this may be left to her discretion. It may prove advantageous to divide the bill, if the price is noticeably lower on some articles in one estimate than in another. It is likely, however, that a satisfactory bid can be secured on the entire list, which may be subject to a further discount for cash. As soon as the prices are ascertained the bill of each contributor should be made out and presented at once, for unless the buyer or some other member of the group has sufficient faith and ready money to advance the amount of the whole bill success and harmony will depend upon the individual accounts being paid in advance. The buyer will soon find where she can purchase to best advantage, so that after a little experience it will not be necessary to ask for competitive bids except at long intervals.

* * *

The simplest form of co-operative buying is where one person takes all the initiative by purchasing some article at wholesale and dividing with one or more neighbors. A 60-pound box of dates, for example, may be bought at about one-half the retail price, but is a larger quantity than one family is likely to use all winter. By sawing such a box in two in the middle two families may enjoy the benefit of the wholesale price. Another neighbor bought a whole crate of oranges—large, luscious fruit, which at retail would have cost 35 cents a dozen—for $4. As there were about eighteen dozen oranges in the crate the cost was about 22 cents a dozen, a saving of 37 per cent., in which several of the purchaser's friends were glad to participate. It would be no more than fair in such cases as this for the person who assumes all the trouble and risk to compensate herself in some degree by selling to her neighbors at a slight advance over the wholesale price; there will still be a considerable gain to each consumer as compared with the retail price. Or a group of neighbors might arrange to buy one article each at wholesale from time to time, dividing with each other at cost.

Of course, wholesale buying is not equally feasible for all kinds of supplies. In determining what things it is best to buy in large quantities the first thing to be considered is their keeping qualities. Perishable goods which have been in cold storage deteriorate rapidly when taken out, and are not to be recommended for wholesale purchase, at least by individual families. On the other hand, there are some things that improve with age, and these should always be bought in quantities. Soap, for example, wastes away rapidly if used soon after it comes from the factory, so there is a double economy in getting it by the case and letting it dry out thoroughly before it is used. Several brands of soap in common use which retail at 5 cents a cake can be had in boxes of 100 cakes at 4 cents each, a saving of one-fifth, besides the great economy in use; while soap powders, which retail at 5 cents a package, sell at 45 and 48 cents a dozen packages, a gain in one case of twenty-five, and in the other of twenty per cent.

* * *

After some inquiry among my friends and neighbors I have learned of only two families who actually avail themselves to any considerable extent of the advantages of wholesale buying. One of these families lives in Washington, and the other in Philadelphia. My Washington friends of the storage-closet buy several hundred pounds of sugar at a time, paying 4½ cents a pound when their neighbors are paying 5 cents. They buy green coffee by the sack, at the rate of about 15 cents a pound, and I can testify that it is of excellent flavor. Canned goods of all sorts they buy by the dozen, or by the case of two dozen cans, at a considerable discount; condensed milk by the case of three dozen cans, at about 7 cents a can—a saving of 30 per cent. They have discovered an excellent brand of gelatine which costs 35 cents a pound. As the ordinary 10-cent package of gelatine contains only 1 ounce the price in bulk is less than one-fourth the retail price of practically the same article in a slightly different form. Among the other articles which this family finds it worth while to buy in quantities are cornmeal by the peck, baking powder and cocoa in 5-pound lots, starch and soda by the box, salt by the peck, and vanilla flavoring extract by the dozen bottles. Figs are bought in 10-pound boxes at about 7 cents a pound—less than half the retail price; and an occasional ham of a quality which retails at 20 or 25 cents a pound is bought whole at less than 12 cents a pound.

The Philadelphia family buys its sugar in hundred-pound lots, and its salt by the dozen small sacks, of the kind which usually retail at 5 cents, for 42 cents a dozen or 3½ cents apiece. This family buys roasted coffee, so that wholesale buying is out of the question; yet in 5-pound packages a 38-cent coffee is obtained at the rate of 35 cents a pound. In the case of tea something of the advantage of wholesale buying is enjoyed in getting only 2 pounds at a time; for 2 pounds of the best Oolong costs only 70 cents. Last November this family bought 8 bushels of potatoes at 70 cents a bushel; before the supply was exhausted the current price had risen to $1 a bushel. A 50-pound tin of lard, also purchased in November, cost 11½ cents a pound; the retail price was 13 cents for a time, but then rose to 15 cents. Ten-cent packages of raisins are bought by the dozen for 90 cents, a saving of one-fourth; on currants the saving is about the same. Canned goods are bought by the case at a decided gain. This family has also discovered that brooms come in bunches of six at a $1.20 a bunch; as the same brooms retail at 25 cents each this represents a saving of one-fifth. Matches are bought by the dozen boxes at one-fourth less than the price for one box. The experience of this family shows that it is not always necessary to go to a wholesale grocer in order to get the benefit of wholesale prices, though slightly better figures could probably be obtained by so doing.

* * *

The price-lists of mail-order houses sometimes show comparatively slight differences between the wholesale and retail prices, but this is because by selling directly to the consumer these houses eliminate middlemen's profits on both large and small quantities, and need to charge only a little more for goods in small packages to pay for the extra trouble of handling them. These mail-order catalogues are interesting exhibits, and may often help the consumer to avoid paying excessive prices on staple goods to a local retailer. The freight or express charges are often paid by the merchant when goods are bought to a certain amount.

Coffee, tea, dried fruits and many other articles can often be bought by mail to advantage.

Olive oil is another article which connoisseurs sometimes prefer to order from some well-known firm rather than trust to the taste of a local retailer. Olive oil affords an excellent illustration of the difference in price between small and medium packages. For $2.50 one may buy a gallon of an excellent brand of imported oil, which costs 25 cents for a small bottle purporting to hold half a pint, but actually containing only 5 ounces. As there are 16 full half-pints to a gallon the gain in buying the larger package is something like 40 per cent. For those to whom a gallon is too much to buy at one time there is considerable saving in buying oil by the half-gallon or quart, especially if it is purchased in tins to avoid the large "thumb" so commonly found in the bottoms of bottles, displacing an appreciable amount of the liquid. Maple syrup is another commodity which should be bought in tins rather than in bottles, and preferably by the gallon rather than the quart.

In connection with the article appears a list of wholesale prices of staple groceries compared with the retail, purporting to show the savings. The list is as follows:—

Ammonia, 8 cents a bottle, 90 cents a dozen.

Ammonia, 10 cents a bottle, $1.10 a dozen.

Apricots, 12½ cents a pound, $2.88 for 25 pounds.

Apricots (evaporated), 18 cents a pound, $4 for 25 pounds.

Bacon, 18 cents a pound sliced, 12 cents in strip.

Brooms, 25 cents apiece, $1.20 for half dozen.

Blue (laundry), 9 cents a box, $1 a dozen.

Butter, 30 to 35 cents a pound, 22 cents a pound for 20 pounds.

Cheese, 10 cents a jar, $1 a dozen.

Chicken (boned), 30 cents a can, $3 a dozen.

Chocolate, 27 cents a pound, $3.12 for 12 pounds.

Coffee (whole, green), 25 cents a pound, 15 cents a pound.

Coffee (whole, browned), 28 cents a pound, $2.65 for 10 pounds.

Coffee (whole, browned), 35 cents a pound, $3 for 10 pounds.

Coffee (whole, browned), 38 cents a pound, $3.30 for 10 pounds (larger quantities cheaper).

Cocoa, 25 cents a half pound, $2 a dozen.

Corn, 10 cents a can, 90 cents a dozen.

Corn, 15 cents a can, $2.10 a case (2 dozen).

Crackers, 10 cents a pound, 7½ cents a pound.

Currants, 10 cents a package, 90 cents a dozen.

Dates, 10 cents a pound, $2.80 for 60 pounds.

Figs, 15 cents a pound, 7½ cents a pound.

Gelatine, 10 cents a package, $1 a dozen.

Green Gages, 18 cents a can, $2 a dozen.

Ham, 25 cents a pound sliced, 12 cents a pound whole.

Lard, 11 cents a pound, $1 for 10 pounds.

Lye, 10 cents a can, $1 a dozen.

Mackerel, 20 cents a pound, $1.45 for 8-pound kit.

Matches, 5 cents a box of 500, 45 cents a dozen boxes.

Macaroni, 15 cents a package, 10 cents a pound in bulk.

Nuts, 12½ cents a pound, $5.50 for 50 pounds.

Nuts, 20 cents a pound, $8.50 for 50 pounds.

ELTON J. BUCKLEY
Editor "Grocery World"
Attorney and Counsellor at Law
730-731 Drexel Building, Philadelphia, Pa.
Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

Oil (olive), 25 cents a half pint, $2.50 a gallon.
Peas, 10 cents a can, 90 cents a dozen.
Peas, 20 cents a can, $1.90 a dozen.
Peaches (evaporated), 18 cents a pound, $4.20 for 25 pounds.
Peaches (canned), 20 cents a can, $2.25 a dozen, $4.40 a case.
Pears, 20 cents a can, $2.25 a dozen.
Plums, 18 cents a can, $2 a dozen.
Raisins, 10 cents a package, 90 cents a dozen.
Rice, 10 cents a pound, 6 to 7 cents a pound.
Salmon, 15 cents a can, $1.30 a dozen.
Salmon, 20 cents a can, $2 a dozen.
Salt, 5 cents a sack, 42 cents a dozen.
Sardines, 12½ cents a can, $1.35 a dozen.
Soap, 5 cents a cake, $4 for 100.
Soap Powders, 5 cents a package, 45 to 48 cents a dozen.
Soda, 5 cents a package, 50 cents a dozen packages.
Soups (canned), 10 cents a can, $1 a dozen.
Starch (lump), 5 cents a pound, $2 for 50 pounds.
Stove Polish, 5 cents a package, 45 cents a dozen packages.
Tomatoes, 12 cents a can, $1.35 a dozen.
Vanilla, 25 cents a bottle, $2.55 a dozen.

Cannonsburg (Pa.) Grocers Themselves Go After Adulterated Food.

Plans of Live Retail Grocers' Association at Above Town. Carbondale Grocers to Establish Building and Loan Association.

Special correspondence of "Grocery World."

Erie, Pa., Nov. 7, 1907.

James Foust, Dairy and Food Commissioner of Pennsylvania, gave a very interesting talk to the members of the Retail Grocers' Association of New Castle and vicinity at their last meeting.

The business men of Homestead celebrated Hallow-een on October 31st. Prizes were awarded to the amount of $200. Secretary O. T. Hill was awarded first prize on decoration of his grocery wagon. This was Homestead's first attempt, and proved so successful that it will be continued next year.

The Business Men's Association of Carbondale admitted eight new members at its last meeting, and has now a membership of 101. Arrangements are being made for an annual banquet. The association is also considering the establishment of a building and loan association.

The Merchants' Protective Association of Cannonsburg has applied for a charter, and will hereafter be known as the Canonsburg Business Men's Association of Cannonsburg, Washington County, Pa. A committee of grocers is doing excellent work in the detection of adulterated foods and persons peddling decayed fruits within the borough. Care is used to see that all peddlers have obtained their licenses. The work of the organization has decreased credits at least 40 per cent.

A. M. Howes,
State Secretary.

The Salt Industry of Ohio.

"Grocery World" Staff Correspondent Visits Plant of Cleveland Salt Co., and Describes its Tremendous Scope. How Butterine is Made.

Special correspondence of "Grocery World."

Cleveland, Ohio, Nov. 7, 1907.

I wonder if you or many of our constituents know how we get most of our salt? I am free to admit that my ideas on the subject were very hazy until I met Mr. G. L. Meade, the secretary and general manager of the Cleveland Salt Co. Mr. Meade is a most genial and well-informed gentleman, partially explained by the fact that he is a native of Philadelphia.

I learned from Mr. Meade that some 2,000 feet under the surface of practically the whole State of Ohio lies a strata of rock salt some 75 feet thick. The Cleveland Salt Co. has built a plant covering five acres, at each corner of which they have sunk wells to the salt. Into these wells two pipes are run three inches in diameter. Hot water is run down one of them to dissolve the salt and it is then brought to the surface through the other in the form of brine. This brine is put through a series of processes which climax in the salt which finds its way to our tables.

This company brings to the surface, refines and ships from 350 to 400 tons of salt a day. As the brine only yields a small percentage of pure salt, you can imagine the enormous quantities of it that must be handled by their complicated machinery.

The plant is kept working day and night and Sundays, and despite its mighty capacity the company is able to fill only about 50 to 75 per cent. of its orders.

My ideas about Butterine have undergone a great change since my visit to the plant of the Capital City Dairy Co., at Columbus, Ohio. I should never hesitate again to eat their "Purity" butterine. In fact, I would much rather eat it than a great big percentage of real butter which I have had set before me during this trip.

I have visited many plants, but have yet to see one which excels this for immaculate cleanliness, and I have seen mighty few which even aproach it. The floors and walls of the whole place are scrubbed every day with hot water. Every workman is spotlessly clean. Car after car of pure cream coming from the company's own dairies comes to the plant every day and is mixed with the pure beef product. It is worked just as the farmers' wives work it, except that much greater consideration is given to sanitary conditions. It is then pressed into pounds, wrapped in white paper and packed in new cases lined with white paper.

No one, no matter how particular, should hesitate to eat "Purity" butterine after they had seen it made.

It occurs to me that it might be a good idea to pass some laws compelling butter creameries to keep their plants as sweet and clean as that of the Capital City Dairy Co. and to manufacture their product with the same scrupulous attention to sanitary conditions.

C. M. Wessels.

STATE HOUSE

CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

The New York Letter

Oleo Still Selling In New York. Influence of Financial Trouble.
New French Fish Product. Clerks Move For Shorter Hours.

Special correspondence of "Grocery World."

New York, November 8,1907.

Recent events have led to the belief that there is a renewal of the illegal oleomargarine trade in New York and agents of the State Department of Agriculture have been busy this week looking for violations of the law. An arrest in one case is said to have resulted from an accidental revelation. After the sale of oleomargarine was made unlawful in this state, several years ago, there were for a time many prosecutions of grocers and others. The imposition of fines and the sending of one man to prison, were effective, and the sale of the prohibited product practically came to an end for a time. Every now and then the possible profits tempt some men to run the risk of dealing in imitation butter.

Eighteen cases of oleomargarine were seized Monday by Acting Commissioner of Agriculture of the State, Henry H. Kracke, and Internal Revenue Officers Moore, McOmber and Long, at 172 Chambers St. Frederick Schaeffer was arrested, charged with having unstamped oleomargarine in his possession. He was later arraigned before United States Commissioner Shields and held in $1,000 for further examination.

Mr. Kracke said that he was recently in a downtown restaurant where he found oleomargarine on the table. From the proprietor he ascertained that Schaeffer had sold the oleomargarine.

Schaeffer, the officers say, claimed that he was working for a man named "Williams," but was unable to give "Williams'" address. A boy found working on the premises said that he received his salary from Schaeffer.

The account of Mr. Kracke detecting the oleomargarine while he was eating lunch, does not give all of the sources of information which came to the authorities. It is said that former employes of concerns handling the article have also supplied information that is deemed to be important.

The authorities say that the temptation to sell oleomargarine is like that to sell liquor without a license. In most of the cases the dealers have been careful to pay the federal tax, so that their only liability came under the state law.

The authorities also say that few retail grocers now take any chance of getting into trouble by selling oleomargarine and any business of the kind may be generally traced to a supposed wholesale dealer or broker. He tries to sell to a few large consumers such as owners of restaurants, stewards and boarding house keepers, who will "keep quiet," just as in the case of the customers who buy liquor from an unlicensed store.

* * *

Queer results and annoyances of many kinds are naturally arising out of the banking situation. One of the best known retail grocers in the city sent a check, drawn on a bank which had for the time suspended payment—he did not know it—and the check was protested, although the grocer would have drawn on other banks in which he has accounts, if the holder had only sent it back to him. It was the first time in a long career that a check of the grocer had been protested and he was a pretty angry merchant. The small manufacturer in another city who allowed this to happen will lose some trade from the retailer.

The use of bank checks instead of cash in paying employes, has been confined, thus far, to a few concerns, but the grocers realize that if the practice should spread, as it is said to have done in the west, they must be prepared to make the best of it. If employes get checks instead of money they will look in many instances to the grocer to accept the checks for goods and to pay the balances in cash. This will increase the strain on some grocers' capital before they pass on the checks to jobbers or manufacturers.

Groceries Cheap NOT Cheap Groceries

Peninsular Milk (LIMITED QUANTITIES ONLY), 4 dozen	per case,	$4.45
Star Milk (LIMITED QUANTITIES ONLY), 4 dozen	per case,	4.45
Fancy New New York State Pea Beans, about 2½-bushel grain bags (no charge for bags)	per bush.,	2.40
Belle Rose Brand Fancy New New York State Corn, single cases, 2 dozen	per doz.,	.87½
5 or 10-case lots or over	per doz.,	.85
Potomac Brand Fancy Maine Style Corn, single cases, 2 dozen	per doz.,	.77½
5 or 10-case lots or over	per doz.,	.75
Extra Quality Long-Cut Sour Krout, 50-gallon tierces	per tierce,	6.20
15-gallon kegs	per keg,	2.40
We here offer better quality, greater quantity and lower price on High-Grade Sour Krout than you will find elsewhere on the market.		
Fancy New York State Full-Cream Cheese, our CREAM RIDGE Brand, flats, 35 to 38-pounds average, fine, bright, clean stock, paraffined, rich and mild, no better cheese to be had at any price	per lb.,	16.
National Brand Cream Chocolate Drops, fresh, 30-lb. pails, single pails	per lb.,	.09⅝
5 or 10-pail lots	per lb.,	.09½
Forest King Brand Fancy New Coast-Packed Seeded Raisins, 36 1s	per lb.,	.11½
Admiral Brand Fancy New Seeded Raisins, 40 1s	per lb.,	.10¾
Not-A-Seed Brand Fancy New Seedless Raisins, 36 1s (LIMITED QUANTITIES ONLY)	per lb.,	.10
Gem No. 0 Sun Crimp Lamp Chimneys, 6 dozen in case	per case,	1.44
Gem No. 1 Sun Crimp Lamp Chimneys, 6 dozen in case — NO CHARGE FOR CASES	per case,	1.68
Gem No. 2 Sun Crimp Lamp Chimneys, 6 dozen in case	per case,	2.40
Best quality Sugar-Cured Hams, 13 to 15 average bbls.	per lb.,	.10⅞
Less quantity	per lb.,	.11
Klawack Brand New Pack Pink Alaska Salmon, first arrival of the season 1-lb. tall cans, 4 dozen	per doz.,	1.00
5 or 10-case lots	per doz.,	.97½
New Holland Herring, Mixed	per keg,	.50
New Holland Herring, Melcher's	per keg,	.58
New Medium Scaled Herring, 5 boxes in a bundle	per box,	.14
Best Quality Sugar-Cured Bloaters, 50 fish in a box	per box,	1.05
New Pickled HADDOCK, fine quality, very white fish, about 1½ pounds average to the fish, 200 pounds to the barrel	per bbl.,	5.25

This is the cheapest desirable quality fish food that we know of on the market.

These Prices for This Week Only—November 11th to 16th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

More serious at the moment is the situation as to those who have money tied up in several banks in New York and Brooklyn that have suspended. There are some grocers as well as their customers among the depositors. The general assurances as to the ability of the banks ultimately to pay in full does not help pay bills just now, but it is supposed that, with the possible exception of one or two of the smaller banks, arrangements will soon be made so that depositors may get at least some of their money.

Even as to the action of the savings banks in requiring 30 days' notice from depositors—while everybody agrees as to this being entirely proper—still it bears a little on the resources of grocers as well as other merchants by increasing the demands upon them for credit.

It is also observed that some of the people who are always ready to defraud a grocer, are taking advantage of the situation to ask for credit and tell of their money being locked up in a bank, although they have not a dollar in it. The possibility of bad checks being put in circulation is also kept in view by the wise grocer who makes sure as to the identity of the people from whom he accepts these substitutes for cash.

As one of the large western milling companies has insisted on the grocery jobbers paying old accounts before new orders are accepted, some jobbers have passed the thing along by requiring cash from the retailers on orders for this company's flour. This doubtless curtails the sales and the jobbers rather think that the millers will show a little more forbearance after a time.

* * *

Small mackerel, eight or ten to the can, put up in oil, in tomato, lemon and other sauces, are among the new articles recently imported from France, and it is said that the scarcity of the sardine crop led to the use of these little fish as substitutes. Other new delicacies also show the ingenuity of the packers abroad and possibly reflect also the influence of the food law in requiring that the labels be specific in describing the contents of each can.

* * *

The movement of the Retail Grocery Clerks' Association to obtain shorter hours for themselves and their employers is getting aid in various ways. The La Fayette Avenue Presbyterian Church in Brooklyn last week indorsed the position of the clerks and asked that all members of the church refrain from buying groceries after 7 P. M. It was set forth that 40,000 men in the stores of New York would get the benefit if everybody bought their groceries before the hour mentioned.

* * *

An involuntary petition in bankruptcy was filed Wednesday against Isidor Perlberg, a wholesale dealer in butter and eggs at 848 Washington street, who began business two years ago and whose present assets are estimated at $2,000.

* * *

Wm. Siebern & Co. are opening a new store at Nostrand avenue and Clarkson street, in Brooklyn. This is a growing section, in which from 40 to 50 new stores have been built, within a few blocks, during the present year, and all the stores, including groceries, which have already been opened, are prospering.

* * *

In opening a new candy department in his Vesey street store today, L. J. Callanan, for the first time in his long career as a grocer, announced souvenirs in the form of little boxes of exquisite confections given to his customers. He also printed and distributed a statement telling why he would not sell Huyler's candy. He learned that he could obtain a full line of Huyler's candies only by agreeing to sell no other kinds of candy. Without such an agreement he could get from Huyler only the "specialties." So he decided not to sell any Huyler candies, but to have full lines of high-grade candies of other manufacturers.

FRED. A. MCGILL.

You Need Fish and Cheese,

I am prepared to supply you with the best quality of all kinds of foreign fish and cheese. My Holland and Scotch Herring, Norway Mackerel and Anchovies are the nicest stock I have ever imported, the same is true of Ementhaler Swiss Cheese. It will pay you to consult me before buying, Carl Wilde, 357 N. Second St., Philadelphia.

Have you taken advantage of that 70 per cent. profit proposition of ours? A great many grocers have done so and we want to hear from you. All of Goff's remedies are standards and are sold by more than 14,000 grocers. Write to S. B. Goff & Sons Co., Camden, N. J.

WE CAN GET YOU ORDERS

We knew when the repeat orders came in from the hotels for **Hotel Astor Coffee** that we had a blend that would succeed anywhere under all conditions.

Because if a coffee can succeed with the high-grade New York hotels it can succeed anywhere.

We make and sell many brands of coffee, but we're a bit fonder of **Hotel Astor** than any other. It is truly a delicious blend and there isn't one chance out of a hundred that it won't make the same hit with your trade that it has everywhere else.

We have a special plan getting you orders for **Hotel Astor Coffee**—may we tell it to you?

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

Grocery World

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It is a great pity that some retail grocers so often unthinkingly put themselves in a position to merit the contempt of business men of a larger scope with whom they come in contact.

Forcing a Jobber's Generosity.

For instance, a Philadelphia jobbing house has, or rather had, a retail customer who bought an occasional small bill, but who paid for it promptly, and in other ways presented all the earmarks of an intelligent business man.

In payment of his last bill, this retailer sent a check from which he had made a deduction of 50 cents—"to pay for two tickets for a supper which was to be given by the grocer's church"! Naturally the jobber returned the check, with the statement that he did not want the tickets and would not pay for them. The retailer remitted another check, this time in full, but since that time has purchased no more goods there.

Now, the principle here is not whether the jobber should or should not have considered it good business to contribute 50 cents toward a supper in which a customer was interested. The question is whether he should have submitted to being held up for it. For when that grocer, arbitrarily and without authority, deducted half a dollar from an undisputed debt due, he held the jobber up—literally took money from his pocket. Naturally not with the slightest flavor of dishonest motive; for all the "Grocery World" knows the retailer in question is as honest as the sun. But the result was precisely the same—the jobber was deprived of a sum of money without his consent. It would have been perfectly regular to ask the jobber to contribute, but to force him to, willy nilly, was wholly without excuse.

The Wrong Time to Act.

The National Retail Grocers' Association and other grocers' organizations have recently busied themselves with the problem how the retail grocer could practicably raise his prices so as to get back his old profits. It seems to have been conceded that an unduly large part of the recent advances in food prices has come out of the grocer's profits, he being unwilling or unable to pass along to his customer all the advances that came to him.

For this generosity toward the consumer the grocer is deserving of appreciation, and the first installment thereof is meted out to him in an article in the November number of the "Ladies' Home Journal," portions of which appear elsewhere. The title of the article is "How Can We Live More Cheaply?" and the answer to the question, which the article itself supplies, is, "ignore the retailer and buy groceries of the jobber." The "Ladies' Home Journal" is supposed to be read by 5,000,000 consumers, all of whom, in return for his exacting from them, for probably one year, much smaller profits than he could decently expect to get, are asked to concertedly follow a plan which if carried out will inevitably destroy his business.

The retailer's grievance here does not lie so much in the suggestion for co-operative buying which will leave him out, as in making the suggestion at this time, just after he has borne a burden which belonged to his customer. With co-operative buying among consumers grocers must take their chance. If it is legitimate for grocers to buy co-operatively to eliminate the jobber, as grocers are doing in a hundred places, equally legitimate is it for consumers to buy co-operatively to eliminate the retailer. The two movements belong closely together; they are logical, consecutive steps in the campaign which seeks the elimination of *all* middlemen. The retailer can take his chance with co-operative buying when it comes, just as the jobber is taking his chance with it now. What he has a right to complain of at this time is simply of the scheme to squelch him while his shoulders are still bending under the *consumer's* burden.

The Cash Basis.

J. K. Armsby, the widely known broker and commission merchant, gave an interview to one of the New York papers last week on the influence of the financial squeeze upon the grocery business. In the course of this he said:—

> One of the immediate effects of the conservative policy of conducting the grocery business that has been brought into being by recent events will be the contraction of credit. The average time between the date of shipment of goods and the day when the jobber counted upon getting his money from the retailer has heretofore been ninety days. I think we are going to see that time cut to thirty days. The retailers' and the country stores will also contract their credits and this will mean bringing business practically to a cash basis, which will be an excellent thing for all concerned. Long credits encourage speculation and induce people to buy more than they need. With business on a cash basis the buyer is compelled to be careful in his ventures and overtrading is prevented.

Anything which speeds the day when business will be done for cash is a public boon, no matter how much worse than the disease the remedy seems at the time. There is one thing certain: The hotter grows competition, the more remote becomes the prospect of a general cash basis. For such a revolution could only come from unity of purpose on the part of merchants, and for this unity competition, that is, competition beyond a certain point, is the antidote always.

Still, the "Grocery World" has every reason to believe that eventually the cash basis will come.

Resolutions Against the Tobacco Trust.

The St. Paul (Minn.) Retail Grocers' Association has adopted resolutions denouncing the American Tobacco Co. for its efforts to subsidize wholesale grocery salesmen into pushing Trust tobaccos to the exclusion of other brands. This impresses the "Grocery World" as a peculiarly weak attitude to take in the premises for two reasons: The first is that ten thousand resolutions a minute might strike the Tobacco Trust but would glance harmlessly off its elephantine hide without being felt. Second, there is only one effective way of blocking the Tobacco Trust's scheme, and that lies in preventing the subsidizing of salesmen from having any result. In other words, refusing to buy Trust tobaccos from the subsidized salesmen. Unless the plan is to follow the resolutions the resolutions are, as stated, impotent, and if such a plan is to be followed no resolutions are necessary.

Beans from Florida are among the newest lines to come forward. The price ranges from $1.50 to $2 per basket of one-third barrel. The quality is good and the demand fair. The price is too low to make present shipments profitable to growers.

Free to "Grocery World" Readers

The "Grocery World" has on hand about five hundred copies of a book on window dressing, originally published by Sprague, Warner & Co., of Chicago, Ill. It was originally intended to use the book as a premium, but after inspection it was considered scarcely good enough, and since that the copies have lain on our shelves because of uncertainty as to what use to make of them. It must not be assumed that the book is worthless—it has a number of good things in it, but is scarcely up to what the "Grocery World" thinks such a book should be.

Now we propose to give a copy to any subscriber who may want it, free of all cost save the postage of seven cents.

Send seven cents and the book is yours.

Still Fighting for Benzoate of Soda.

nother Meeting of Manufacturers Before Federal Food Board. Two Large Associations Argue That Use of Benzoate as a Preservative is Imperatively Necessary, While Two Concerns Say It is Not Necessary, and Argue Against Its Use. National Food Manufacturers' Association Files Brief.

ecial correspondence of "Grocery World."
Washington, D. C.,
Nov. 8, 1907.

There was a spicy time at the fice of the Secretary of Agriculre on Tuesday, when a further id very spirited discussion was id before the Federal Food oard, together with Secretary of griculture Wilson, upon the ill mooted question whether the e of benzoate of soda shall be rmitted after this year. Pickle, reserve and catsup manufacrers were present. Some ought benzoate should be alwed, while others took the potion that it should not be.

The chief petitioner for the ntinued use of benzoate was the ational Pickle Packers' Associaon, which was represented by an torney. The attorney was the st speaker. He said his clients mprised about sixty firms with combined capital of $100,000,o. His people believed in pure od and would stop the use of nzoate to-morrow if they ought it harmful. They did not ink so, however, and contended at there was an entire absence evidence that benzoate had er harmed any one. The atrney discounted Dr. Wiley's periments, which were said to ve revealed a harmful quality benzoate, on the ground that e subjects knew they were ing dosed, and were therefore prehensive, which had its effect on their health; and also on the ound that the benzoate was not ministered by Dr. Wiley as it ould be in food. The attorney id if benzoate were not permitd most of the members of his sociation would be forced out of siness.

The next speaker was a reprentative of Heinz & Co., of Pittsrg, who said benzoate was not cessary. He declared that einz & Co. had entirely discontinued its use in all their products, t admitted that some old goods ntaining benzoate were now ing sold. The Heinz concern, said its representative, had discovered a way of dispensing with benzoate, and therefore thought it unfair that anybody should be permitted to use it. Asked by Dr. Wiley if he would disclose to other firms the secret of keeping goods without preservatives, he replied that he would not.

The Columbia Conserve Co. also had a representative present who talked much in the same strain. His firm, he said, had abandoned the use of preservative and found it unnecessary. He contended also that nobody should be permitted to use it if his concern didn't have to. Dr. Wiley also got from the Columbia Conserve man the statement that he would not reveal his secret to other concerns.

Several representatives of the other preserving concerns, who had found no way to avoid benzoate, turned to good account the refusals by both of the above concerns to disclose their methods, by emphasizing to the board the fact that the abolition of benzoate would place a monopoly of the business in the hands of Heinz & Co. and the Columbia Conserve Co.

The president of the London Preserve Co., of Terra Haute, Ind., related to the board the results of several experiments he had made with goods packed without benzoate. He said that tomatoes were selected with great care, washed carefully, cooked in live steam, drawn through porcelain-lined pipes, cooked again in sterilized kettles, bottled in sterilized bottles and corked with sterilized corks. The catsup kept perfectly until opened. Then it began to spoil. Some bottles would keep only forty-eight hours. Others lasted twenty days and a few lasted thirty before spoiling. Some differences were noted between goods preserved with whole spices, goods preserved with acetic acid extracts and goods containing essential oils of spices, but there was little

There Is Only One "Exton"

The "**Exton**" Oyster Cracker has been **the** Oyster Cracker for 60 years! Think of it! For 60 years no other cracker manufacturer has been able to equal the "**Exton**" in quality or in popularity.

To-day it is "**The best known and known as the best**" throughout this broad land wherever oysters are used.

Is not that a good reason why you should be prepared for this season's business by ordering your stock now?

No better value **has** been offered you. No better value **CAN** be offered you, and no better value **WILL** be offered you.

A. EXTON & CO.
TRENTON, N. J.
Pioneer Bakers of the Celebrated Trenton Oyster Crackers Stamped "Exton"

Don't Be Deluded

We admit that there may be a few soaps on which you can make a trifle more profit than you can on **Babbitt's Best.**

But they are neither well known nor of standard quality. There is no demand for them, and the manufacturers seek to tempt you to create their demand by the extra profit.

Don't be deluded. Where have you gained by your extra cent profit, if you have had to spend three times as long talking the unknown soap up? Your time is money.

Babbitt's Soap sells at sight. It is known to everybody, you don't need to spend a minute talking it up, and it pays a fair and decent profit.

Made by
B. T. Babbitt
NEW YORK

uniformity. He was convinced that a little benzoate in catsup at least was necessary, and he thought there should be recognition of difference between products used only occasionally and in small quantities which therefore had to keep a long time and those which were used up at once.

The firm of T. A. Snider & Co., through a representative, also told of some experiments made along the same line. From 10 to 85 per cent. of the goods spoiled in twenty days after opening. A few kept for thirty days. All these experiments were made with carefully prepared apparatus and good material and at varying high temperatures and with different kinds of spices. There was no uniformity in results. Furthermore, the process of fermentation began before the consumer could notice it. This made it important to decide whether it was not more injurious for the consumer to eat fermented goods than preserved goods.

The meeting was closed by some further remarks by the attorney representing the National Pickle Packers' Association, who emphasized the fact that every pickle and preserving concern in the country save two believed it necessary to use benzoate as a preservative.

Shortly after the meeting a brief also advocating the continued use of benzoate was filed with the board by representatives of the National Food Manufacturers' Association. The text of this was as follows:—

> We, the undersigned committee of the Food Manufacturers' Association, desire to call your attention to the vexatious conditions now governing the manufacture of various food products, in the earnest hope that you will, in your official capacity, take such action as you may deem wise and proper to remedy these conditions. Our association comprises about 100 leading manufacturers of preserves, catsups, pickles, cider, soda fountain supplies, bakers' supplies, table condiments, etc.
>
> We are thoroughly convinced of the fact that some preservative is very desirable and absolutely necessary in these food products and that certain harmless colors are desirable, if not essential. We also appreciate the fact that the Food and Drugs Act does not prohibit harmless preservatives or harmless colors. This encourages us in the belief that the legislators responsible for this law did not intend that they should be prohibited by supplemental rulings. We urge you, therefore, not to prohibit the continued use of these articles.
>
> Salt, sugar, wood smoke and condiments, which are permitted by the law, are not suitable or satisfactory preservatives for fruit products and kindred articles. Some preservative must be used and the manufacturers are united in the belief that benzoate of soda is the preservative best adapted for this purpose. It is a natural constituent of many fruits and vegetables and, in the small quantities necessary, is absolutely without injurious effect on the health of the consumer. Many years of practical business experience substantiate this, for none of us has heard of any one being injured by it. This is further confirmed by the ablest authorities we have consulted, whose opinions are based on the most thorough personal investigation.
>
> The manufacturers have, at enormous expense and loss, carefully tested the practicability of every suggested substitute for benzoate of soda, such as refrigeration or sterilization, and under the most favorable conditions, but without success. We have found these methods invariably expensive, unsatisfactory and unreliable. Goods thus preserved will spoil quickly when opened and with greater consequent danger to the consumer than from the use of benzoate of soda. The manufacturers have disregarded labor and expense in exhaustive experiments, in research and in consulting scientists to discover other methods. We have neglected no opportunity to confer with the officials charged with enforcing the food laws.
>
> Millions of dollars have been spent by the National Government for the assistance and instruction of the American farmer, but although the rulings supplementary to the food law have clearly foreshadowed a revolution in the manufacture of food products, yet no alternative means of relief have been offered.
>
> If, as intimated, the use of benzoate of soda is prohibited because of its alleged harmfulness, no proof that it is harmful has been published and no satisfactory method or process has been suggested as a substitute therefor, as was promised us by your department.
>
> To prohibit the use of benzoate of soda without any substitute will paralyze the manufacture of many food products; will cause great financial loss; will throw thousands of people out of employment and will abolish a large market for the growers of fruits and vegetables used in such products.
>
> We confidently believe that you and your department will exert your influence in every legitimate way to avert such a calamity and that, before prohibiting the use of benzoate of soda, you will be prepared to specify some other mutually satisfactory means for preserving such products commercially.

A decision in the matter, which will probably come closer to definitely fixing the status of benzoate than anything heretofore issued, is expected within a short time.

HOLT.

Vita Brand Sardines.

Under the label of Vita Brand, F. H. Phillips & Co., of 444-46 Greenwich St., New York, are putting out the best quality of Norwegian Smoked Sardines, packed in pure olive oil. As only the best of autumn fish and the purest olive oil are used, there can be no question as to the high quality and delicious taste of this particular brand. Grocers who have a trade for good goods will find these to meet their requirements.

Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to

Legal Editor GROCERY WORLD,
927 Arch Street.

Another Chapter in a Limited Price Suit.

The Grogan-Chaffee olive oil case, which has been referred to before in this department has now been finally decided by the Court of Appeals of California. The case, it will be remembered, was brought by a manufacturer of olive oil against a Pasadena retail grocer to compel the latter to sell his olive oil at a fixed price established by him. The lower Court decided in favor of the retailer and the final Court of the state affirms the decision.

Following is the statement of the case:—

> The complaint avers that plaintiff is a manufacturer of pure olive oil, sold for food and other purposes; that he has copyrighted certain designs and words which are placed upon every bottle guaranteeing its purity; that by reason of extensive advertising and rewards offered to any one establishing its impurity a large demand has been created for this brand of oil; that attached to every bottle, can or parcel of said oil offered for sale is the following notice: "The goods contained in this case are sold on the condition, which is made a part of the consideration for the sale of these goods; that the purchaser, if he retails these goods, will maintain my fixed retail price on them, and that if he wholesales them he will sell them subject to this same condition. My fixed retail price for Purity olive oil is $1.35 per can for the half gallon size, and $2.50 per can for the gallon size." The defendant, a grocer, purchased a quantity of oil, each bottle whereof bearing plaintiff's label and was so purchased under agreement that the purchaser would maintain plaintiff's selling price for such oil and not sell the same for a price less than as specified in the notice affixed to such bottles. That defendant, in violation of said agreement, sold a part of said oil at the price of $1.20 per can for half gallons and after notice to desist from sales at such prices threatens to continue the same. That other merchants having seen cut in prices refuse to buy or handle plaintiff's oil, and he has thereby lost many sales which he otherwise could have made but for defendant's acts, to plaintiff's damage in the sum of $1,000, for which he prays judgment.

The decision of the appeal court does not decide the limited-price question finally, because it is based on a technicality rather than the real merits of the case. The Court says in substance that the only sale sought to be restrained by Mr. Grogan was sale at retail, while the plaintiff's briefs contain no allegation whatever that the sale which formed the basis of the suit was at retail. For all the record of the case shows, says the Court, the sale may have been at wholesale and thus unrestricted. Without this proof the case is not complete, and the decision must be for the defendant.

So that while the decision is based on a technicality rather than the principles involved, it is still the law as to limited prices in California until other cases are decided on their merits.

CORRESPONDENCE

Says Fleer & Co. Misrepresented.

Battle Creek, Mich.,
Nov. 1, 1907.

Editor "Grocery World."

Gentlemen:—It has come to our notice that Frank H. Fleer & Company, of Philadelphia, has sent out to publishers of trade journals a statement in regard to the suit we have recently brought against that concern for interfering with our rights.

A restraining order was issued by the United States Circuit Court against Frank H. Fleer & Co., enjoining them from doing the acts we complained of and another to show cause why a preliminary injunction should not issue is now awaiting argument. We have no objections to the facts appearing, but this statement sent out by Fleer contains numerous misstatements.

Yours very truly
TAYLOR BROS. CO., Inc.

* * *

As to the "Woman's Home Companion."

Shamokin, Pa., Nov. 4, 1907.

Editor "Grocery World."

Dear Sir:—It is with pleasure we read your paper every Monday when it reaches us, and we note particularly the always up-to-date stand you take to help business men along.

Your editorial, "Do You Know Your Grocer?" is very just in defending business men. We are certainly being done up by the editor of the "Woman's Home Companion," who in our opinion has very little experience as to the methods used by the up-to-date grocer of to-day. We don't believe there is one grocer out of fifty half as bad as we are made to appear in the "Woman's Home Companion," when we are

accused of preferring to do our business through telephones and solicitors because of our dirty stores.

The business man's success depends upon the greatest number of customers he can get into his store, and that is his aim.

We, for example, are always on the alert in making fine displays of our goods and particularly about cleanliness. If the editor of the "Woman's Home Companion would call at our store we would soon convince him that his article is next to rot.

The "Stroller's" column is always full of good hints and is alone worth the subscription price.

Yours truly,
M. J. HAILE.

* * *

Material for Demonstrations.

Goldfield, Nevada, Oct. 30, 1907.
Editor "Grocery World."

Dear Sir:—Would you kindly furnish me with a list of grocery novelties for demonstrating, especially concentrated food.

Respectfully,
GRACE VAN DAVIS.

Practically all the leading firms in the lines of proprietory food products advertise in the "Grocery World." If this correspondent will go over the advertising pages she will find plenty of manufacturers who would be willing to co-operate with him in making demonstrations.

---

mported Swiss Milk Chocolate Loses Trade.

ecent 25 Per Cent. Advance Causes Heavy Falling Off in Demand. Drop Affects All Imported Brands.

All of the concerns handling imorted Swiss milk chocolate state hat the recent advance in price as greatly curtailed their sales. he advance averaged about 25 er cent. throughout.

It seems to have been the genral experience of importers and ealers that the sales of Cailler's, eter's and Suchard's milk chocoate have fallen off about onelourth since the advance. The oncerns chiefly interested are opeful that by-and-by it will ome back, but the domestic anufacturers are working hard o make hay while the sun shines, nd it is a question whether the nported brands will recover their rade or not.

A weeks' bookkeeping can be done in hour if you use Forbes Indexed Coupon Books.

The Shoe Dressing a Grocer Should Sell

Gilt Edge Shoe Dressing is one of our leading brands. It is as staple in the shoe dressing line as sugar in the grocery line. Any grocer or general storekeeper can build up a trade on it and hold it, for there is no better shoe dressing on earth.

We guarantee **Gilt Edge** to be the only black dressing for ladies' and children's shoes that contains oil. This is important, for a shoe polish that contains no oil will rot and crack leather. **Gilt Edge** softens, preserves and polishes, and all this without brushing. It has a tremendous sale and you ought to have it.

Not only the largest quantity, but the finest quality.

Price, per Gross, $24
$2 per Dozen

Whittemore Bros. & Co.

The Oldest and Largest Manufacturers of Shoe Polishes in the World

20-22-24-26 Albany Street

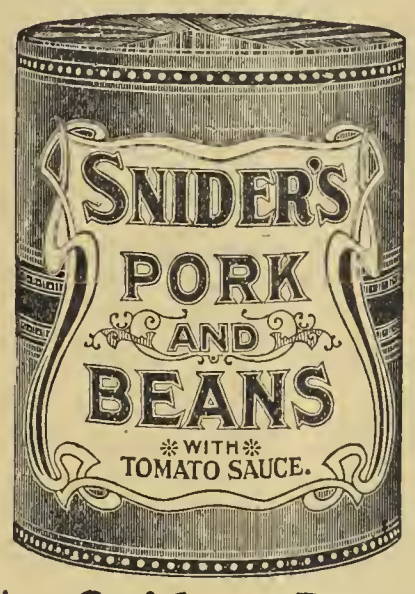
CAMBRIDGE A, MASS.

DON'T WAIT

Write at once to the nearest office and secure the information about the

Special Offer to Retail Grocers on

Snider's Pork and Beans



The T. A. Snider Preserve Co.

Makers of Snider's Catsup **CINCINNATI, OHIO**

NEW YORK OFFICE 105 Hudson St. | BOSTON OFFICE 46 Clinton St. | CHICAGO OFFICE 12 & 14 State St.

You'll Change Your Mind About Wood

If you think wood is the only material to make bins of you should see our

Decorated Compartment Cabinets for Teas, Coffees and Spices

They are made of heavy tin—good American tin of the highest grade, and are cleaner, lighter and more beautiful than any wooden bins you ever saw. Another advantage is that the price is probably lower than you had any idea of.

We make several styles of these, photographically shown in Catalogue No. 4. Why not get a copy and look it over?

American Can Company

New York Chicago San Francisco

MAPLEINE

MAPLEINE

The new vegetable extract with the genuine old-fashioned maple flavor. A product that sells rapidly wherever introduced. Makes **syrup better than maple** at a nominal cost and is most delicious for flavoring candies, cakes, ice cream, puddings, etc. Write us or ask your jobber.

Crescent Mfg. Co., Seattle, Wash.

E. E. HARDING & CO., Agts., Philadelphia

CHAS. W. JACOBS & ALLISON, Agents, NEW YORK CITY

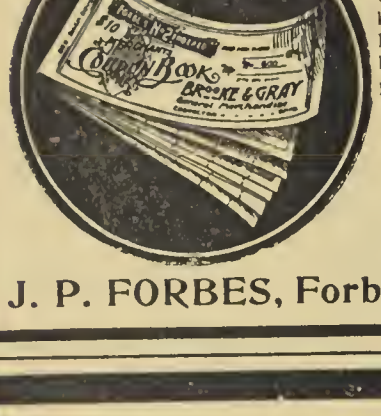
GOING SOME!

THE SALE OF

Forbes' Indexed Coupon Books

FOR OCTOBER INCREASED NEARLY

200 Per Cent.



Over the same month last year. Each month, except one, has shown a decided improvement. THE INDEX, reliability, quality, prompt deliveries, the F. O. B. destination by Express, EXPRESS CHARGES PAID BY US, please old customers and they bring us new ones.

"Have used your books for twelve years. Enclosed find order from N. C. Campbell.
BOYD & LYFORD, Humboldt, Neb."

Books in all sizes. INDEXED. The most convenient made. Relieve you from bookkeeping, forgotten charges and troubles of various kinds. Let us send you free samples. They are waiting for you.

J. P. FORBES, Forbes Building, Coshocton, Ohio

SHOW IT!

Pile Up Your Stock of

DEPENDABLE

MILLBOURNE

FLOUR

where it can be seen. Get the benefit of the advertising. Don't let the other fellow please your customers first. BE QUICK.

SHANE BROTHERS & WILSON CO.

Proprietors

City Offices, 672-686 Bourse, Philadelphia

MILLBOURNE MILLS

63d and Market Sts.

THE GROCERY MARKETS

Tea.

Last Tuesday's holiday has greatly interfered with the activity of the tea market. The demand has been considerably reduced, and taking the week through can be called only fair. There have been no changes in price during the week and no developments of any character. From now on until after the holidays the demand will likely be slack, but no recession in prices is looked for. On the contrary, low grades especially can be expected to advance somewhat as the season advances.

Coffee.

The market for Brazil options was maintained on a steady basis until last Monday, when the liquidation of December options set in and caused a decline of 15 to 25 points. When the market had declined to this extent the speculative came to its support and held the situation on that basis, where it is at the present basis. Actual Brazil coffee shows very little change during the week. What would happen to the market for Rio and Santos coffee if the bankers back of the valorization scheme felt compelled to call their loans and force on the market the coffee held as collateral is an interesting query. The majority of the trade scout the possibility of such a catastrophe, as it would unquestionably split the market wide open and the bankers might after all be the chief sufferers. Mild coffees are very firm. There is no surplus and very light offerings. Java coffee is firm at the last quotation and Mocha is steady.

Sugar.

There have been no developments in the sugar market during the week. Raws are unchanged and dull. Refiners seem to be well stocked up. Refined is unchanged for the week. All refiners are now on the same basis which has ruled for several weeks, the Federal still being 10 points below the market, but nevertheless seeming to have very little sugar to offer. The demand for refined sugar is fair.

Syrup and Molasses.

Glucose remains unchanged for the week. Compound syrup is in fair demand at unchanged prices. Sugar syrup is in moderate demand at unchanged prices. Molasses is in fair demand at ruling prices. No new molasses has reached Northern markets as yet.

Fish.

The demand for fish during the week has been comparatively slack, partly because the trade are supplied for the present and partly because of the high prices. There has been no recession of prices, either in Norway, Irish or shore mackerel, as the receipts are still light. Cod, hake and haddock are all unchanged and in light demand. Salmon is steady to firm and in fair demand. Sardines are unchanged, the imported brands being in light supply and very firm. Domestic sardines are steady, unchanged and in light demand.

Canned Goods.

The tomato market is weak. Not so much because of any condition inherent in itself as the result of the financial squeeze. There has been some talk of offers at 82½ cents f. o. b. during the week, which is a further decline of 2½ cents. As stated there is apparently nothing in the tomato market itself to cause weakness. The largest estimate of the pack which has been heard from any responsible source is 10,000,000 cases, which would justify a strong rather than a weak feeling. The demand for tomatoes is very light. Corn is dull, but strong. Shoepeg and Maine style are both scarce and in good demand at firm prices. As an example, one packer of Maryland corn who opened at 55 cents now asks 8 cents for his surplus. Peas are dull at unchanged prices. Peaches are in light demand at ruling prices. Stocks are light. Apples are now obtainable at $3.25 for New York State gallons, but other holders are still asking $3.50 and some even hold out for $3.75. The demand is fair. The California line shows no change in price and very little business from first hands. Shipments are still very late. The Baltimore line of canned goods is unchanged.

Dried Fruits.

Prunes show a little more demand, but at no advance in prices. The coast people predict an advance, and if the consumptive demand brisks up an advance will probably come. The present de

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

mand, however, is light. Peaches are still low, prices being unchanged. There is some demand for export, which is strengthening the market in the face of a dull domestic demand. Apricots are dull and unchanged. Currants are doing well, but rule at unchanged prices. Raisins are unchanged. Seeded are scarce and very firm. There have been no deliveries of new seeded yet. Loose raisins are dull and weak. Apples are firm and in light demand.

Eggs.

Fresh eggs are very firm at an advance of 1 cent over last week. The arrivals of fresh eggs are very light and there is a ready sale at outside prices for everything which will grade fresh. Storage eggs are unchanged on the basis which ruled one week ago. Stocks in storage are gradually decreasing, although there is still plenty to go around. There is a disposition to keep prices where they are so that stock may be readily moved. The outlook is for unchanged prices both for fresh and storage eggs for the next few days.

Butter.

The butter market shows a further decline of 2 cents for the week, due to the same causes which caused last week's decline, viz., curtailed consumption due to extreme high prices and the fact that certain holders of storage butter had to realize money quickly in order to pay called loans. Since the decline, however, the situation has improved, and the trade now look for a firmer market at higher prices in the near future. The advance may not be over 1 cent per pound, but the market is in a very healthy condition, and the future price depends largely on financial conditions.

Beans and Peas.

Pea beans are quoted at various prices, according to quality. The range is $2.25 to $2.40, which is a decline from previous extreme prices. The supply is still hardly ample for the demand, and on spot stocks are low. Marrows still average $2.25 for old and $2.30 for new. The demand is fair. California limas are unchanged and in fair demand. Split and whole dried peas are both unchanged and active.

Cheese.

The cheese market shows a decline for the week of ½ cent per pound on all grades, due to the falling off in consumption. The extreme high prices have at last had their effect and the result is an instantaneous increase in the supply as compared with the demand and a consequent decline in prices. There may be a slight further decline, but the future depends on consumption. Stocks of cheese are considerably below last year.

Produce.

Sweet potatoes, primes, 50 to 70 cents per basket; culls, 20 to 25 cents per basket, demand fair; Pennsylvania potatoes, 68 to 70 cents per bushel; York State, 60 to 65 cents per bushel; Jersey, 40 to 45 cents per basket, demand fair; carrots, 30 to 40 cents per basket, demand fair; cabbage, $2.50 to $3 per 100, demand fair; yellow turnips, 35 to 40 cents per basket; white turnips, 40 to 50 cents per basket, demand fair to good; beets, $2 per 100, demand fair; yellow onions, 60 to 70 cents per bushel, demand fair; horseradish, $5 to $6 per barrel, 10 to 12½ cents per bunch, demand good; watercress, 2 to 2½ cents per bunch, demand fair; salad, $1.50 to $2 per barrel, demand fair; celery, Pennsylvania, 7 to 12 cents per bunch; York State, 35 to 45 cents per bunch, demand fair; cauliflower, $2 to $2.25 per barrel, demand fair to good; parsnips, $2 to $2.25 per barrel, 45 to 50 cents per basket, demand fair; pumpkins, 25 cents per basket, $6 to $8 per 100, demand fair to good; spinach, $1.25 to $1.50 per barrel, demand fair; oyster plants, 2½ to 3 cents per bunch, demand fair.

Provisions.

Everything in the smoked meat line is about unchanged. There is a disposition among some local packers to reduce prices ¼ cent, while others hold firm at ruling prices. There is a seasonably moderate demand for smoked meats and if any change occurs during the week it will probably be a decline of ¼ cent. Both pure and compound lard remain unchanged and show an active demand. Barrel pork, dried beef and canned meats are all dull and unchanged.

Green Fruit.

Apples, 20-ounce $4.50 to $5.50; Kings, $5 to $5.50; Baldwins, $3 to $4; Hulbersons, $3.50 to $4; Greenings, $3.50 to $4; Pippins, $4 to $4.50; bulk apples, $2 to $2.25 per barrel, demand good; bananas, firsts, $1.25 to $2.50; 8-hands, $1 to $1.25; 7-hands, 65 to 90 cents; 6-hands, 50 to 65 cents; demand poor; lemons, $3 to $4.50 per box, demand fair; Florida grapefruit, $4.50 to $6.50 per box, demand fair to good; pears, Duchess, $2.50 to $2.75 per barrel; Keifers, 50 cents per basket, $2 to $2.25 per barrel; demand poor; pineapples, $2.50 to $5 per crate demand fair to good.

Nuts.

Peanuts, green, choice, 5¼ cents; fancy, 6 cents; jumbo, 7¾ cents; roasted, choice, $1.25 per bushel; fancy, $1.45 per bushel; jumbo, $1.65 per bushel, demand fair; almonds, 19 to 20 cents; Brazil, 11½ cents; filberts, 11 cents; walnuts, greenobles, 12 cents; marbots, 13 cents; mixed nuts, 11 cents, demand fair.

INDIVIDUAL MARKET REPORTS.

Spices.

The market for spices is fairly active at steady prices, although it has been indirectly affected by the recent financial disturbances. Practically everything on the water at this time is sold before arrival.

Spot stocks are small and there appears to be no great pressure to sell

Pepper.—The demand is steady and spot stocks have been greatly reduced during the last fortnight. It is apparent that prices in our country are really lower to-day than elsewhere

Cayennes.—The demand is very fair and the prices are unchanged.

Cloves.—In good demand. Futures are held at firm prices. There is, however, no large trading.

Pimento (Allspice).—Quiet but steady. Crop is unquestionably short and indications are for higher prices.

Mace.—The demand continues good at steady prices. Prime stock of good color continues scarce.

Nutmegs.—In much better demand and prices are steady.

Cassias.—In good demand at practically unchanged prices. China in mats is now practically off the market.

Gingers.—Are unchanged during the week. The demand is steady.

Seeds.—Very steady demand. Prices firm with upward tendency. Celery is higher. Coriander, mustard, caraway and poppy seed are much called for and prime stock is scarce.

McCormick & Co.
Baltimore, Md.

—

Baltimore Canned Goods.

No. 1.

Contrary to expectation, in view of the unsettled financial condition, business in canned goods was good in this market, and some articles stiffened up in price—sweet potatoes, for instance, advanced to $1 dozen strong for No. 3 Standards and the Gallon size are all sold out of the city packers' hands. The only article that exhibited an easier feeling was tomatoes, and they find ready buyers at any concession in prices, showing, apparently, that many of the buyers are in the market looking for any bargains that may be offered in that line. Those jobbers who take advantage of opportunities to secure strictly choice quality tomatoes at an attractive price will probably not have reason to regret the purchase. Such opportunities are worth watching for.

Baked beans was another strong article this week. Corn was less active and the same was

true of the remainder of the list of vegetables, but there was no weakening in the prices of any of them. New spinach is now being packed and our canners are able to make prompt shipments. The quality of it is excellent.

In the line of canned fruits one would naturally expect some decline in prices, after being advanced to the present high level under a full head of steam all summer, but the extraordinary demand and comparatively small pack of nearly every article in the list has left in the hands of the canners such small stocks that the holders would not be troubled about carrying them if the demand stopped until after the turn of the new year. Apples and pears are the only articles in the line of fruits that are still being canned though in a small way only and at high cost on account of scarcity of the fruit.

The season for dredging oysters in the Chesapeake Bay opened yesterday according to the law of this state, but the demand for fresh oysters from all directions discourages the hope of the canners of Cove oysters for cheaper supplies this fall. Still, that is largely a question of weather and it may yet come the canner's way.

Thos. J. Meehan & Co.
Baltimore Md.

—

No. 2.

The buying of tomatoes this week has been fair, though not active. The market is a little bit easier, but is, as far as we can see, in excellent, healthy shape. The stock of tomatoes held by Baltimore packers is, we believe, as light, if not lighter, than at this time last year. Baltimore packers are carrying practically no tomatoes, and Peninsula packers who had a heavy pack are not giving any evidence of possessing a large surplus. In fact, though the market is somewhat easier, and in spite of the tight money market, there is no glut of tomatoes being offered.

Packers are now working on spinach.

There is some oyster packing going on from day to day.

The sweet potato market seems to be growing stronger from day to day. This is only natural, considering the scarcity of raw stock. Country packers seem to be heavily oversold, and arrivals of the raw material in Baltimore are light.

Thos. G. Cranwell & Co.
Baltimore, Md.

—

Imported Fish Products.

The present financial situation has effected business so far, as buyers are very careful and are buying only from hand to mouth.

Holland and Scotch herrings are in good supply and market is easy. Prices in buyers' favor.

Norway herrings are in good demand and owing to the low price at which they are offered they are taken rather freely.

Mackerel.—The situation is unchanged. Prices are firmly held, because there is not sufficient stock pressing for sale. In our opinion, there is no chance for a lower price on Norway mackerel this season. The catch is over, it is more than $7,000 barrels less than last season and first arrivals have gone already into consumption and what is to come yet is not enough to affect the market one way or the other. It is a fact that Norway mackerel are scarce and those who will have to have them will have to pay a good price as the remaining stocks are held in just very few and very firm hands.

Imported Oil Sardines.—The situation is unchanged but for future delivery subject to catch of fish, the prices asked by the packers are quite considerably higher than those prevailing last season, so there is no likelihood of sardines and sprats being any lower in the near future. On the contrary. Exactly the same may be said of Norway smoked sardines. They are scarce and will remain scarce this season.

This is the season for the sale of stockfish, and the quality arriving here this season is particularly fine, especially of the round stockfish used principally by the Italian and German trade.

Strohmeyer & Arpe Co.
New York, N. Y.

—

Sugar.

This market has been going along on a good foundation, prices not fluctuating and affected only to the extent of a 5-point decline in raws by the losses recorded in the European values. Our prices didn't get as high as those of Europe, speculation has not been a part in making our price, and our demand and supply conditions have been evenly enough adjusted to about maintain the level at which we did arrive. We don't expect any advances, we'll be doing all right if we keep at 3.90 to 3.95 cents, and with a continuation of the present ordinary business the sugar trade should be able to look back at the end of the season upon a fairly satisfactory year. What next season is to bring cannot be foretold. Business will probably be confined within narrower limits, prices of the things our people need have been advancing too rapidly, consumption will diminish and a normal state be thus again brought to prevail. It is a readjustment that always happens when the laws of supply and demand become disarranged: we had an illustration of it in the sugar business two years ago when raws reached 5¼ cents and refined 6.15 cents. There was not enough sugar then, at the rate consumption was traveling, to last until the end of that season. But the price got too high. The world learned it could do with less sugar and instead of a deficit in stocks we had a surplus. There was justification in that advance. One million tons of sugar had been lost through drouths in Europe and consumption on the continent was being stimulated because of the abolition of the sugar bounties. Since then sugar has never got beyond a reasonable price; most of the time it has been at a basis that barely paid the planter the cost of production. Prices of other commodities have been advancing steadily, not a few, but almost all. Can we not expect that the same thing as happened in sugar will be repeated in other lines of trade? Happening then in only one instance, sugar, the industrial progress of the country was not stopped, hardly knew that anything was wrong; but we have been bringing up a condition in other commodities that is becoming irksome to consumers and those who have passed through these periods before, periods of great industrial expansion and over-extending of credits know the consequences. We won't go back to where we started from. The larger part of the progress has been real. We will keep that. The fictitious values will be cut away. The law of supply and demand will regulate. Demand has been equal to the supply, exceeded it in many cases, and prices have kept pace. The serious part now is that it will not be a readjustment in one line or a few, but in nearly all of them, and the whole country will feel it. In the grocery business for some time past conservatism has been an element not lost sight of. There has not been anything to worry about in so far as concerned sugar. That has been safe. It will stay so. Prices can't fall off much there; they haven't had a chance to get high.

Refined Sugar.—The American Sugar Refining Co., Howell, and Arbuckle, quote a basis of granulated at 4.80 cents, less 1 per cent. cash. The Federal is selling at 4.70 cents, less 1 per cent. The Federal announces that they are two weeks delayed in filling orders.

M. G. Wanzor & Co.
New York, N. Y.

MARKET NOTES.

Jamaica oranges are now plentifully in market, but the demand is rather light. The price is $5 to $5.25 per barrel.

—

Cranberries are rather weak than otherwise, on account of heavy receipts. The price ranges from $2.25 to $3 per crate and the demand is light.

—

Box apples from California are coming forward regularly, the quality being fine, but the demand light. The Jonathan variety range from $2.25 to $2.50 and Bellflowers $1.85 to $2.

—

Florida oranges are beginning to come in more plentifully and the range in price is still $2.50 to $3.50. There are very few good oranges among present receipts. The demand, however, is fair.

—

Tokay and Cornichon grapes from California are in market and range from $2.60 to $2.75. The demand is fair.

—

Near-by grapes are higher by reason of greater scarcity. The average price for Niagaras is 15 cents and Concords 16 cents. The demand is fair.

—

Florida grapefruit is selling better than Florida oranges mainly because the quality is better. Fancy fruit commands $4 per box, and from there the price declines to $3, according to size.

—

A few Florida tomatoes are coming forward, the price ranging from $1.50 to $2 per crate. The demand is moderate.

—

Florida eggplants are plentiful. The price ranges from $1.50 to $2 per crate. Jersey eggplants are done.

—

Some very good Florida squash is coming forward at present averaging $2 per bushel for the best. The sale is limited, however.

—

Florida cucumbers are now coming forward, averaging $2 per basket. They are not wanted yet.

—

Hothouse radishes are in market, averaging $2 per 100 bunches. The demand is only fair.

—

Salad is coming from various points. New Orleans salad ranges from $4 to $5 per barrel. Southern hothouse 75 cents per dozen, and North Carolina crate frame $2 to $2.25 per basket. The demand is fair.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

A rather odd bit of advertising comes into this department from the Industrial Commissioner of Winnipeg. It shows that various communities where living is considered cheap are advertising that act as an inducement for outsiders to locate there. In my judgment the little circular referred to is sufficiently interesting to reproduce, particularly as it gives the prices of a list of staple food products, which grocers in other sections may compare with their own.

FACTS FOR FACTORY MEN
ABOUT
LIVING COSTS AT WINNIPEG
The Metropolis of a Bountiful West

As I found advertised and by making special calls, October, 26th, 1907

GROCERIES, (Retail)	
Flour, 50 lb. Sack (best)	$1 65
Gran. Sugar, 20 lbs.	1 00
Rolled Oats, 14 lbs.	50
Butter, per lb.	$0 25 to 30
Lard, 2 lbs.	25
Corn Meal, 40 lb. sack	50
Milk, 14 qts.	1 00
B. Rice, per lb.	05
Beans, white, per lb.	04
Tetley's Tea, 3 lbs.	1 00
Cooking Apples, 10 lbs.	25
Snow Apples, 6 lbs.	25
Cranberries, 2 lbs.	25
Spanish Onions, 6 lbs.	25
Onions, per lb.	03
Potatoes, per bus.	50
Eggs, per doz.	$0 30 to 35

MEATS, (Retail)	
Round Steak, per lb.	09
Heavy Rib Roast per lb.	09
Shoulder Roast, per lb.	07
Boiling Beef, per lb.	05
Salt Pork, per lb.	12½
Pork Sausage, per lb.	10
Beef Sausage, 3 lbs.	25
Spring Lamb, (fore-quarter).	11
" " (hind-quarter)	17
Choice Turkey, per lb.	18
Spring Chicken, per lb.	16
Wild Duck, (plump) pair	$0 35 to 45

RENTS	Per Month
4 Small Jasper Ave. Houses.	$ 8 00
Sherbrooke St., Cottage	12 00
Magnus, 5 rooms	12 00
Flora Ave., 5 rooms	15 00
Pacific Ave., 5 rooms	16 00
Arlington, cosy, modern	17 50
Hallet St.	20 00
Masson, semi-modern	20 00
Beverley St., 6 rooms	20 00
Alverstone St., 7 rooms	20 00
Selkirk, 5 rooms	22 50
Manitoba Ave., modern	22 50
Manitoba Ave., 7 rooms	25 00
Flora Ave., 8 rooms	25 00
Agnes Ave., 7 rooms	25 00

FUEL (Retail)	Delivered
Souris Soft Coal, per ton	$ 5 85
Scranton Hard, per ton	$9 00 to 10 50
Lump Coal, per ton,	8 50
Wood, per cord	$7 00 to 10 50

Fuel supply in all Sections, largely depends on Railway facilities. Western Canada has under construction, more mileage at this date, than any other country in the world. With the completion of St. Andrews Locks in 1908, unlimited wood fuel will be available at 50% less

FREE LIBRARIES, FREE PARKS, 8 CAR TICKETS FOR 25c.

These are undeniable facts that are of vital interest to manufacturers seeking a location in growing Western Canada.

CHAS. F. ROLAND, Industrial Commissioner

Such developments as the above make me feel as if advertising were one of the most powerful forces in the world.

* * *

But not, however, as conducted by some grocers. Apropos of certain remarks which I made in a recent issue as to whether it is good policy in advertising to attack one's competitor, an old friend of mine who conducts a country weekly newspaper in a small town in New York State told me during the week of a case of abortive advertising which has been transpiring in his city, and in which his paper was involved. Two of the local grocers up there, who were both advertisers in his paper, became angry at each other fully eighteen months ago. Before that they each had a six-inch advertisement in the paper every week, of very fair quality, as country advertising went. The cause of the trouble the publisher had forgotten, it occurred so long ago, but it suspended all friendliness between them. For a while it was kept out of their advertising, but soon a slurring reference crept to one man's advertising, and it was at once vigorously answered in the other. In a very few weeks, says the publisher, the fight through the advertising became so warm that all semblance of grocery advertising disappeared. For over one year those two grocers have simply used their space to bang each other. Not a line of real advertising has appeared in either's space during that time. The angry discussions, says the publisher, have included almost every conceivable subject, politics, religion and what not. I asked the publisher whether the advertising had attracted any attention, and he said that it had; that it greatly amused the townspeople, who egged the combatants on in every conceivable way.

* * *

But what ridiculous fools these men are! Can it be conceived that such advertising could bring either of them any business? Certainly not—it is money just as surely wasted as if thrown into the street. For over a year they have spent their good money simply to maintain a quarrel that held them both up as laughing stocks before their fellow townsmen. This is simply childish.

Pennsylvania News Items.

During the week Dairy and Food Commissioner Foust issued the following new rules regarding the sales of oleo:—

No license will be granted to a non-resident of the State of Pennsylvania, as such non-resident would be beyond the jurisdiction of the department.

No license will be transferred from any person, firm or corporation convicted of any violation of the Acts of Assembly under which such licenses is issued, nor when proceedings are pending for violation of said acts.

The attention of intending applicants for license is specially directed to that portion of the act which reads: "Upon conviction of any subsequent offense, shall be punished by a fine of not less than $500, nor more than $1,000, and by imprisonment in the county jail for not less than six months nor more than twelve months."

The express direction of said act is imprisonment in addition to the minimum fine therein expressed.

In addition to the fine and imprisonment imposed for second offense, injunction proceedings will be instituted, and no license will be transferred from any person against whom proceedings are pending; the intention being to invoke the law upon parties who persistently violate the same.

Look! Look! Look!

I will build you a push cart of any description for **$15**, and guarantee it for one year.

B. HAWKINS' SONS
609 Lombard Street PHILADELPHIA, PA.

Increase Your Cash Sales

We will send you our new Catalog of Beautiful Premiums free, with full particulars, telling you how you can increase your cash sales and obtain new trade.

B. L. Williams & Co.
Successors to WILLIAMS, RIDGWAY & CO.
132 Market Street PHILADELPHIA

DANDELION VEGETABLE BUTTER COLOR
A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.
MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

AGENTS WANTED
To Solicit Subscriptions to
"The Grocery World"
Write for Information.
LARGE COMMISSIONS
to those who desire to devote their entire time, or carry as side line.

LOOK FOR THE
GLOBE
On Hams, Bacon, Lard and Sausage; it you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

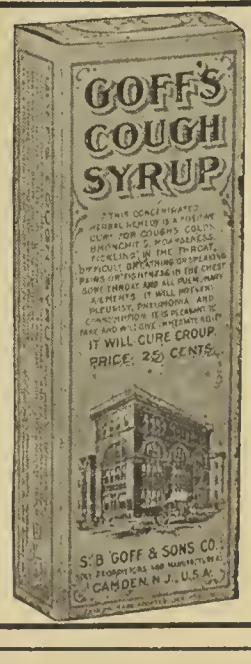
JACOB C. SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.

Tourist Almoco Golden Drip

These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.

Levering Coffee Co.
Baltimore, Md.

Established 1842



Half the women who trade with you have Colds, Coughs, and their children get Croup. The grocer who gets his customers to try

Goff's Cough Syrup

will sell hundreds of bottles and make money. We will tell you how, if you will write for our proposition.

S. B. Goff & Sons Co.
CAMDEN
NEW JERSEY
ESTABLISHED 1872

PENNYWASH
A FAMILY WASHING IN 30 MINUTES FOR 1 PENNY
NO BOILING NO RUBBING
THROW AWAY WASHBOARD, BOILER & MACHINE
Absolutely harmless. Can be used in hard and soft water; saves money, bad temper, lame backs; cleans and purifies everything washable; saves coal and gas
AT ALL GROCERS
Pennywash Co. 1920 Park Ave., New York

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

Patented March 20, 1906. Other patents pending

There is Only ONE GOOD WAY!

"THE BENNETT" WAY

(One Account at a Time)

Use "The Bennett" Account Always Posted System.
The "one account at a time" system.
A one writing system.
No springs to get out of order and cause you trouble.
Keeps dust, dirt and flies from your accounts.
Index always in front of you, you can't cover it up.
A half dozen clerks can work at one time, just as well as one.
It shows you how much credit you have outstanding at any time.

A postal will bring catalogue.

The Bennett Register Co.

No. 2 Park Avenue LISBON, OHIO

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

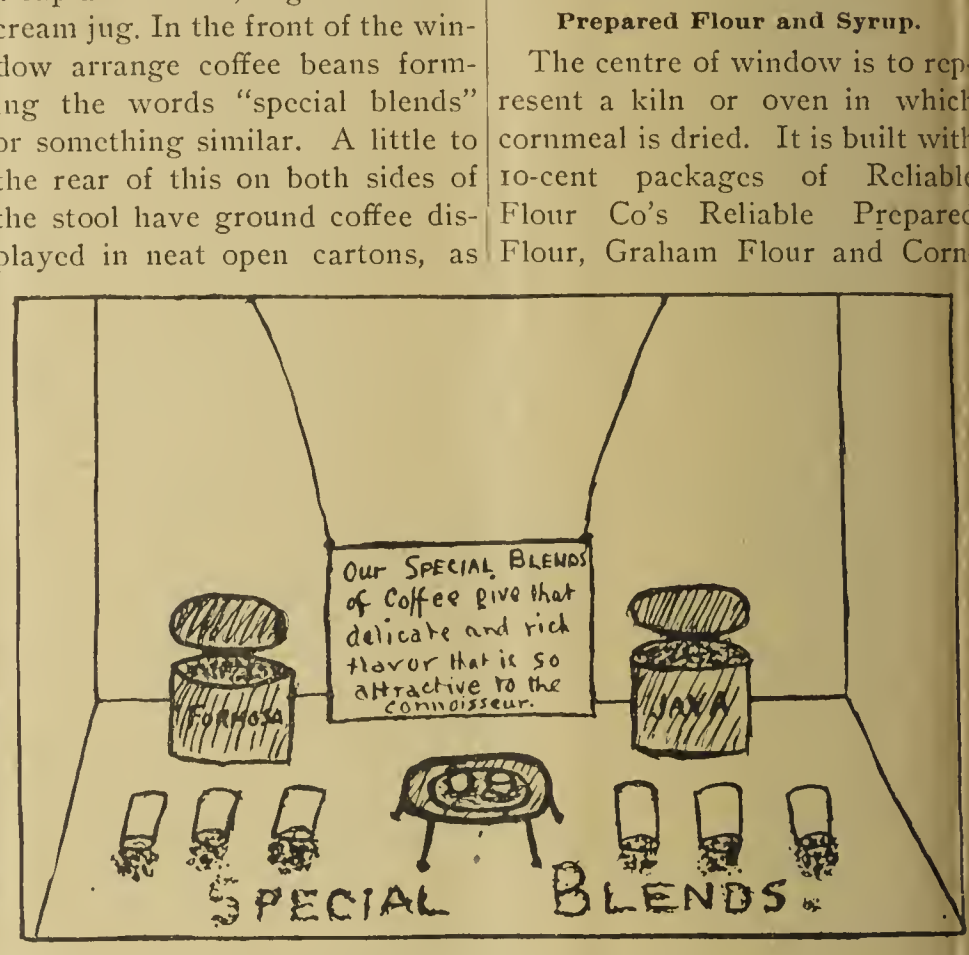
Coffee Display.

A very attractive and neat coffee display can be made with very little trouble and expense.

Procure a small Japanese stool, standing about a foot high, upon which place a tray or platter with a cup and saucer, sugar bowl and cream jug. In the front of the window arrange coffee beans forming the words "special blends" or something similar. A little to the rear of this on both sides of the stool have ground coffee displayed in neat open cartons, as shown in the illustration. In the rear of the window have cans, such as are used for holding tea and coffee in the store, full of coffee and displayed. If these tin boxes are not available have small bags full of coffee with the tops of the bags rolled down displaying the coffee in the bags. The above display is also suitable for the display of tea.

J. N. KNOOP.

1512 Poplar street, Philadelphia, Pa.



Prepared Flour and Syrup.

The centre of window is to represent a kiln or oven in which cornmeal is dried. It is built with 10-cent packages of Reliable Flour Co's Reliable Prepared Flour, Graham Flour and Corn-cake Flour. This also gives it a brick appearance, as the color of these packages are a brick color.

In the bottom opening have several old sticks. Cover with red tissue paper to give appearance of fire. In the top opening

you can have cornmeal to show.

To the right of window use 5-pound bags of cornmeal. To the left 5-pound bags of buckwheat.

To the front of window have self-raising buckwheat in 1-pound packages and granulated cornmeal in 2-pound boxes. Then have a few cans and jars of syrup and your bulk syrup you can display in glass molasses jug.

Have two signs to read thus:—

1st.—FRESH KILN DRIED CORN MEAL.

2d.—TRY OUR 10c. SYRUP.

HARRY H. MATTER.

Williamstown, Pa., Nov. 7, 1907.

JOTS FROM A JOBBER'S NOTE BOOK

Retail grocers who think they are aggrieved when compelled to wait sixty days for the money due them from their customers should enter the brokerage business and go out to sell futures, particularly canned goods and dried fruit futures. In some cases the brokers wait a full year for their commissions. For instance, some future 1908 corn has already been sold. Although the contract has been signed and accepted, the broker making the sale will not get a cent of commissions until the goods are delivered, which will not be until the fall of 1908, nearly one year hence. This is not done through any provision of the law of brokerage, but simply by reason of custom. I am advised, as a matter of fact, that a broker's work is done as soon as the order he secures is accepted by the seller, and that he can demand and recover his commissions at once, without waiting for delivery. Custom, however, has stepped in, and in order to hold his accounts, and because there are plenty ready to take them if he loses them, the broker waits for his money until his seller gets his. This makes it actually necessary to have capital nowadays to engage in the brokerage business, as no man who depends upon his commissions for his daily expenses can get along. A certain Philadelphia broker who represents a large Pacific coast canned goods packer, informed me during the week that although he had been selling goods for his house continuously since January 1, 1907, he had not yet received a cent of commissions.

* * *

The reason why it has become customary for brokers to wait until delivery for their commissions is because it has also come to be a custom for brokers to receive commissions only for goods actually accepted by the buyer. For instance, if a broker takes an order amounting to $1,000 and the buyer rejects a portion of it amounting to $300, the broker's commissions will be reckoned on $700. This, too, is not according to the law of brokerage, under which a broker could claim commissions on the full $1,000, since the fact that $300 worth of the goods were not up to sample and were therefore rejected, was not the broker's fault, and he therefore should not suffer for the seller's shortcoming.

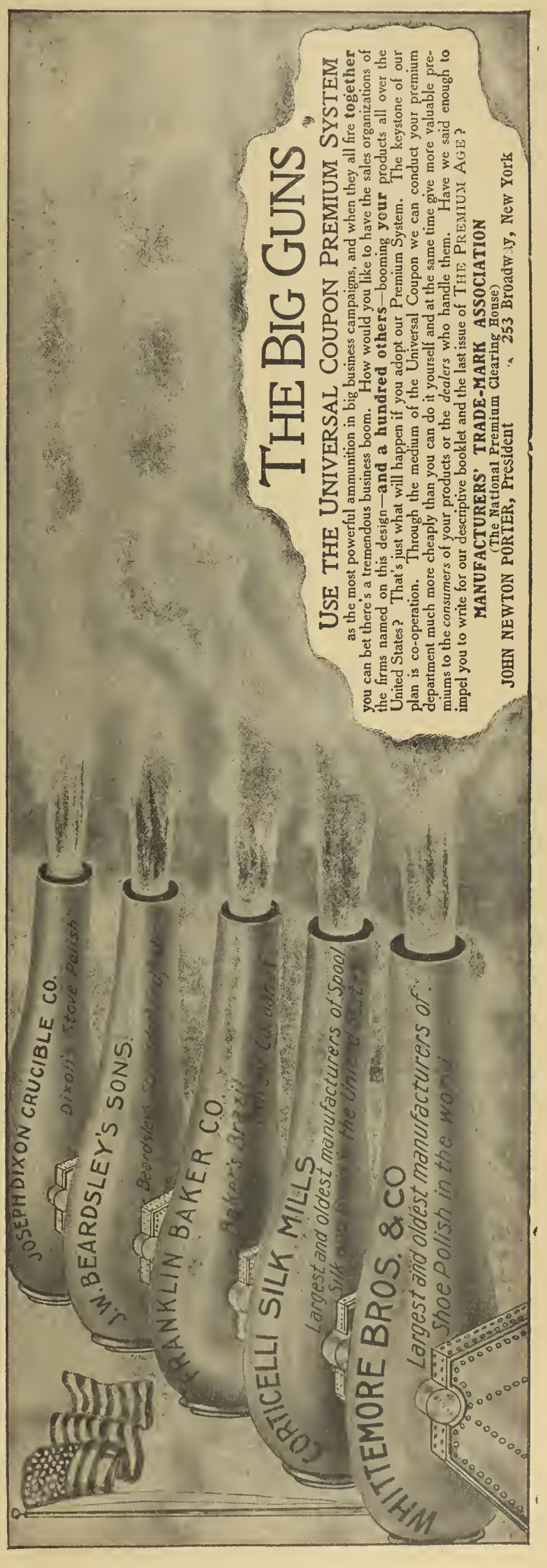
* * *

This sacrifice of their own legal interests leads brokers to rub it into themselves rather deeply at times. For instance, a certain Philadelphia broker representing a large manufacturer of preserved and candied fruit took orders last summer, for the 1907 holiday trade, for goods amounting to several thousand dollars. His commissions on the season's business amounted to a very large sum. Before the goods were delivered, in fact, before they were manufactured, the factory burned down. Since it was about the only one of any size in the country, the goods to fill its orders cannot be obtained and the business is therefore lost. Naturally under the custom above discussed, the broker loses his commissions also. Though advised by an attorney that he could collect every dollar of them, he still prefers to pocket the loss, on the ground that the account is valuable, and a lawsuit would lose it for him.

* * *

The New York trade have a much more equitable method of paying the broker than the Philadelphia trade. The New York broker is paid a part of his commissions when his order is accepted, one or two further installments through the year, and the balance when the goods are delivered.

THE JOBBER.



Written for the "Grocery World."

Must the Little Retailer Go?

A Philadelphia Writer, Who Closely Watches the Trend of the Times, Sees in the Proposed Parcels Post Law a Blow in Favor of the Large Trader as Against the Small.

The agitation among the majority of the retail merchants all over the United States in opposition to a parcels post has brought to the attention of many of them a seeming tendency toward the elimination of the small merchant by the larger one. During the last twenty years the manufacturing interests of the country have undergone a rapid change, there having been an actual decrease in the number of manufacturers in the face of a large increase of population. This is not a relative but an actual decrease. Is the distributer of merchandise to be subjected to the same experience? And is the establishment of a parcels post to be an important factor in his disappearance?

It was a noticeable fact that at the dinner tendered to Postmaster-General Meyer in Philadelphia recently to discuss the parcels post the guests present consisted of only those connected with large establishments and of Congressmen, who are as notorious for being acute to hear the requests of the large interests as they are deaf to the requests—in their estimations—of their less important constituents. Mr. John Wanamaker in his speech made the remarkable statement that his mail-order business was conducted at a loss and therefore the inference was that his interest in this matter was purely unselfish. He called upon Mr. Lit and Mr. Snellenburg, other department storekeepers who were present, to give evidence as to the truth of his statement. Such self sacrifice is touching. Of course a more liberal parcels post would have no effect in making that which, according to Mr. Wanamaker, is now profitless then profitable!

Let us for a moment survey the local position in the grocery field. In the city of Philadelphia since 1890 there has been no increase in the number of retail grocers in face of a large increase in population, and in the wholesale trade there has been an actual decrease of 50 per cent. The same conditions are also found in the dry goods trade. It can readily be seen that there are sufficient signs of the disappearance of the smaller retailers to warrant the close attention and concerted action of that class. Whether or not this disappearance is in the line of economic progress and therefore justifiable cuts no figure in the position the retailer finds himself in. An old Irish epitaph runs, "It's very nice for Mary Ann, but devilish hard on Abraham," and in this case Abraham is the retailer.

In the city of Chicago there are two mail-order houses doing a business between them said to be over $70,000,000 yearly. They reach out to every little hamlet west of Chicago to the Pacific, and they are said to be extending their trade rapidly toward the Atlantic border. There are few general merchandise dealers who do not feel competition from this source.

While the parcels post as outlined by Postmaster-General Meyer will not be as liberal as the English system, there can be no doubt that it is an entering wedge for a much more sweeping measure. Various speeches by and interviews with the Postmaster-General indicate this decidedly. The retailer must make his power felt by the politician if he wishes to save his class from being swallowed through the capacious thirst of the monopoly interest. Business is conducted on the basis of selfishness and each class must look after its own interests or find itself crushed by those opposing it. Copy-book moralists may give voice to other doctrines, but every sane business man knows that self-interest must actuate his every move or he must eventually face failure. The letter recently published in the "Grocery World," signed by the president of the National Retail Grocers' Association, will prove of no avail unless the retail trade show that they have the power to back up their requests by powerful pressure.

It is unfortunate that they should have allowed their executive officers to place them officially in the position of "humbly begging," even from Theodore the strenuous. Only as a militant class can they succeed in getting legislation in their favor or preventing legislation unfriendly to them. Their recent experience before the Pennsylvania Assembly in endeavoring to get a garnishee law passed proves this. The officers of the Retail Merchants' Association of Pennsylvania are known to be men of ability far above the average of many similar organizations in other States, and yet they could accomplish nothing against the more powerful interest opposed to this measure. If they stand together as a class they can withstand the encroachments of the plutocratic class and perhaps drive the enemy backward. Failing this they are positively doomed to extermination. They want to get busy in organizing right now.

CHARLES W. ERVIN.

Phila., Pa., Nov. 7, 1907.

You and —— Soap Powder.

Of course, it is not your fault if the soap powder you have been selling destroys your customers' clothes and injures their hands, but you will find it infinitely more pleasant to sell a powder that cleans clothes without injuring the fabric or the hands. Such a powder is Young's Pearl Borax, made by the makers of Pearl Borax Soap, Chas. W. Young & Co., Philadelphia.

Slices Everything from 6-pound Knuckles to half-ounce Ends.

JOHN! JOHN! JUST IMAGINE

That Smith, your most aggressive business rival had installed a Johnson "EVERSHARP" slicing machine and had laid in a stock of **Libby, McNeil & Libby's First Quality Dried Beef Knuckles,** and was advertising bright, rosy-hued sliced beef in full size sandwich slices, thin as paper, smooth as glass, soft, moist and deliciously fresh at 36 cents a pound and your best customers were using and praising Smith's handsomely sliced dried beef and remarking what an enterprising, up-to-date fellow Smith was. Of course you could say if Smith was foolish enough to pay three dollars a month for a patented slicing machine you were satisfied. Brave words John —— if you could only deposit them in bank like Smith does his profits on dried beef.

No use trying to compete with Libby, McNeil and Libby's best dried beef, freshly sliced to perfection on Johnson's "EVERSHARP" SLICER. Our experience proves there is no dried beef that can be sold at all in competition with this the finest in the world.

It will build business quicker than selling staples at cost and pay a princely profit besides.

Send for a sample of these delicious slices and order one of these superb machines before Smith secures your territory.

A. W. JOHNSON, New Brunswick, N. J.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Kippered Herrings.

A name for herrings which are first split and flattened out like finnon haddocks and then slightly salted and smoked.

They are sold by the score or dozen in boxes, or else packed in flat tins.

Kosher Food.

This is food or meat of any kind which has been killed or prepared by the Jews after their own manner, according to the Talmudic ordinances as to the knife to be used, its shape, etc., and for the consumption of the members of that community.

In the Talmud, "Kosher" means pure, clean, lawful; and Trep, or Traifeh, unlawful or unclean.

Oil of Lemon.

The essential oil of lemons is a fragrant and aromatic oil obtained from the outer rind of the fresh lemon, and not from the inside juice. It is easily extracted by rasping or scratching the lemon with a sort of brush made of small needles. This sets the oil free, and it may then be collected with a sponge.

In fact, this sponge process is now the one generally adopted in Sicily. The way it is got at Messina is as follows: One man with a large knife adroitly cuts off the peel of a lemon in three slices, another man takes them and presses the outer sides against a sponge, bending the peel inside out so as to break the oil globules but not the peel. This sponge is periodically squeezed, and a man working this way extracts about 1½ pounds of oil of lemon a day. A thousand lemons yield about 1 pound avoirdupois of oil, besides about 9 gallons of lemon juice.

As soon as the oil is thus extracted it is allowed to settle, and the clear portion is poured off. The thick at the bottom is pressed into a small bag, but this quality is inferior.

Oil of lemon having a similar composition to that of turpentine, and developing much of the same odor, it is very frequently adulterated with turpentine, which is specially purified in a peculiar way so as to have very little smell.

Tons of turpentine are used in this sophistication, and it is very difficult to determine with certainty when oil of lemon is or is not adulterated with this refined turpentine, because they are both closely related terpines and have both the same specific gravity.

The sense of smell is largely depended upon. In Sicily it is tested as follows: A sample is poured out into a tumbler and shaken up after placing the hand on the top. Great attention is then paid to the deviation and size of the bubbles and froth, the color is noted, and one smell is taken with the glass full and another after emptying it. Turpentine will certainly be detected in this way if over 5 per cent. be present.

Oil of lemon, often miscalled essence of lemon, is of very agreeable odor and flavor. It is used extensively in fancy pastry, sweets, liquors and summer beverages, and is not only a luxury but very wholesome.

ASSOCIATION NEWS

St. Paul, Minn.

At the last meeting of the St. Paul (Minn.) Retail Grocers' Association a vigorous resolution was adopted denouncing the

YOU SEE IT COMING

FILLING A GLASS LAMP FONT is a very simple operation because the surface of the contents **is seen** rising toward the top. **Carelessness** is the **only excuse** for pouring in **too much** and going **beyond** the capacity.

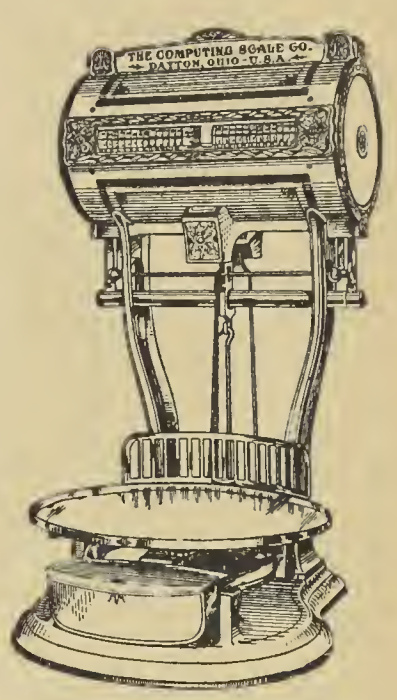
A METAL FONT is not so easily filled because you can **only guess** how much is in it. **Experience** may enable you to guess **fairly close** but **absolute accuracy** is **Impossible.**

OLD STYLE SCALES present the same difficulties. No weight is shown until you have **too much** and the scale goes down. You must either **take a little out** or suffer a loss.

MONEYWEIGHT AUTOMATIC SCALES show at all times the weight on the scale and you pour on the goods until the **correct weight or money value** is indicated. This means a prevention of loss and a saving of money.

OLD STYLE scales **prevent** you from **seeing** their defects with the accompanying loss of merchandise and profit.

We ask the opportunity of showing you what it amounts to. The coupon will send our representative to you.



The new low platform No. 140 DAYTON Scale

Date.....
Moneyweight Scale Co., 35 State St., Chicago.
Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.
This does not place me under obligation to purchase.
NAME.....
STREET and NO.....
TOWN.....
STATE.....

Moneyweight Scale Company

The Computing Scale Company. MANUFACTURERS DAYTON, OHIO.

35 STATE STREET
CHICAGO

You Cannot Afford to be Without It!

No up-to-date grocer can afford to allow his competitor obtain the business that should and would come to him if he stocked

Buchan's Toilet Soaps

Number "363" is known throughout this entire country as a symbol of soap purity, because it was the first, and we belive the only serial number given to a soap firm by the United States Government.

Buchan's Toilet Soaps contain phenol absolut, the greatest antiseptic known. That is why they are the cleanest and purest soaps made.

Let us show you how to make big profits.

Buchan's Soaps Corporation

FLATIRON BUILDING, NEW YORK CITY

American Tobacco Co. for attempting to subsidize the salesmen of wholesale grocers. The text was as follows:—

Whereas, It having come to our knowledge that the American Tobacco Company propose to subsidize the salesmen of our jobbers as an inducement to push the American Tobacco goods.

Resolved, That the Retail Grocers' Association is wholly opposed to this scheme as unfair and unjust to our friends, the jobbers, and likewise detrimental to the Retail Grocers.

Resolved, That the Secretary of this Association advise the American Tobacco Co. of this action.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued April 16, 1907.

850,143. Cooking utensil. J. R. Donnelly, Fairfield, Me.

850,332. Dough-dividing machine. R. J. F. and A. E. Aldred, Glencoe, Ontario.

850,401. Chafing dish. G. E. Savage and J. W. Chapman, Meriden, Conn., assignors to Manning, Bowman & Co., same place.

850,424. Peeling machine for vegetables. Thomas Franklin and G. L. Belding, West Point, N. Y.

850,442. Freezer. J. H. McKinney, Shreveport, La.

850,451. Process of preserving fish. Joseph Thomlinson, Portland, Ore.

850,464. Butter-cutting machine. Peter Brahm, Milwaukee, Wis.

850,606. Process of sterilizing and preserving. Adolph Schroeder, Berlin, Germany, assignor to Alfred Krause, same place.

850,607. Process of making carbonated ice. Adolph Schroder, Hoboken, N. J., assignor to Alfred Krause, Berlin, Germany.

850,655. Process of peeling fruit and vegetables. E. J. Judge, San Francisco, Cal.

850,693. Egg preservative. Ernst Utescher, Hamburg, Germany, assignor to Garantol-Gesellschaft M. B. H., Dresden, Germany.

850,709 and 850,710. Percolators. Louis Wojidkow, Brooklyn, N. Y., assignor to New York Stamping Co., same place.

850,815. Dough-raiser. May Burgess, Green Bay, Wis.

850,824. Steam cooker. C. S. Eppley and M. E. Stonesifer, York, Pa., said Stonesifer assignor to said Eppley.

850,871. Vegetable peeler and scraper. Sosaku Nagasse, Los Angeles, Cal.

Patents issued April 30, 1907.

851,826. Baking pan. Emma Morrow, Somerset, Ky.

852,164. Grinder for coffee mills. W. J. Bussinger, Philadelphia, Pa., assignor to National Specialty Mfg. Co., same place.

852,190. Soap cutting and pressing machine. H. W. McEwen, Chicago, Ill.

852,208. Cake machine. G. S. Ward, Pittsburg, Pa.

852,305. Soap holder. E. F. Wach, Chicago, Ill.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For soap and washing powder. Siegel, Cooper & Co., Chicago, Ill. The word "Hazel" and a representation of hazel nuts and leaves.

For butter and cheese. Siegel, Cooper & Co., Chicago, Ill. The word "Hazel."

For canned fruits. Siegel, Cooper & Co., Chicago, Ill. The word "Milford."

For sugar-cured meats. Tennessee Packing & Provision Co., Nashville, Tenn. The words "Old Hickory Brand" and a representation of the statue of Andrew Jackson.

For meat preservative. B. Heller & Co., Chicago, Ill. The word "Freeze-Em."

For canned lobsters and salmon. Portland Packing Co., Portland, Me. A representation of the globe.

For biscuits. National Biscuit Co., New York, N. Y. The word "Premium."

For matches. Union Match Co., Duluth, Minn. The word "Tip-Toe."

For cocoa, chocolate and candy. Stollwerck Bros., New York, N. Y. The word "Stollwerck" upon a representation of meridians and parallels flanked by stars from which rays depend through three crowns.

For canned peas, mushrooms, cherries, figs, melange, plums, jelly, fruits, peppers, truffles, dried fruits and vegetables, preserves, relishes and pickles. Reiss & Brady, New York, N. Y. The word "Cresca."

For a cooking compound. E. D. Cook & Co., Binghamton, N. Y. A representation of a dove and the words "Cream Dove."

For canned salmon. Kelley-Clarke Co., Seattle, Wash. A representation of a battleship and the word "Patrol."

For milk, cream and butter. Thompson & Ott, New York, N. Y. The words "Woodycrest Farm."

For canned fruits and vegetables. Wayne County Preserving Co., Newark, N. Y. The word "Winsom."

For olives and olive oil. American Olive Co., Los Angeles, Cal. The words "White Cross" and a representation of a Greek cross.

For canned salmon, clams, fruits and vegetables. Downing Taylor Co., Springfield, Mass. The word "Wedgwood" and a representation of a jar.

For soaps. Colgate & Co., New York, N. Y. The word "Conic."

For bluing. Luther Ford & Co., Minneapolis, Minn. A panel containing a picture of a woman's head flanked by flowers, and the words "Mrs. Stewart's Liquid Bluing."

For soaps. Colgate & Co., New York, N. Y. The word "Caprice."

For condensed milk. Mohawk Condensed Milk Co., St. Johnsville, N. Y. A blue background upon which is a yellow disk having a female head thereon.

For matches. Illinois Match Co., Joliet, Ill. The words "Velvet Tip."

For candy. Rossoter & Burkhardt, Los Angeles, Cal. The words "Orange Blossoms" and a representation of a swinging sign.

For canned fish. Northwestern Fisheries Co., Seattle, Wash. The words "Taku Queen" and a representation of a young woman in Indian costume with a canoe carrying a man in the background. A landscape showing mountains and water. The words "St. Bernard" and a representation of a dog's head. The word "Halcyon" and a representation of a ship. The word "Narwhal" and a representation of a body of water showing the setting sun. The word "Balaena" and a representation of a fish and a sailing vessel. The word "Puritan" and a representation of a canoe containing several men. The word "Primer" and a representation of a boy holding an open book.

For baking powder. Kenton Baking Powder Co., Cincinnati, Ohio. The word "Kenton" and a representation of an owl.

For condensed milk. Pacific Coast Condensed Milk Co., Seattle, Wash. The word "Sanipure."

For vinegar. Price & Lucas Cider and Vinegar Co., Louisville, Ky. The words "Old Homestead" and a representation of a cabin.

We know the butter market, being manufacturers and wholesale dealers of some years' experience, and when we say that our **GURNSE** is the best print butter on the market, we are telling something that we know to be a fact.

It simply *must* be the best, for it is tested and inspected and inspected and tested until nothing but the very fanciest butter can possibly pass.

Packed in brine-dipped paper, and warranted the finest creamery butter possible to produce. You have long been after butter that would run regular — here's your opportunity.

P. F. BROWN & COMPANY, 39 South Front Street, Philadelphia

Light Gets People Into Stores .....

Which store will be most sought by consumers—that with plenty of light but indifferent fixtures, or that with indifferent light but fine fixtures?

The brightly-lighted store—every time. For light is more important than fine fixtures, because light gets people into stores, while without a flood of light the fine fixtures can't be seen at all.

There is no question about it—nothing makes a store so attractive at night as plenty of light. If you must economize between handsome fixtures or plenty of light, take the light. The chance is if you'd put a few more lights about your store you wouldn't know the place. Consult us about it, we're lighting specialists.

The Philadelphia Electric Company
TENTH AND CHESTNUT STREETS

Baked Beans Ought To Be Baked

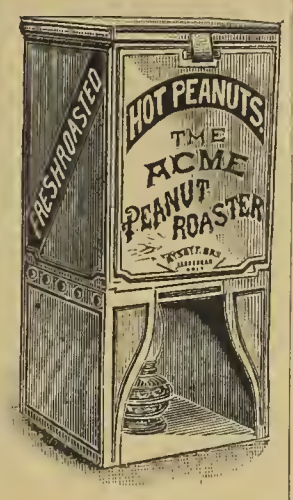
Most "baked" bean manufacturers are much exercised over the status of their goods under the National food law. Why? Because their beans aren't baked at all—they are merely boiled or steamed. It's a question whether they can be sold as baked beans.

Actual baking makes a big difference not only in the flavor but in everything else. Boiling or steaming swells the bean and makes it mushy. Baking reduces the size and make it not mushy but mealy. Anybody can see and taste the difference instantly.

The tomato sauce used on ***L. & S. Baked Beans*** is genuine tomato sauce made from the ripe tomatoes; not the catsup that is often used.

Lutz & Schramm Company

ALLEGHENY, PA.



PEANUTS—FIVE A BAG

Everywhere you go you hear that cry. Don't you think you should have some of the trade that the peddler has? If you knew that with an

Acme Peanut Roaster

you could clear 300 per cent., would you not put one in when you learn that any boy can run it, and that there's nothing to get out of order, and that it will pay for itself in one month's time? We think you will, and we will be pleased to furnish further particulars and prices on request.

ATSATT BROS.

24 Pearl St., Mattapoisett, Mass.

Look At It *and* Taste It

The minute you see **Nicelle Olive Oil** you feel sure it's a high-grade article. The package is unique and exclusive—you can't associate poor goods with it.

Taste **Nicelle Oil**, and you *know* it's high grade. Nowhere else have you met that rich smoothness, that delicate yet penetrating olive flavor.

Women have told us repeatedly that their salad dressing came quicker and better with **Nicelle Oil** than with any other brand they ever tried.

Give it a chance for your own good.

NICELLE OLIVE OIL CO.

105-109 Hudson Street, New York

Buying Canned Goods You Don't Get?

No better canned goods are packed in Maryland than our **Blue Bell** and **Clover Farm** brands. That in itself is a sufficiently good reason for handling them. Another reason quite as strong is that we sell these brands to the jobber under a guarantee of 100 per cent. delivery, and he can sell them to you in the same way.

When you buy future canned goods, wouldn't you feel more comfortable to know exactly what you are going to get? Under the average canned-goods contract you can get all, half or none, just as the packer pleases.

Strasbaugh, Silver & Co.

ABERDEEN, MD.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World

Columbus, Ohio

Sample free, or four months' trial for 10 cents

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 G St., N. W., Washington, D. C

SHOW THESE ONCE!

Anker's
Bouillon Capsules

If you've never sold these Bouillon Capsules, you have no idea of the trade waiting for them. Make delicious and nutritious bouillon, beef tea or soup. Packed 10 in a box; ready for instant use with hot water.

Sole Manufacturers

ROYAL SPECIALTY CO.

92 Reade St. *NEW YORK*

This Tells the Tale

A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. "**Knight's Cooking Extracts**" is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT'S

Cooking Extract Co.

No. 211 ARCH STREET

PHILADELPHIA, PA.

Make a Specialty of Private Estate Coffee

The nicest, smoothest drinking coffee that has ever been introduced to the trade is **Private Estate.**

It is the *one* coffee that you can make a specialty of that will redound to your benefit. It will appeal to every customer who tries it to such an extent that they will never be content to use any other. It is uniquely packed in one-pound burlap bags. Another feature of importance to you is that it carries with it Universal Coupons.

F. A. CAUCHOIS & CO.

The Fulton Mills — *33-34 Fulton Street, NEW YORK*

Philadelphia Branch, 139 S. Front Street

What The Seven Washings Are For

WE believe we are not unjust to our competitors when we say that probably no one of them goes to the length we do in the manufacture of starch.

Why the raw materials in ***Murdoch's Laundry and Corn Starch*** go through *seven* washings before we are satisfied. Why? To eliminate every atom of gluten, so that the starch will have the snowy whiteness that users of our brands have come to associate with them.

Every other manufacturing detail is taken care of in the same way. We must, we will and we do make the cleanest, purest, snowiest starches on the market. Both the laundry and corn starch are now packed with universal coupons.

OSWEGO MAIZE PRODUCTS CO.

OSWEGO, N. Y.

For canned, dried and prepared fruits and vegetables, catsups, flavoring extracts, spices, jams, preserves, dates, vinegar, baked beans, pie preparations, mushrooms, bird food, olives, olive oil, celery salt, curry powder and tapioca. The Great Atlantic & Pacific Tea Co., New York, N. Y. The letters "A. & P."

For melons. Brawley Cantaloupe Growers' Association, Brawley, Cal. The words "Crown Brand" and a representation of a crown.

For glucose. Corn Products Refining Co., Jersey City, N. J. The word "Globe" and a representation of the globe formed of broken lines.

For flour. Barber Milling Co., Minneapolis, Minn. The words "Gold Bond" upon a representation of a seal.

For soap. The Morgan Drug Co., Brooklyn, N. Y. The word "Skin-Success."

For flour. The New Century Milling Co., Dallas, Texas. The word "Holly" and a representation of holly leaves.

For coffee and tea. A. J. Sheldon Co., New York, N. Y. The word "Jasco."

For candy. Trigg Candy Co., Chattanooga, Tenn. The word "Yew-Kiss-Em" and a representation of two men in wide trousers and of a woman's head.

For cottonseed oils. The Southern Cotton Oil Co., Jersey City, N. J.; New York, N. Y.; Savannah, Ga., and Gretna, La. The number and word "66 Wesson."

For coffee. John Blaul's Sons Co., Burlington, Iowa. The words "Kitchen Queen." The words "Bugle Call" and a representation of a mounted bugler.

For soap powder. Lever Bros.' Co., Portland, Me., and Cambridge, Mass. The word "Ski."

For caustic soda. Chance & Hunt, Ltd., Oldbury, England. The word "Fortress."

For rice. S. Ewart & Co., Pittsburg, Pa. The words "Ewart's Fancy Velvet Head Rice."

For yeast. Royal Baking Powder Co., Jersey City, N. J., and New York, N. Y. The word "Royal."

For flour. The Elk Eye Milling Co., McConnelsville, Ohio. A representation of an elk's head.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

SELLING ONIONS.

You know that we have just taken in 500 bushels of yellow onions. We want to move them before Thanksgiving, because they're not what you'd call winter stock. They're the boiling size and any ordinary family can use a 14-quart basket at a bargain —38 cents. Each basket sold we will allow you a commission of 5 cents, and on each half-peck sold a commission of one cent. The half-peck 12 cents. Now dig in and see who will win the biggest money.

CANNED GOODS SALE.

A canned goods sale will be on for next week. Our entire line of fruits and vegetables at special dozen and case prices. A feature of this sale will be the assorted case of vegetables and the assorted case of fruits. Don't push these 'til you size up your customer. If she's a small buyer, she simply can't get away from this combination. Monday's ad. will give you all details, so will the store and window displays. New pack peas at $1.05, and tomatoes the same will each prove winners. There's going to be some tall selling. Let us all get enthusiastic.

DON'T KNOCK THE BUYERS.

Some employees have a hab of knocking the different buyer Cut it out. Have it out with th man himself. If you don't g satisfaction go to the manage Don't you know this back biti shows weakness? Maybe yo never looked at it in that light- but it's simply weakness, lack courage, lack of manliness. Th best of buyers will slip up occ sionally. Angels don't err. W have none in our employ th have reached that state of perfe tion.

MONEY BACK.

We seem to have a little troub with —— oats, a dozen packag have been returned. Cheerful inform your customer that yo will see that she gets her mon back. Don't hesitate a mome about this—don't offer any arg ment. And mind you, this a plies to anything that is returne Be sure to thank the custom for her courtesy. Keep h friendship—that's the game business—holding friendship an sustaining confidence. Our abs lute guarantee is back of eve package, every can, every oun of goods sold over these counte

he History of Some Copper Stock.

How many of you fellows either old stock in scheme companies—ining companies, usually—or ave been tempted to hold some?

Hold up your hands.

By George, looks like a hold-up, on't it?

How many have ever made any oney out of 'em?

I don't mean gotten dividends -most of these fake concerns ake a specialty of "declaring vidends" out of the money you ay for stock. That isn't making oney for you—it's simply pay-g you back a little of your own oney.

How many have ever made al money?

By gravy, nary a hand!

One of these scheme promoters ho sell stock at 30 cents a share as nabbed in Philadelphia last eek after he had sold a fearful unch of it.

The stockholders wanted him tell what he had done with the oney they paid for stock.

"Why, I had to live, didn't I?" e said innocently. And that's here their money went—to keep fe in his old carcass. And that's here the money you fellows put to gold mining stock goes—into e living expenses of the perfect entlemen who pull your legs.

If that old fellow had said to e "I had to live, hadn't I" I'd ell him mighty quick no, I idn't think he did. On the ontrary, he'd perform a public rvice by doing the other thing.

You fellows may remember a w years ago when the McKin-y-Barber Copper Co. was or-anized. The widow of President IcKinley was interested in it and o were some of her relatives. hey got possession of a copper ine in the West and told great ings about what they were oing to do. Fifty cents a share r something like that was the rice of stock, which was offered or sale to the general public.

The general public went right n. Everybody said surely here's n honest scheme, for Mrs. Mc-inley wouldn't have anything to o with it if it wasn't, and they pulled the coin out of their old stockings to beat the band.

One of my friends among grocers is a thrifty German who was worth quite a bit of money. Somebody got hold of him and unloaded *six hundred* shares of the McKinley copper stock on him!

I saw him only a week or two after he had gotten his certificate. He told me about it in great glee.

"What did you pay for this?" I asked him.

"Three hundred dollars," he said.

I looked at him in amazement.

"You don't mean to tell me you've actually gone in this scheme that deep, do you?" I said.

Sure he had. Why the solicitor told him they would probably declare 30 per cent. dividends the first year! Biggest chance he'd ever had! Certainly there was no fake about it! With Mrs. McKinley in it? Ach, Himmel!"

"All right," I said, "I'll bet you anything you never get a cent out of it! Not a cent!"

He wouldn't bet—it was too sure, he said, and he didn't like to steal my money.

A year ago I saw him again. Having no reason to, I don't follow the stock market, and I didn't know what had happened to the McKinley-Barber Copper Co.

In fact I almost forgot to ask him about his stock and had left his store. Then it just occurred to me and I went back.

"Say," I said, "did you ever get anything out of that McKinley copper stock?"

He conversed furiously with himself in German for a minute, as is his way when riled. I waited for the storm to blow over.

"All lost!" he finally said mournfully, and then went off into German again. In a minute he walked back and fished out of his desk some circular letters "To the Stockholders of the McKinley-Barber Co."

I looked 'em over—the concern had busted, that was all. Couldn't find any copper or something. At any rate it had gone up without declaring a single dividend.

The latest letter had come just that morning. It was from the "committee of bondholders" or something, and said that another copper company had made a bid for the property of the McKinley Co. and if the stockholders said so they could either trade their stock

Will There Be Goods Enough?

Not one day too much time remains for YOUR holiday preparations.

Yet there IS time, and for getting ready RIGHT—if you improve immediately, and to the full, the advantages we afford.

Because with our monthly catalogue we can cover the country in a very few days—we can carry big holiday stocks later than others can.

So from ours, the largest of lines, right now you can still secure a holiday stock with which to outshine the competitor who bought earliest from a smaller jobber.

BUT—the present evident certainty that even our tremendous stocks of many items will SOON be exhausted leads to the question—**will there be goods enough?**

Be safe. Get our current catalogue, which "tells everything"—including an explanation of how our Expert Assortment Service facilitates holiday ordering. Then order without delay.

Now—write for our catalogue—No. D639.

Butler Brothers

WHOLESALERS OF GENERAL MERCHANDISE

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: Baltimore, Dallas

for stock in the new company, or could sell it outright to the new company. The price they could get, my German friend figured up and found it would net him about $80. There were a lot of charges that had to come out before he got anything.

"Better take the $80, and call the deal off," I said.

No, he wouldn't do that; he'd get the stock. It might pan out. Some time afterward he told me that he *did* get the stock, and that still another copper company was now trying to buy *it* out. Any dividends? Nein.

Simply one game of freeze-out after another. How can *you* tell what's going on—a little stockholder, miles away from headquarters? You can't tell. You've simply got to take exactly what they please to give you and no more.

I'm just as sure that that German grocer will never get a cent out of his $300 worth of stock as I am that I'm sitting here this minute. He never even had a chance to get anything. Never even had a run for his money.

The people that cooked the scheme up "had to live," didn't they, and his money looked good.

If I could write about all the cases like this, where grocers had been pulled in mining schemes or bucket-shop schemes or things like that, I could fill every issue of the "Grocery World" for a year.

Why, do you know that these mining people buy lists of grocers' names from people who deal in such lists and send their red hot prospectuses to thousands of 'em at a time! I positively know that to be a fact. Why? Because the grocer is known to be easy for any game that promises big returns. And there never was a scheme like this that hadn't made beautiful money before it started.

Don't have your leg pulled. If you've got any spare money to invest, put it where you can see it. Or even better, lend me it. You'll get just as much out of it if you lend it to me as you will from the mining company.

Ain't I got to live, too?

THE STROLLER.

Armour Involved in Sale of Bad Eggs.

The Minnesota State Dairy and Food Department, in its campaign against the marketing of eggs which are unfit for consumption, has begun proceedings against one of the big cold storage concerns. The eggs were seized by the State Department as unfit for food, and the bakery from whom they were bought reported that they had purchased them from Armour & Co. Proceedings were immediately instituted against Armour & Co. by the State Department and a representative of the concern was arraigned in the St. Paul municipal court. It is not known what Armour & Co's plea will be, but it is expected they will deny responsibility for the condition of the eggs. The outcome of the case is being awaited with much interest, as this is the first time the State Department has found it necessary to proceed against one of the big cold storage concerns in the present campaign.

How to Get a Roll Top Desk Free.

The Knickerbocker Chocolate Co., of New York, have made an arrangement with the Manufacturers' Trade Mark Association, the big premium clearing-house of New York, which enables them to substantially reward retailers who show an interest in increasing the sa of Barker's Hasty Lunch Chocolat Bedford and Blue Ribbon Cocoas.

These goods are so fine that it is ha to sell anything else to consumers on they have had them; so besides the r ward the Knickerbocker Chocolate C give grocers for pushing them, they a certain to please their trade.

Suppose, for example, a grocer nee a new roll-top desk, a safe, a chee cutter, a computing or platform scal instead of drawing on his bank accou to pay for them he pushes the sale the Knickerbocker Co.'s goods with h customers, saves the Universal Coupo packed in every case for him and ad them to those coming to him from oth manufacturers, and in a short time will have collected enough to entitle hi to any of the articles named.

The Manufacturers' Trade Mark A sociation issue a handsome illustrat catalogue which they send free to gr cers, showing an almost unlimited arr of useful articles of merchandise whi they will send grocers in exchange f the Universal Coupons, together with list of all the manufacturers througho the country who give these same coupo to the grocers.

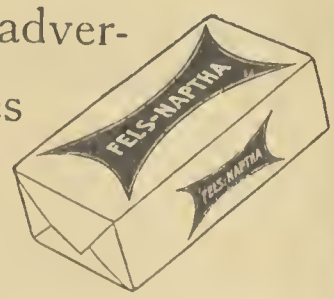
The Knickerbocker Co. is the on manufacturer of chocolate and coc from whom a grocer can get these Un versal coupons; so grocers who wa valuable free merchandise as well their regular profits will concentrate the efforts on the sale of the Knickerbock Chocolate Co.'s goods.

The little round cracker with "Exto stamped on it. It has been on the ma ket over half a century, and no co sumer will use any other oyster crack if she can get the Exton, because no oy ter cracker can take its place in the e teem of those who know the differen between fair and good.

The publicity given a labor-saving soap by the maker (when quality is right) sends buyers to your store.

Do you know of any soap that keeps itself so prominently before women by publicity and quality as **Fels-Naptha?**

By the same token, it will benefit you to push **Fels-Naptha,** because handling well-advertised goods advertises your store.



Whence The Cut?

Maybe you've often wondered why we so persistently use the picture to the left in our advertising.

It looks irrelevant to the advertising of coffee; but it isn't. This is a picture of the rare and interesting coffee bird, found only where coffee grows. The original was found on the famous Triunfo Plantations, where **German-American Coffees** are produced.

Everything about **German-American Coffees** is distinctive—wholly unlike other coffees. They are the finest, smoothest, most delicious coffees grown.

The German-American Coffee Co.

Growers, Importers and Roasters . . .

406 Greenwich Street, New York, N. Y.

Good Live Schemes for the Holidays

ome Clever Ideas Merchants Have Used With Benefit to Increase Holiday Trade.

[The following plans of booming holiday business have been collected and compiled by Butler Brothers, of Chicago, Ill. Practically all have been used in previous holiday seasons by retail merchants, every one to good advantage, as all unsuccessful plans are rejected]

With every 25-cent purchase ecember 21st and 23d, give a ıess as to number of sales made your store December 24th. ve $5 in gold to the person mak- g the closest guess.

* * *

A store in an Ohio city used an dian scheme of decoration dur- g the holidays. The windows ere dressed to represent forest enes with wigwams and Indians the foreground, the color heme in red, yellow and green. nall boys and girls dressed to present Indian children in- eased the reality. The interior corations of the store were in e same colors. About two eks before Christmas hundreds red, yellow and green cornu- pias were distributed about the y, being hung on door knobs. ery child securing one of them uld return it to the store and ve it filled with candy free. out a thousand pounds of ndy were distributed in this ıy.

* * *

This will make an excellent ckground for a holiday win- w. Build a light wooden me entirely across the window, out one foot from the back. ait white cheesecloth from the of this frame to the center of ceiling. Cover this entirely th the same material, all plait- to the center. Finish the edges th green festoons and the cen- with a large green rosette. ver the frame with brick col- d paper, cutting an oblong le in the lower central part, ge enough to represent an old- hioned fire-place. Cover this h red tissue paper. Fasten place a mantel of ordinary pine od stained black. Line the pa- below the mantel in black to roduce a brick fire-place. Out- e an old-fashioned brick chim- in the center above the man- and on each side cut out an ob- g block large enough for a ndow. Give the effect of four ıes by crowding two narrow strips of wood in the center of the hole. Put green tissue paper at the back of each window. Hang four or five pairs of stockings from the mantel. Put a boy doll or figure on a chair and a girl doll or figure on the floor. Lighted candles placed behind the three tissue paper openings, will give the effect of a fire in the fire-place and moonlight outside. Display holiday gifts in front of this background and change frequently.

* * *

An Indiana store issued a long holiday circular purporting to come from Santa Claus. It contained a long list of toys and this announcement: "I have opened up my workshop in the show window of the Blank stores right at the foot of the big snow-covered hill where you can see me most any time between now and Christmas. The telephone company has furnished me with a special telephone service and I will be glad to answer calls from giris and boys at any time from now until Christmas, whenever I am at my shop. I will make a record in my big book of all the children who call me up and give me their full address and will write to each one of them a personal letter. Call Santa Claus, 'Phone 200. Toyland is filled with toys and dolls and I invite you all to come and see them. I will be glad to see you any time you come. Santa Claus.

* * *

Cover a large hoop completely with holly, smilax or green cheese cloth. Suspend this wreath by two wires half way between ceiling and floor a couple of feet from the rear of your window. Hold it tight by two additional wires to the floor. Cover all four wires with long strands of smilax. For the figure of Santa Claus, cut armholes in a flour sack and sew in muslin sleeves, filling the arms with excelsior and the body with pillows or cotton bats. Make a loose, square cornered coat of red canton flannel, trimming the edges, collars and cuffs with narrow strips of white cotton. Make a little round cap of the same material and trim it the same way. The head can be made of a block of wood or a rubball, covered by a mask, with the little cap on top, using a wig or cotton for hair. The figure should be placed on a pedestal painted or covered with green cloth, as high as the bottom of the wreath and standing about a foot behind it. Use white cheese cloth painted, festooned with green as a background and above. On this you can display holiday novelties to advantage. Hang the larger articles on the back, sides and top, using the body of the window for the smaller toys.

* * *

An Iowa merchant used this plan to get a mailing list and at the same time found it the best holiday advertisement he had ever had. A slip with blank lines followed this notice: "A Christmas present of a box of candy will be given free every boy or girl who will fill out the slip below with the names of three of their neighbors and bring them in to us."

* * *

This plan combines a novel window display and an attractive offer. Put the biggest turkey you can find, a fat goose and a duck in a coop in your window. Advertise that you will give the turkey to the family making the largest holiday purchases of you this year, the goose to the one buying the next largest bill and the duck to the one making the third largest purchase.

* * *

Invite all the children to call at your store the Saturday after Thanksgiving. Give each one as many cards as he or she wants with the following on the face:—

> Five per cent of the amount of any purchase of holiday goods made by the holder of this card before December 25, 1907, will be paid the boy or girl whose name appears below.
> Name .....
> .....

Print your holiday announcement on the back. This plan should prove a splendid trade winner, if made clear to the children.

* * *

Insert this advertisement in big bold type in your local paper about ten days before Christmas, having hand bills enough struck

"X-MAS PRESENT"

USEFUL AND BEAUTIFUL

No other firm could afford this but us

This is the first time we have ever made this offer—this beautiful 4-piece set of Silverware (guaranteed); full size for family use packed in case; **for only** 97c

It is done solely to advertise our product and only one set will be sent to each family, with **positively no duplicate orders.** The plate is heavy and the pattern one of the latest and most fashionable—the famous "Rose." The pieces are **Fit to Grace any Table and Will Last for Years.**

ORDER TO-DAY—This price includes all packing, shipping and delivery charges prepaid to your door. Send cash, money order, or 2c. stamps to

Rogers Silverware Co.
Dept. C. No. 114 Fifth Ave., New York

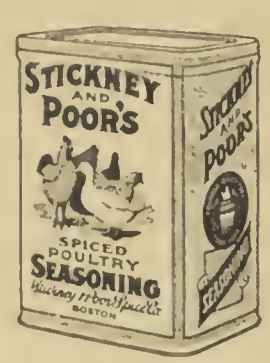
Attention!

Mr. Grocer, did you ever stop to think that very often the cheap prices quoted you are in excess of the quality of the goods you buy?

Lustre Lamp Chimneys

are the one price to everyone, made by union workmen and from the best material money will buy. A trial will convince you

R. E. TONGUE & BROS.
Allegheny Ave., Amber & Collins Sts.
PHILADELPHIA
BRANCH, NEWARK, N. J.



Put Them Side by Side

The wise grocer thoroughly tests goods offered to him so far as he can before sending them out with his reputation behind them.

We haven't the slighest objection to any test he feels like giving our **Poultry Seasoning**—in fact, we would prefer that he compare it not only with results of the best home-made seasoning, but with the best other prepared seasoning on the market.

He will be so thoroughly convinced that **Stickney & Poor's** is the best, that never after will he be tempted to waste his time on any other.

FOUNDED 1815

Stickney & Poor Spice Company

BOSTON - MASS.

off for distribution in town and to supply your out-of-town mailing list:—

LOST

Somewhere in or around (give name of your town) a purse containing an order on (here put your name) for Christmas goods to the value of $5. The finder can keep the purse and get the goods called for by bringing the order to this store.

If you do not wish to make the order good for $5, make it for $2 or $3 and lose several purses.

* * *

You can make an attractive window display by building a platform in the centre of it and on it a chimney, say 15 inches square and 4 feet high, covering the wooden frame with some dark red cloth and outlining the "bricks" in black. Have an incline from the front of the window to the platform, giving the idea of a sloping roof. Cover this with cotton and sprinkle over it diamond dust or bits of tinsel. Arrange a Santa Claus and two boy and two girl dolls. Better still would be a live Santa Claus cutting up capers with two little children.

* * *

Exhibit in your window or in some prominent place in your store a large Christmas tree more or less elaborately trimmed. Have a large placard announcing the tree will be given free to the Sunday school receiving the largest number of votes—a vote to be given with purchases to whatever amount you may choose to specify.

A good form for the voting slip would be a small Christmas tree at one side with a statement that "this vote is cast for the ———— Sunday School"—the name to be written in the blank left for that purpose.

You can force the plan still more upon the attention of your customers by having a large locked box for each Sunday school. Two, or three, or more such boxes, depending upon the number of Sunday schools intending to have Christmas tree exercises, each box covered with printed matter explaining the plan, will make an effective exhibit in your window.

It will be necessary to fix upon a day ahead of the earliest date set for the exercises in any Sunday school and also to arrange for some influential man, or a committee of influential men, to count the votes at the end of that time.

* * *

If you have a large farming tradé to draw from, begin advertising November 1st that you w give a Jersey cow as your Chri mas present to the most popul farmer within a certain distan of your store. Describe the c fully and if possible exhibit h certainly a fortnight before t contest ends. Give a voting s with every 25-cent purchase a post the returns in your windo every Saturday morning a every morning the last week. necessary, cast a few votes yo self for leading farmers to get t contest started.

* * *

Offer an attractive prize to given to the most popular lady in your town or county Christmas eve, giving a voti slip with every purchase. Th are always a number of such a the contest will certainly stin late your holiday trade.

* * *

About a fortnight bef Christmas take a toy bank a have your cashier drop a penny it for every sale made till clos time. Hand every customer a s and ask her to write on it name of the most popular boy town. Give the bank and its c tents to the boy whose name pears on the greatest number slips. Give the bank another to the most popular little girl der a certain age; the next day the prettiest girl; the next to most deserving; the next to best boy, etc. You can afford give this plan some vigorous vertising. A good idea in c nection with it would be to hir little girl to bank the penn when the cashier rings up sale, stationing her where she be seen and where she can see a hear the cashier and clerks nounce the sale.

Two-Minute Sermons for the Retail Grocer

XVIII—Closer to the Salesman Than a Brother.

The retailer should be closer to the traveling salesman than his own brother.

If there is any one man in the entire world who should be treated well and met with a cheerfulness which will make him feel glad that he came to see you, it is the traveling salesman who has been selling you goods regularly and also seeing that all little differences between you and his house are properly adjusted.

The retailer who feels that he is bothered to death by traveling men, and must let off steam once in a while to relieve the tension will do well to choose a traveler who may be termed an outsider to practice on. The best way is to just decide at the start that travelers are as necessary to your business as they are to the business of the house which employs them, and treat each one exactly as you would like to be treated if places were exchanged.

Some retailers get the idea that the traveling men come around at regular intervals so they can be nasty to them, and tell them all the things they would like to tell their customers, but dare not. This is a great mistake, for the traveler can be a better friend to you and make you more money than any one customer you will ever have, and he will do more for you to make your business profitable. Why should he not? Your profit is also his profit, so your interests should be the same. Your customers probably feel that they would get better values by buying your goods at bankruptcy sale, but the traveler and his house would not enjoy that same kind of a treat, so the traveler should be closer to you than your customers. F. A. P.

Armour Loses His Michigan F Injunction.

Circuit Judge Coolidge, Niles, Mich., has dissolved the junction which Armour & Co. secured against A. F. Bird, St Pure Food Commissioner, straining him from prosecut and issuing bulletins against packing firm for selling saus alleged to be impure. The ju holds that if the sausage is p Armour & Co. ought to prove i court instead of tying the St Commissioner up with an inju tion.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—At once, stock and fixtures General Jersey Village Store. Good business. Best reason. Want to rent, without stock, a good country cross road or village store in Pennsylvania, 75 to 175 miles west of Philadelphia. Address E. 6, care "Grocery World." 20

FOR SALE—For cash, one all-glass candy 5-foot floor show case; one all-glass cigar 4-foot floor show case; two 4-foot Enterprise syrup pumps; one 8-pound counter coffee mill; one 26-pound even balance Troemner scales; one 5-pound even balance Troemner scales; four tea-coffee canisters, base delivery, holds 35 pounds each; one 8-compartment spice canister, base delivery, holds 5 pounds each; one $125 Hallwood cash register; one combination popcorn-peanut roaster, costs $104; paper holders; oval show cases; candy trays; candy jars; candy scales. Will give discount from first cost. All in first-class condition. Must be sold by December. P. O. Box 137, Renovo, Pa. 23

FOR SALE—General store and stock, a good ten-room dwelling house, good barn and out-buildings, good orchard, about two acres of farm land. Post-office in the store. Located in good farming section; has a well-established trade. For anyone wanting a sure thing, this is a good chance. For particulars address P. V., care of "Grocery World," Philadelphia, Pa. 20

FOR SALE—Less than one-half actual value, 1,600 lb. Barnes safe, 12 light chandelier, Bowser oil tank, complete, 9 show cases, mostly metal frames; 3 tables, platform scales, 8-day clock, 4 thread cases, tobacco cutter, oil cans, measuring faucets, etc., all for one hundred dollars F. O. B. cars, Imler, Bedford Co., Pa. Write C. H. Weyant, Mt. Union, Pa. 20

FOR SALE—Germantown Grocer wishes to sell his store, corner property, with meats. This store is doing a paying business. Sold on account of sickness of owner. Apply 5853 Germantown Ave. 20

MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only $2, if satisfactory. May we send you full description?—FREE. American G. Collecting Agency, Castorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free. tf

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 236.—In best residential district of Norristown, Pa., one of the busiest towns in Eastern Pennsylvania. Store established for twenty years. Does $22,000 to $25,000 yearly on stock of $2,000. Uses one team, but horse not for sale. Nets 20 per cent. Owner going into other business and will sell at inventory. Take about $2,500. Can be greatly increased.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price inventory.

No. 258.—On North Tenth street, Philadelphia. Store 18 x 45. Does $350 per week, two-thirds cash. Stock about $1,000. Net profits 15 per cent. Uses one team. Good dwelling connected. Owner is in other business and cannot give time. Store established for thirty years and is making money. Good chance to handle meats. Price inventory.

No. 263.—In near Philadelphia suburb. Groceries and provisions. Store 40 x 40 feet. Yearly business, $25,000, half cash. Stock carried, $1,500. Net profits 15 per cent. Good dwelling connected. Uses two teams. Business established and prosperous. Good reason for selling. Price, inventory.

No. 266.—In Montgomery County, Pa., just outside Philadelphia. Only store in suburb. Store 30 x 60, with two back rooms, stable and large yard. Does $22,000 yearly, half cash. Stock $4,500. Uses three teams. Post-office in store, paid last year $332. Actual net profits, outside post-office, 8 per cent. Lack of capital cause of selling. Or will take good partner. Price inventory. Fixtures can be rented with store.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 300.—In busiest part of Columbia avenue, Philadelphia. Store 22 x 40 feet. Does $30,000, half cash, balance weekly and monthly. Stock $1,200. Uses one team, hiring the horse when needed. Cleared last year 10 per cent. on groceries and 30 per cent. on truck. Owner is retiring from business and will sell at inventory. Ice-box built in and will be rented with store.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,500-$2,800. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 308.—In Germantown. Does $200 weekly. Stock $500. Nets clean 10 per cent. profit above everything. Owner going into other business and will sell at inventory. With meats added this business will increase 50 per cent.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 315.—Near Wayne Junction, Philadelphia. Store 12 x 20 feet. Does $200 weekly, all cash. Stock $700. No team used. Small dwelling connected. Clear net profits 25 per cent. as expenses are low. Owner making business change. Price, inventory.

No. 316.—In Wayne Junction, Philadelphia. Size 18 x 25 feet. Does $300 weekly, two thirds cash. Stock $600, clear net profits 20 per cent. One team. Dwelling connected, for sale or rent. Illness cause of selling. Store thoroughly established. Will sell at inventory.

No. 317 and 318.—In West Philadelphia. Two stores owned by same owner or will sell separately. No. 1 is 22 x 30 feet, does $350 weekly, three-quarters cash. Stock $400. Nets 20 per cent., as sells many meats. No. 2 is 16 x 25 feet, does $250 per week, two-thirds cash. Stock $250-$300. Net profits 20 per cent. These stores are extremely profitable little places and can be bought at inventory prices, which means less than $1,000 each.

No. 319.—In North Philadelphia. Store 18 x 30. Does $300, two-thirds cash. Stock carried $1,000. One team. Net profits 15 per cent. Dwelling connected, for sale or rent. Owner retiring from business and will sell at inventory. This store was established by the present owner 29 years ago.

No. 321.—In West Philadelphia working neighborhood, not aristocratic but busy. Store 17x35 feet. Does $250 weekly, all cash, on stock of $400. Owner takes $40 in cash out of the business every week. No team. Dwelling connected. Owner retiring and will sell at price about representing inventory. This store has been established 17 years.

No. 322.—In Wissahickon, Philadelphia. Store 16x25 feet. Does $500 weekly, all cash. Stock $1,000. Nets actual 14 per cent. profit. Low fixed charges. Sickness cause of selling. Price inventory. No team, but business could be greatly increased by using one.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

ONE OF THE BEST WEST PHILADELPHIA STANDS.

Located on one of the principal streets of West Philadelphia. Size 25x72 feet. Doing $550 weekly, mostly cash. Stock about $2,000. Nets 10 per cent. Uses one team. The owner is not at home in the grocery business, and wishes to retire from it. Store is very profitable, and will stand the deepest examination. Price inventory.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 30, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WHO WANTS TO GIVE A GENERAL STORE FOR A GOOD FARM?

A client of ours in Atlantic County, N. J., has a 13½ acre farm, high, cleared and level, directly on the new electric line from Philadelphia to Atlantic City and only seven miles from the latter; good house, barn and other buildings, including large chicken house and yard; two good wells; 100 fruit trees. Splendid place for profitable poultry business, owing to closeness to Atlantic City. Owner wants to exchange for general store in New Jersey or Pennsylvania. He will sell for $4,000 cash or $4,500 trade, subject to mortgage of $2,500.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

GET YOUR PRINTED
Posters and Show Cards

from our new salesrooms. More room and larger line of stock carried.

GROCERS' PRINTING COMPANY
108 N. Front Street
PHILADELPHIA

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.

A BAD HITTER

His Bunches and Bruises can be removed quickly without stopping work with

ABSORBINE

This remedy cures Lameness, kills Pain, removes any Soft Bunch without blistering or removing the hair, and pleasant to use. $2.00 per bottle, delivered, or at dealers. Absorbine, Jr., for mankind, $1.00 bottle. Allays inflammation rapidly. Cures strains.

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

Do You

handle a Cough Remedy that is guaranteed to sell and cure—one that satisfies your customers, gives you large profits, and sells without any effort on your part?

If not, let us give you our proposition—a plan that is both novel and effective. It means money to you and brings new customers and holds the old ones. We do not ask you to pay one cent until you have sold the goods. Write to-day and learn about

German Fir

Dilliard Remedy Company
EAST BANGOR, PA.

"An Emblem of Purity"
Carter & Williams'
PEANUT BUTTER

Packed in tumblers and screw-top jars
Retails at 10 and 15 cents
TRY A CASE FROM YOUR JOBBER

CARTER & WILLIAMS, Mfrs.
PHILADELPHIA, PA.

this
is
"Club Cocktail"
Pineapple
time

Club Cocktail Pineapple is one of the most vigorous sellers Martin Wagner Co. has ever put on the market. Surely you want a case.

FLEISCHMANN'S
COMPRESSED YEAST
HAS NO EQUAL

Have the Best Goods and You'll Get the Best Trade

We have made a specialty for many years of supplying the finest Foreign and Domestic Fruit, etc., coming into this market, the sort of goods it's hard to get elsewhere; the sort of goods that bring particular people to your store and keep them coming. If you can call we will show you what we mean; if you can't call, write, and we will give you particulars.

R. DAETWYLER & CO.

New Market and Callowhill Sts., Philadelphia

FOREIGN AND DOMESTIC FRUITS

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, November 11th. Terms, net 10 days.

First orders must be accompanied by references.

JAMAICA BANANAS.

Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag ..... $4.25 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$3.75
Fancy Brights 150-176 size, per box	3.50
Fancy Brights, 200-216 size, per box	3.25
Fancy Brights, 250 size, per box	2.75
Golden Russetts 10 to 15 cents per box less than above prices.	

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.00
Fancy Bright, 80's, per box	4.50
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.25
Golden Russetts, 80's, per box	3.75

FOREIGN ORANGES.

Jamaicas, about 400 to bbl	$4.50 to 5.00
Jamaicas, boxes, 150-176	3.25
Jamaicas, boxes, 200-210	3.00
Jamaicas, boxes, 250-288	2.75

ALMERIA GRAPES.

Fine Quality, kegs, 61 lbs.	$4.50 to 5.00
Choice, kegs, 61 lbs.	4.00
Good Quality, kegs, 62 lbs.	3.50
Good Quality, kegs, 60 lbs.	3.00

NEW CROP PERSIAN DATES.

Finest Hallowee, weighing about 65 pounds, per pound	.05½
Finest Khadrowee, weighing about 65 pounds, per pound	.05¼
Finest Sair, weighing about 65 pounds, per pound	.05
Finest Fard, weighing about 60 pounds, per pound	.06½
Finest Fard, in cases containing 9 boxes, weighing 13 to 14 pounds per lb.	.08

CRANBERRIES.

Cape Cod, fancy, large	$10.00
Cape Cod, Early Black, per bbl.	9.00
Cape Cod, not so dark, per bbl.	8.50
Fancy Cod, large dark, bushel crate	3.00 to 3.25
Fancy Jersey, medium dark	2.75

FANCY CALIFORNIA AND MESSINA LEMONS.

Fancy California, 300-360 size, per box	$4.50 to 5.00
Fancy Messina, 300 size, per box	4.00
Fancy Messina, 360 size, per box	3.50 to 3.75
Choice Messina, 300 size, per box	3.25 to 3.50
Choice Messina, 360 size, per box	3.00

NEW CROP TURKEY FIGS.

Extra fancy quality 5-crown, 10 to 12-pound boxes, per pound	0.12
Exta fancy quality 4-crown, 10 to 12-pound boxes, per pound	0.11
Extra fancy quality 3-crown, 10 to 12-pound boxes, per pound	0.10
Fancy quality glove boxes weighing about 14 pounds, per box	0.10
Fancy quality locum pulled boxes, 4 to 5-pound boxes, per pound	0.14

FANCY JERSEY SWEET POTATOES.

Fancy Prime, per barrel	$3.50
Choice Prime, per barrel	3.25
Fancy Medium, per barrel	2.00
Choice Medium per barrel	1.75

ONIONS.

REGULAR BUSHEL CRATES.

Strictly Fancy White	$1.75
Strictly Fancy Yellow	1.25
Fancy Valencia Onions, per crate	1.35

VEGETABLES.

We carry a full line of vegetables in our truck department, but as the market fluctuates daily on this line of goods, orders will be filled at lowest ruling market prices on day of shipment.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

ny subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

cked in paper-lined fancy bags or paper-lined sugar barrels.

	Per lb.
" Java	.26
" Java	.24
" Java	.24
-Java and Mocha Blend	.24
-Java and Mocha Blend	.22
" Mocha	.24
" Mocha	.22
" Mocha	.20
guayra (Washed Caracas)	.18
" Maracaibo	.18
" Maracaibo	.17
" Santos	.18
" Santos	.16
" Santos	.14
berry Santos	.14
" Rio	.13
. 1 Rio	.12
. 2 Rio	.10
ton Special Mocha and Java, 1 lb. cans	.27
ton Perfection, 1 lb. cans	.20
tlesbip, 1 lb. packages, any quantity	.15
Cabin, 1 lb. packages, 100 to case	.14
buckle's, 100 lbs. to case	
ig Bee, 100 lbs. to case ... per case	15.00

TEA.

	Per lb.
25 Gunpowder	.24
28 Gunpowder	.35
t Gunpowder	.45
25 English Breakfast	.20
28 English Breakfast	.33
t English Breakfast	.40
25 Moyune Gunpowder	.33
28 Moyune Gunpowder	.38
t Moyune Gunpowder	.50
25 Imperial	.33
28 Imperial	.35
t Imperial	.50
25 Oolong	.28
28 Oolong	.35
t Oolong	.45
ng Hyson	.35
in	.35
io ½ and ¼ lb. packages	.50
er Moon	.27
er Bell, 1 lb. packages	.25
da (Ceylon and India Tea)—	
een, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
een, Black and Mixed, 10c. packages, 5 doz. to box ... per doz.	.90

CANNED VEGETABLES.

	Per doz.
ed Beans—	
n Money, 3 lb., sauce, 2 doz	1.50
n Money, 2 lb., sauce, 2 doz	1.15
n Money, 1 lb., sauce, 4 doz	.85
n Money, 3 lb , plain, 2 doz	1.45
gner's, 1 lb., tall, 4 doz	.60
gner's, 3 lb., plain, 2 doz	1.05
gner's, 3 lb., sauce, 2 doz	1.10
cursion, 3 lb., sauce, 2 doz	.90
ratoga, 2 lb., 2 doz	.60
—	
n Money, Shoepeg, 2 lb., 2 doz	1.00
ndard Shoepeg, 2 lb., 2 doz	.90
ndard, 2 lb., 2 doz	.80
lmont Cream, 2 lb., 2 doz	.90
norr Brand Kernelled Corn, 2 doz	1.45
—	
ote & Co., extra sifted, 2 doz	1 45
le Brand, 2 doz	.90
tle Fellow, 2 lb., 2 doz	
b Roy, 2 lb., 2 doz	1.00
n Money, petits pois, 2 doz	1.75
n Money, standard early June, 2 doz.	1.20
nch, extra fins, 100 in case, per case,	18.50
Money Combination—	
., 2 doz	.90
ey Beans—	
., 2 doz	.75
Beans—	
by, soaked, 2 lb., 2 doz	.80
ndard, 2 lb., 2 doz.	1.25
le Darling, 2 doz	
pkins—	
., 2 doz	.95
lons	
g Beans—	
., 2 doz	.85
Money Vegetables—	
., 2 doz., 12 kinds in can	85
et Potatoes, 3 lb., 2 doz	1.10
. Pulp, for soup	.48
tash—	
., 2 doz.	.95
toes—	
Money, whole, 3s, 2 doz	1.00
ndard, 3s, 2 doz	.97½
on, ½ doz.	3.15
Quality, 3s.	.95
doz	.80

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1 45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.50
Beaver, ½ lb., flat, 8 doz	2.30
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	1.20
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.10
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Glen Cove, ¼ oil, 100	4 00
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
¾ Crown Mustard, 50 cans	4.00
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.50
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.05
Blackberries, 2 lb., 2 doz	1.25
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.50
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.40
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 50
Grated Pie Pineapples, James, 3 lb., 2 doz.	.95
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1 50
Standard Peaches, Rialto, 3 lb., 2 doz	2.50
California Apricots, 2 doz	
California Cherries, 2 doz	
California Peaches, 2½ lb., 2 doz	
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.12½
Evaporated, 1 lb. packages, 4 doz	13
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.14
Best, 25 lbs	.15½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ... per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	.06½
Stuffed, 1 lb ... per doz.	
New Prunes—	
40- 50, 25 lbs	
50- 60, 25 lbs	.08
60- 70, 25 lbs	.07½
70- 80, 25 lbs	.07
80- 90, 25 lbs	.06½
90-100, 25 lbs	.06¼
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs ... per box	2.10
Seedless Muscatels, 50 lbs	
Seeded, 36 1 lb. packages	.11
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¾
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.04
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, Large Sack	.95
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ... per cwt.	.95

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.60
Lady Washington Beans, about 200 lbs. to bag	2.75
Green Peas, dried, about 165 lbs. to sack	
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¾
Imported Lima Beans, about 90 lbs. to sack	.06¾
Split Peas, 210 lbs ... per bbl.	7.90
Less quantity	.04
Lentils, about 100 lbs. to sack	.08¾

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.45
Kingsland, N. O.	.35
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
Orange Brand Syrup	.35
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz.	1.90
California Amber Drips, 2½ lb. cans	2.20
California Amber Drips, 3 lb. cans, 2 doz.	2.50
California Amber Drips, ½ gal. cans, 1 doz.	2.15

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.90
Fine Granulated, 100 lb. sacks	4.90
Confectioners' A	4.85
No. 1, A	4.80
Light Yellow	4.35
Fine Granulated, 2 lb. bags	5.20
Fine Granulated, 5 lb. bags	5.10

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.35
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.65
Red Cross, 4 doz	4.60
Star, 4 doz	4.55
Dime Brand, 4 doz	4.00
Lion, 4 doz	4.60
Premium, 4 doz	4.35
Hires' Silver, 4 doz	4.70

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4 25
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.75
Our Pet, baby size, 6 doz	3.10
Peerless, small size, 4 doz	2 20
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ... per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pct, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ... per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl White Floating	100	4.00
Ark	100	2.20
Babbitt's	100	3.75
5 box lots freight paid, with 1½ box "1776" or 100 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	60	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.50
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptba	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	.40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil Sau	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00
Old Dutch Cleanser, 4 doz		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New Yor

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars ...per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 3 dozen ...per case,	2.80
Quarts, 2 dozen ...per case,	2.80
Sugar Syrup—	
Pure, extra fancy	.85@.88
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen ...per case,	1 95
Tins, 2½-lb., 2 dozen ...per case,	2.30
Tins, 3-lb., 2 dozen ...per case,	2.50
Tins, 5-lb., 1 dozen ...per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@95	40.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30 00
Medium Irish 2s, count 450	22 00
Norway, count 400@450	25 00
Norway, count 300@350	28.00
Norway, count 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.13
Halibut, fancy chunks, Iceland, 20 lbs	.20
Bloaters, Cromarty, 100s	

TEAS.

Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.15@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
...ng—	
...mon to fair	@.15
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
...ouchong—	
Common to fair	.16@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.30
Cinnamon, Mats	.10½
Cinnamon, Twaio	.17
Cinnamon, Ceylon	.21@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.80
Cloves, Zanzibar	.19@.20
Cloves, Amboyna	.22
Cloves, Penang	.30@.35
Ginger, African	.08
Ginger, Jamaica, bleached	18½@ 20
Ginger Jamaica, unbleached	.17@.19
Ginger, Calcutta	.08
Nutmegs, 75–80s	.25@ 35
Nutmegs, 105–110s	.18@.20
Nutmegs, 130–140s	.15@.18
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.39½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Extra white 2½s, unpeeled Calif.	
Standard white 2½s, Calif.	
Tips, green, 1s	
Tips, white, California, 1s	
Beans, Baked—	
Standard, plain 1s	.42½
Standard, plain or sauce, 2s	.50@ .60
Standard, plain or sauce, 3s	.70@ .85
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.50@1.60
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.60
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	.60@ .80
Beans, Stringless—	
Fancy 2s	2.25@2.50
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1.10@1 15
Fancy New York 2s	.90@1.00
Standard New York 2s	.75
Maryland 2s, Maine Style	.75@ .80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.30@1.35

—3—

Telephone 2s	
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.15@1.20
Soaked 2s	.75@ .80
Succotash—	
Extra fancy Maine 2s	1.25
Fancy Maine 2s	1.00@1.10
Extra standard 2s	.75@ .90
Pumpkin—	
Fancy, 3s	.85@1.15
Fancy, gallons	2.75
Squash—	
Fancy 3s	1.15
Tomatoes—	
5½-in. cans, fancy New Jersey	1.50
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	4.50
Gallons, extra standard Maryland	4 25
Quarts, glass jars	
Beets—	
Fancy Strawberry 3s	1.50@1.75
Cut 3s	1.00@1.10
Sweet Potatoes 3s	.90@1.00
Sauer Kraut 3s	.80@1.10
Spinach—	
Standard Maryland 3s	1.45@1.50
Fancy New Jersey 3s	1.50@1.75
Gallons	4.75

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	3.00
Extra Standard gallons	9 75
Bartlett Pears—	
Extra 3s	3.75
Extra 2½s	3.00
Extra standard 2½s	
Fancy 3s	
Standard 2½s	
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.75
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.50
Extra standard 2½s	

EASTERN.

Pears—	
Choice New York 2s	1.50
Choice New York State 2½s	2.60
Standard 2s	1.25
Pineapples—	
Sliced or grated 2s	2.00@2.20
Sliced or grated 1s	1.00@1.10
Pie, grated, gallons	3.60
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.25
Strawberries—	
2s, fancy	2.50
2s, extra	
Raspberries—	
Red, fancy, 2s	1.80
Standard 2s	

FISH.

Lobster—	
Flat 1s	4.50
Flat ½s	2.50
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	
Medium Red	
Red 1s	1.25@1.35
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.10
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.13
Smyrna Sult., fancy, 6 cr., 30 lbs	.14
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	.10

—4—

Loose Raisins—	Per lb
Valencia, 4 cr., 28 lbs	.08
California, 4 cr., 50 lbs	.09
California, 3 cr., 50 lbs	.08
California, 2 cr., 50 lbs	.08
Figs—	
Baskets, 1 lb. and 2 lb	.15 @.18
Layers, 2¾-in., 10 lbs	.09
2½-in., 12 lbs	.10
2¼-in., 12 lbs	.09
2-in., 12 lbs	.08
Currants—	
Fancy, 1-lb. cartons	.10
Cleaned, 1-lb. cartons, choice	.08
Bulk, choice, 50 lbs	.0
Natural, choice	.07
Citron—	
According to quality	
Lemon Peel—	
According to quality	
Orange Peel—	
According to quality	
Fard Dates—	
60 lbs., bulk	.07
1-lb. pkgs., 80-lb. case	.09
Persian Dates—	
60 lbs	.07
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.17
30x40, choice	.11
40x50, choice	.09
50x60, choice	.07
60x70, choice	.07
70x80, choice	
Choice, 50-lb. box—	
60x70, 80x 90	
70x80, 90x100	
Prunes in cartons—	
Fancy 40x 50	.11
50x 60	.10
60x 70	.09
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.10
40x50	.09
Apples—	
Fancy, 50 lbs.	
Fancy, 1-lb cartons	
Prime, 50 lbs.	.11
Choice, 1-lb. cartons	.13
Peaches—	
Fancy, peeled, 25 lbs.	.30
Unpeeled, fancy, 25 lbs.	.13
Extra Choice Muir	
Apricots—	
Royal, extra fancy, 25 lbs	
Moorpark, fancy, 25 lbs	.27
Royal, fancy, 25 lbs	
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.39 @.40
Valencia, 28 lbs	.36 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.28
French Princess	
Tarragona, 120 lbs	.18
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.12
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.12 @.14
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	.18
Grenoble, 220 lbs	
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.17
Extra choice, boxes, 25 lbs	.18
Choice, bags, 125 lbs	.12

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	14.50@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ½s, accord'g to qual.	26.00@35.00
Mushrooms, ¼s, accord'g to qual.	18.00@20.00
String Beans, according to qual...	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.	.08@ .09

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.	Column.
Eggs	27

DECLINES.	Column.
Butter, all grades	7
Cheese	27
Beans, Dried	29
Dressed Fowls	45
Japan Rice	51

ADDITIONS.	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammunition	4
Axle Grease	5
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	5
Barley	29
Baskets	62
Bath Brick	59
Beans	29
Blacking, Shoe	6
Bluing	6
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	28
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	15
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc.	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Puddine	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	.52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	60
Tacks	59
Tapioca	3[illegible]
Tar	4
Teas	
Tobacco, Chewing	6
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

Confectioners' Lozenge	5.25
" Powdered	5.25
" Crown A	5.45
" Crystal A	5.10
" Coarse Granulated	5.35
Eagle Tablets	6.30
Crystal Dominoes	7.35
Cut Loaf	5.80
Patent Cubes	5.35
Powdered	5.20
Extra Fine Granulated	5.20
Coarse Granulated	5.20
Granulated	5.10
Fine Granulated	5.10
" in 50-lb. bags packed 2 in 100-lb. bag	5.15
" in 25-lb bags packed 4 in 100-lb. bag	5.15
" in 10-lb. bags packed 10 in 100-lb. bag	5 25
" in 5-lb. bags packed in bbls	5.30
" in 5-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. bags packed in bbls	5.40
" in 2-lb. bags packed in 100-lb. bags	5.40
" in 2-lb. cartons in cases	5.30
" in 2-lb. paper packages in cases	5.30
Confectioners' A	4.90
1—Keystone A	4.85
2—American A	4.80
3—Centennial A	4.75
4—California A	4.70
5—Franklin B	4.65
6—Keystone B	4.60
7—American B	4.55
8—Centennial B	4.50
9—California B	4.45
10—Franklin Extra C	4.40
11—Keystone Extra C	4.35
12—American Extra C	4.30
13—Centennial Extra C	4.25
14—California Extra C	4.25
15—Franklin C	4.25
16—Keystone C	4.25

TEA.

	Per lb.
Japans—Basket-fired	18 @ 35
Japans—Pan-fired—Common to fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	13 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	17 @ 38
CEYLON—Common to Fine	17 @ 40
ENGLISH BREAKFAST—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

	In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2 00

Levering Coffee Co.—

Tourist, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea	.50
Almoco, lead foil package teas, ¼s and ½s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas	40

Tetley's Tea— Per lb.

¼ lb. or ½ lb in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades per doz.	.90

Caricol Blend, Martindale & Co.:— Per lb.

5-lb. Silver Sacks	.22
1-lb. Silver Sacks	.22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—

100 lb. barrels per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

—3—

McCormick & Co's Banquet Brand— Per doz.

No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 1 doz per doz.	.90
Colburn's, quarts, 3 doz per doz.	.90
Colburn's, ½ gals., 1 doz per bbl.	1.80
Violet, pints, 2 doz per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz

¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75
Davis' O. K., ¼-lb., 4 doz per doz.	.45
Davis' O. K., ½-lb., 3 doz per doz.	.90
Davis' O. K., 1-lb., 2 doz per doz.	1.65
Davis' O. K., 5-lb., ½ doz per doz.	7.20
Cleveland's, 10-c. size, 4 doz per doz.	.84
Cleveland's ¼-lb., 4 doz per doz.	1.23
Cleveland's, ½-lb., 2 doz per doz.	2.28
Cleveland's, 1-lb., 1 doz per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans, 1 doz. cases	1.65
Leslie's, 5 lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz	.45
Parrot and Monkey, 4 doz	.45

Rumford's Yeast Powder:—

4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass, 4 doz	1.04
6 oz. glass, 6 doz	1.03
6 oz., 1 gross, in bbl per gross,	12.25

Rumford Baking Powder:—

5c.-tins, 4 doz per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

—4—

Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case....per doz.	12.00
" 1 " 1 " .... "	2.50
" ½ " 2 " .... "	.55
" ¼ " 3 " .... "	.75
Purity Brand 5 " ½ " .... "	6.00
" 1 " 1 " .... "	1.50
" ½ " 3 " .... "	.80
" ¼ " 3 " .... "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz. per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M per ¼ gross	4.50
Jacquot Blacking, No 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70

Whittemore Bros. & Co:—

Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos Peaberry, extra fancy	.12½
" Fancy	.09¼@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.12
" Choice	@.11½
Washed Caracas, Fancy	.13½@.14
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ½ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.13
" Prime	@.11
" Choice	@.09½
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 35/100
Lion	13⅛	13¼
B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins,		.26
Saludo, lbs	.20	
" 50-lb. tins	.19	
" barrels	.18	
Viv, lbs	.16	
" 50-lb. tins	.15	
" barrels	.14	

Ground or pulverised without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20
Packed in 30 and 60 pound cases.	
German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14 1/10
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box ... per box	3.90
12 tins in box ... per carton	.95
1 lb. tins ... per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans ... per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends ... per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin ... per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross ... per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04¾
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Gun Caps, E. B ... per M	.60
Gun Caps, musket ... per M	.65
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB. bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.27
" First, "	.26
" Second, "	.25
" Third, "	.24
" Imitation, 30–60 lbs	.23
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.28
Ladles, 30–60 lbs., bakers' use	.22
Print Butter:—	
Star or S. D. brands, 1 lb., 20–50-lb. bxs.	.31
B. B., E. D. brands, 20–50-lb. boxes	.30
J. J., C. V., Gilt Edge, Gold Medal, 20–50-lb. boxes	.29
Sheaf ("400") Elgin, 20–50-lb. boxes	.28
Sheaf	.27
B. S. Gilt Edge, cartons	.32
Gurnse, pounds or half pounds	.30
Belle Spring	.28

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.11½
" 16's, "	.12½
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¾
Peerless " " "	.10¼
Bright Light, " " ... per box	2 50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	
Martha Washington, long 12s ... per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints ... per gross	4.20
Mason's, quarts ... per gross	4.45
Mason's, half-gallons ... per gross	6.20

—8—

Jelly Tumblers—	
Barrels, 22 doz ... per doz. (No charge for barrels.)	.1
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.7
Jar Rubbers—	
Lip, wide ... per gross	.8
Acme, wide, 1 doz. cartons ... per lb.	.4
" medium, 1 doz. cartons ... "	.4
Reliable, white rubber, wide	.2
" " medium	.2
Black, medium ... per lb.	.2
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Mayflower brand, Sweet Marjoram ... per doz.	.2
" Sage ... "	.2
" Thyme ... "	.2
" Savory ... "	.2
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory ... per case	1.0
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—	
⅛-lb. cartons, 1 doz ... per doz.	.4
¼-lb. " " ... "	.7
½-lb. " " ... "	1.2
¼-lb. screw cap bottles, 2 doz ... per doz.	.9
¼-lb. square cans, 2 doz ... "	.8

CANNED GOODS.

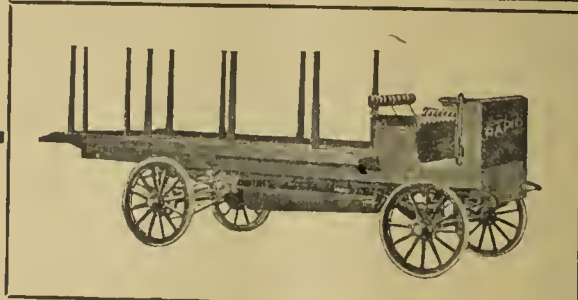
	Per D
Tomatoes—	
Mrs. Hancock's Frying	1 2
Frying, Good Luck Brand	1.1
DuBois' Frying	1.2
Jersey King, No. 3, Standard Jersey	1.0
Blue Hen Chickens, No. 3	1.0
Rio Grande, fancy, Jersey	1 0
Silver Lake, fancy, Jersey	1.1
Alta, No. 2	.7
Alta, No. 10, 1 doz	3 1
Bull Dog, No. 2	.7
Lima Beans—	
Tinsley's, extra small	1.35
Turkey, fancy, Jersey	1 10
Silver Lake	1.05
Boyer's, No. 2	1.07
Oxford, Maine packed	.87
Lanfair, 2s	.75
String Beans—	
Mikado, Penna., fancy	1.00
Cloister, fancy N. Y.	1.45

Send for a Sample

Of the finest tea ever produced for the money—Spring Garden. When you have tasted it you will realize instantly that you can sell it for 60c. per lb., and you will wonder how we can afford to sell it to you at these prices :

	Packed in cases containing 100 Pounds	
In 100-lb. Barrels	18	cents per lb. net
In 5-lb. Silver Bags	19	cents per lb. net
In 1-lb. Silver Bags	19½	cents per lb. net
In ½-lb. Silver Bags	20	cents per lb. net
In ¼-lb. Silver Bags	21	cents per lb. net

Thomas Martindale & Co., Philadelphia, Pa.



Money Savers

This truck will do more work than two double teams at about half the expense. The delivery wagon shown below will do more work than three teams at a third the expense.

Saving money is **making** money. You want to **make** money, don't you?

When you can do your hauling and delivering cheaper and quicker by Rapid Automobiles than you can by horse-drawn vehicles you have two very good reasons for using them. There is another, the Rapid Machines are so handsome they are the most effective kind of street advertisements.

Rapid Motor Vehicle Co.

WRITE FOR CATALOGUE — PONTIAC, MICH.

What's the Difference?

The answer—"the bottom is as good as the top." You know what this means in Evaporated Apples. It means that your customers will **keep buying** that kind, and **we** know **you** will keep buying that kind to supply your customers. **APELPI** on a package of evaporated apples is a positive guarantee that the fruit is the finest that can be had, and its preparation can't be excelled.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON, Distributers — 28 So. Front Street, Philadelphia, Pa.

—9—

oyer's, 2s	.82½
corn, 3s	1.05
corn, No. 2	.77½
ite Wax Beans—	
corn	.70
hampion	.65
ompass, No. 10, 1 doz	3.00
ed Beans—	
. & M., No. 3	1.35
. & M., No. 3, tomato sauce	1.55
ampbell's, No. 2, plain	.92½
ampbell's, No. 2, sauce	.92½
xford, No. 3	.90
arragansett, No. 2, tomato sauce	.97½
arragansett, No. 3, tomato sauce	1.37½
an Camp's, No. 1, sauce, 4 doz	.87½
an Camp's, No. 2, sauce, 2 doz	1.32½
oore & Brady, No. 3, plain	.82½
oore & Brady, No. 3, sauce	.87½
oore & Brady, No. 1, picnic size, plain	.40
oore & Brady, No. 1, picnic size, sauce	.45
ictory, No. 1, tomato sauce, 4 doz	.47½
artin Wagner Co., No. 3, plain	.92½
artin Wagner Co., No. 3, tomato sauce	1.00
artin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
himmel's, No. 1, sauce	.50
himmel's, No. 2, sauce	.87½
himmel's, No. 2, plain	.82½
nker Hill, No. 3, plain	.77½
nker Hill, No. 3, tomato sauce	.80
ider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. ....per doz.,	1.80
2-lb. cans, 3 doz. .... "	1.40
1-lb. cans, 4 doz. .... "	.90
1-gal. cans, ½ doz. .... "	5.00
nnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz....per doz.	.95
2-lb. cans, 3 doz. .... "	.70
1-lb. cans, 4 doz. .... "	.45
1-gal. cans, ½ doz. .... "	3.00
Kidney Beans—	
an of Arc, No. 2	.82½
artin Wagner's, No. 2, 2 doz	.72½
artin Wagner's Extra Quality	.80
an Camp's, No. 2, 2 doz. ....per doz.	.82½
—	
ornlet	1.65
inoor, kernelled	1.40
ris, fancy Maine	1.20
nerican Beauty, extra fancy, Shoe Peg	.95
eam of Susquehanna	.95
ker's, G. W., whole grain	.85
oe Peg, Susquehanna	.85
oe Peg, Osborn's	.75
ark, crushed	.77½
ex, No. 2, Fancy Whole Grain	.72½
nity, No. 2, Whole Grain	.70
oyal Exchange, Whole Grain	.67½

—10—

Peas—	
French, very fine, 100 cans	15.75
French, fine, 100 cans	13.75
French, medium, 100 cans	12 00
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1.25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	1.02½
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.55
Beets—	
Red Jacket, No. 3, small	1.45
Silver Lake, fancy, No. 3	1 05
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.25
Shawnee, No. 3	1.27½
Farren's, No. 10	4.25
Sweet Potatoes—	
Plantation, No. 3	
Victory, No. 3, 2 doz	1.05
Pumpkin—	
Catawba brand, extra fancy, N. Y. State, No. 3	.92½
M. & W., Dog Head, No. 3	.85
Andrews & Co., No. 2	.55
Silver Lake, No. 10, 1 doz	2 45
Asparagus—	
Extra mammoth, No. 2½	4.50
Superior, large, No. 2½	4.10
Staple, medium, No. 2½	3.95
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3.60
Grand Island, medium	3.50
El Rio, medium, No. 2½, 2 doz	3.50

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2 65
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s	2.40
Cherries—	
Extra quality, 2½s	3.40
Extra standard, 2½	
Standard, 2½	3.00

—11—

Peaches—	
Extra standard, lemon clings, 2½s	
Extra standard, sliced lemon clings, 2½s	2.85
Tioga, extra standard	2.65
Agate, standard	2.40
Extra standard, sliced lemon clings, 1 lb., 4 doz	
Prize Medal, lemon clings, No. 10, 1 doz	8.50
Plums—	
Extra standard egg	
Extra standard green gage	
Standard egg	
Standard gage	

DOMESTIC CANNED FRUIT.

Apples—	
Derby, No. 10, 1 doz	3.40
Pride of Shenandoah, No. 3, 2 doz	1.00
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	1.20
Jersey Duke, 2s	1.15
Blueberries—	
Loggies, No. 2	1.55
Loggies, No. 10	7.00
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Calumet, yellow, light syrup	
Terrapin, No. 3	
Pears—	
Matchless, extra fancy, No. 2	1.65
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.75
Pride of Rochester, fancy, preserved, No. 2	1.90
Rhubarb—	
Silver Lake, No. 3	
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	2.00
Silver Lake, No. 10, 1 doz	7.50
Defence, No. 2	2.25
Pine-apple—	
Phonograph, grated, No. 2	2.00
Phonograph, sliced, No. 2	1.95
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.00
General, E. & C., sliced, No. 2	1.85
Indian River, E. & C., No. 2	1.70
Terrapin, E. & C., sliced, No. 2	1.65
Wagner's, E. & C., No. 2	1.60
Orange Grove, E. & C., No. 2	1.50
Wallace, grated, No. 2	1.40
Singapore Chunks, No. 1½, 4 doz	1.17½
Wallace, E. & C., sliced, No. 2	1.30
Singapore, cubes, No. 1½, 4 doz	1.12½
Wagner's, No. 1, cocktail, 2 doz	1 00
P. & B., grated, No. 3	1.00
James, No. 3, pie, grated	.95
Singapore, cubes, No. 1, 4 doz	.80

—12—

The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.	
Tan Chop Hin, ⅜-lb. chunks....per doz.	.80
" 1 " " .... "	.87½
" 1½ " " .... "	1.17½
" 1½ " sliced .... "	1.35
" 1½ " grated.... "	1.35
" 2½ " whole .... "	1.85
Packed in their own juice :—	
1½-lb. chunks, extra heavy syrup...per doz.	1.40
1¼ " sliced .... "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	
Star, No. 1, 4 doz	
Lobster—	
B. & M., No. 1, flat, 4 doz	4.20
B. & M., No. ½, flat, 4 doz	2.20
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 doz	1.35
Star brand, No. ½, flat, 4 doz	2 25
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.35
Shrimps—	
Barataria Canning Co., new, No. 1, 2 doz	
Lopez & Dukate (Barataria), new, pickled, No. 1, 2 doz	1.20
Mackerel—	
Picker's, soused, No. 1, 4 doz	1.60
Pickert's, soused, No. 2, 2 doz	2.50
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.50
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.15
Boyer's, No. 2, 2 doz	2.07½
M. & B., No. 1, 2 doz	1.07½
Stewart's, No. 2, 2 doz	2.10
Stewart's, No. 1, 2 doz	1.02½
Victory, No. 1 doz	1.00
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Salmon—	
Hapgood's, No. 1, tall, 4 doz	1.85
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.15
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Humes, Karluk, No. 1, tall, 4 doz	1.35

Ritter's Guaranty

In compliance with the rules and regulations for the enforcement of the Food and Drugs Act published by the Commission appointed for this purpose, we have filed a guaranty covering all our products with the Agricultural Department in Washington under the serial number 1017.

In the future all our products will be labeled in accordance with Regulation Nine as follows: *Guaranteed under the Food and Drugs Act, June 30, 1906, No. 1017.*

This guaranty is sufficient and covers every sale we make and no individual guaranties are necessary.

It has always been our aim to manufacture pure and wholesome food, to comply with existing laws and to protect all who buy our products, and we shall carry out this principle in the future.

We hope to deserve your continued confidence and patronage.

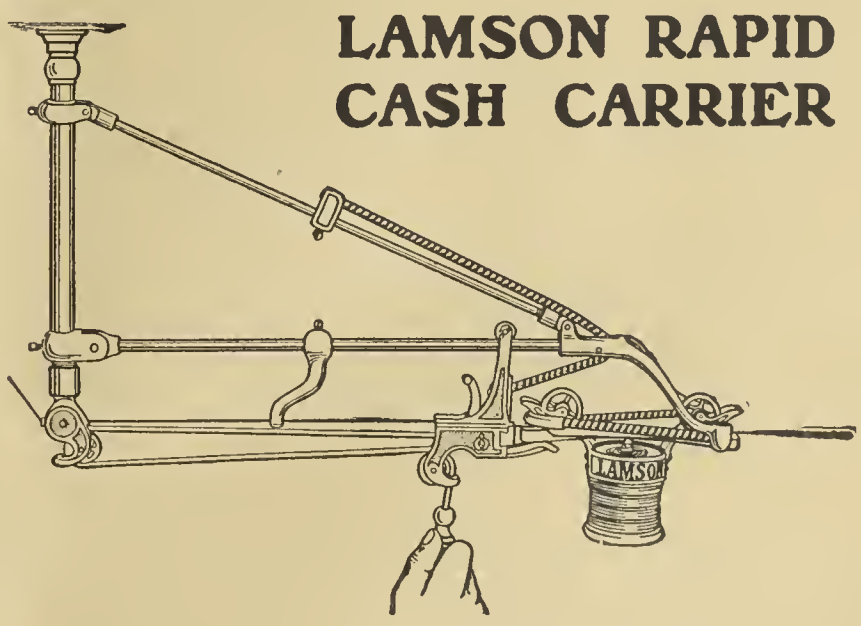
Philip J. Ritter Conserve Co.

PHILADELPHIA, PA.

Fruit Butters	**Preserved Fruits**	**Fruit Syrups**
Cranberry Sauce	**Catsup**	**Honey**
Mince Meat	**Chili Sauce**	**Mustard**
Jellies	**Salad Oil**	**Baked Beans**
Jams	**Crushed Fruits**	**Soups**

Canned Fruits **Canned Vegetables**

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.45
Leader, fancy, red, No. 1, tall	
White Bear, red, No. 1, tall	1.32½
White Raven, ½s	.95

Plain.

La Champagne, ¼'s, key	25 00
" ½'s, key	17 00
Lucullus, ¼'s	13 00
C. Morel, ¼'s	10.00

SARDINES—Boneless.

Le Marchand, ¼'s	
La Champagne, ¼'s, key	
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8.25
Mustard—	
¼s, Irma, 100 cans	3.42½
¼s, Eureka, key, 100 cans	3.27½
¼s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3 00
¼s, Underwood's, 50 cans	3.95
¼s, Irma, 50 cans	3.45
¼s, Harbor, 48 cans, wrapped	3 40
¼s, Booth's, extra, in cartons, 50 cans	2.75
¼s, Continental, key, 48 cans	2.50
¼s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.67½
¼s, Continental, key, 100 cans	3.40
¼s, Le Baron, 100 cans	3.20
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6·40
" ¾s, " " 50 cans	4.30
Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13 00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.

	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.25
Fairbank's, with key, No. 1, 2 doz	1.25
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	7.60
" with key, No. 14, ½ doz	16.50
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Dried Beef.

No. 1, 2 doz	1.85
No. ½, 2 doz	1.05
Glass, No. ½, 2 doz	1.35
Glass, No. 1, 2 doz	2.35
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.72½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.55

—14—

Acme Sliced Smoked Beef.

	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.25
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.22½
Armour's, No. 2, 1 doz	2.25
Libby's, No. 1, 2 doz	1.35
Libby's, No. 2, 1 doz	2.35
Kingan's, No. 1, 2 doz	1.15
Kingan's, No. 2, 1 doz	2.15

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2½, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.45
Libby's, No. ½, 4 doz	80

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.82½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—

	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—

	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2 25
Tongue	1.25	2 25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted 1 lb., 4 doz	.85
Campbell's Assort., No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONE

Croft & Allen Co.—		P
Extra Mixtures	30-lb. pails	
Cream Jelly Mixtures	"	
Elcroften Mixtures	"	
Nobby Mixtures	"	
Cadella Mixtures	"	
Fine French Mixtures	"	
French Creams	"	
American Mixtures	"	
Variety Cut Drops	"	
Darling Mints	"	
Golden Drip Bar	15-lb. boxes	
Sour Balls	30-lb. pails	
Pancella Cream Chocolate	"	
I X L Assorted Chocolate	"	
King B Assorted Chocolate	"	
No. 1 Fine Assorted Chocolats	"	
Nonpariel Drops	"	
Chocolate Covered Caramels	"	
Dairy Chocolate Chips	25-lb. pails	
Chocolate Mints	30-lb. pails	
Honey B Comb	21-lb. pails	
Cream Cocoanut Balls	28-lb. pails	
Cream Peppermint	30-lb. pails	
" Wintergreen	"	
Wellington Caramels	25-lb. pails	
Frozen Milk "	30-lb. pails	
Soft Jelly Gum Drops	"	
Superfine "	"	
Jelly Beans	"	
Wintergreen Lozengers	"	
Mint "	"	
Assorted "	"	
Conversation "	28-lb. pails	
C. & A. Crown Stick	30-lb. pails	
Pancella Chocolate, 1-lb. boxes,	30-lb. cases	
Rock Candy, assorted	20-lb. boxes	
Penny goods	10 boxes in case	

CATSUP.

	Per
Beef Steak Catsup, Medium	
Campbell's, No. 8, 2 doz	
Campbell's, No. 8, Tobasco	
P. P. Co., Spiced, No. 32, 5 doz	
Home Made, No. 8, 4 doz	
Waldorf, medium, 12 oz., screw top, 2 doz.	
Snider's Catsup :—	
Pints, 2 doz	
½-pints, 2 doz	
Quarts, 1 doz	
Gallons, 6 jugs in crate	per jug

WHERE *the* GLASS JAR COMES IN

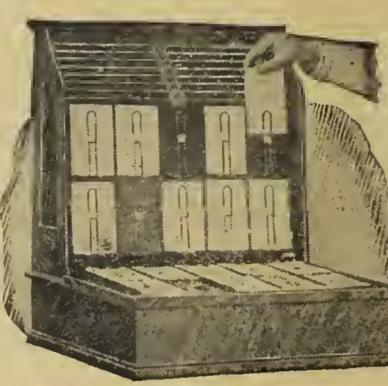
The glass jar in which **Croft's Swiss Milk Cocoa**—and that only—is packed offers the entering wedge to a sale, because it is unusual.

No woman ever saw cocoa packed in glass before; the sight is novel; she asks about it, and if you help a little, she buys.

Bought once, **Croft's Swiss Milk Cocoa** will always be bought again, for it has a flavor which has never been successfully imitated. Our exclusive making process removes the bad, develops the good, and the result is the smoothest, most delicious drinking cocoa on the market.

Croft & Allen Co.

PHILADELPHIA, PENNA.



We Have Converted Over 30,000 Merchants

In the last three years OVER THIRTY THOUSAND Progressive and Up-to-date Merchants have Installed the McCASKEY ACCOUNT REGISTER SYSTEM.

Our sales are increasing at a Rapid Ratio each Month.

ARE YOU LOOKING for an Investment that will pay you TWO HUNDRED to THREE HUNDRED PER CENT. the First Year? If so, INVESTIGATE THE McCASKEY!

YOUR TIME is worth MONEY! SAVE IT.

YOUR CUSTOMERS are worth MONEY! KEEP THEM.

YOUR MONEY is worth MONEY! KEEP IT WORKING.

Every DETAIL of your Accounting System Handled with only ONE WRITING. NO COPYING OR POSTING.

Fully Protected by PATENTS. Beware of Infringements.

For full information drop a postal for FREE Catalog.

THE McCASKEY REGISTER CO., 30 Rush St., Alliance, Ohio

Manufacturers of the Famous Multiplex Duplicate and Triplicate Pads; also End Carbon, Side Carbon and Folded Pads.

New York Office: 140 West Forty-second St., G. M. Orton, Mgr.

New Jersey Office, 15 Clinton St., Newark.

C. T. Baxter, Dist. Mgr. for Maryland, Delaware and Eastern Penna. Office at 406 Central Trust Bldg., Cor. Market and 4th Streets, Philadelphia, Pa.

J. D. Lasley, Dist. Mgr. for Virginia, North and South Carolina and District of Columbia. Office at Room 15, Central Nat'l Bank Bldg., 7th Street and Pennsylvania Avenue, Washington, D. C.

AGENCIES IN ALL PRINCIPAL CITIES

—17—

KETCHUP.

ice's "Blue Label" Tomato Ketchup:—Per Case.
nall, 25 bottles in case ... 3.00
edium, 25 bottles in case ... 4.75
arge, 12 bottles in case ... 3.75

CHOCOLATE AND COCOA.

er Baker & Co's:— Per lb.
emium, 12 to 25 lbs ... .35
racas, sweet, 6 lbs ... .32
rman, sweet, 6 to 12 lbs ... .24
ito, sweet, 6 lbs ... .32
coa, ¼-lb. cans, 12 lbs. in box ... .40
coa, ½-lb. tins, 12 lbs ... .40
I. Baker s:—
st Cocoa, ½-lb. size ... per lb. 37
" ¼-lb. " ... " .38
emium Chocolate, ½s, 12 lbs ... .34
" ¼s, 12 lbs ... .34
st Sweet Chocolate, ¼s ... .21
st Sweet Chocolate, 1-5s ... .21
nilla Sweet Chocolate, ⅛s ... .29
hey's—
.k, ⅙s, 6 lb ... per box 1.55
a, Epp's, ½-lb. tins, 7 lbs ... .42
Van Honten's, 6-lb. boxes, 1-lb. tins, per tin, .72
" 6-lb. boxes, ½-lb. tins, per tin, .37½
" 6-lb. boxes, ¼-lb. tins, per tin, .19
Huyler's, ½s, 6 lb ... .43
" ¼s, 6 lb ... .45

dorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per doz.
lb. round cans ...	.19	2.27
lb. " ...	.30	3.60
lb. " ...	.59	7.08
-oz. " 50 cans in case	.07	
		Per lb.
b. " ...	2.75	.55

dorp's Chocolates, 6-lb. boxes, 24 boxes n case—
lk Chocolate, 6 to lb ... .45
een, 4 to lb ... .42
eet Vanilla, 4 to lb ... .28
" 8 to lb ... .28
ain Cooking Chocolate, ½-lb. cakes ... .36
ker's Cocoa Powder—
lb. tins, 2 doz. in box ... per doz. 1.88
lb. tins, 2 doz. in box ... " 3.50
lb. tins, 1 doz. in box ... " 6.50
lb. tins, 1 doz. in case ... per lb. .52
lb. bags, 1 doz. in case ... " .50

—18—

Wilbur's Cocoa—
Breakfast, ¼-lb. tins, 6-lb. boxes ... per lb. .38
" ½-lb. tins, 6-lb. boxes ... per lb. .37

Wilbur's Chocolate—
Premium, ⅛s, 12-lb ... per lb. .35
Sweet Clover, ⅙s, 6-lb ... per box. 1.65

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ½s ... .36
Cocoa, labeled, ¼s ... .38
Premium Chocolate, ½s ... .28
Premium Chocolate, ¼s ... .30

Ideal Chocolate and Cocoa Co.:—
Ideal Cocoa, ½-lb. size ... per lb. .40
" " ¼-lb. " ... " .41
" Baking Chocolate, ½-lb size ... " .27
" " " ¼-lb. " ... " .29
" Milk Chocolate, 6-lb. box ... per box 1.65
" Vanilla, Sweet, 6-lb. " ... " 1.65

Lowney's:—
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages ... .38
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages ... .38
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages ... .38
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages ... .38
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages ... .30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages ... .30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages ... .30
Vanilla Sweet Chocolate, 50 5-cent packages in box ... per box 1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins ... .42
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins ... .42
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins ... .42

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins ... .42
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins ... .42
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins ... .42
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins ... .42
Diamond Chocolate, sweet, ¼-lb. pkgs.
6-lb. boxes, 12 boxes in case ... per lb. .27
12 " " 6 " " ... " .27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb. .33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins " 34
½-lb. tins, 6-lb. bxs., 12 bxs. case " .33
Milk Chocolate, 50 5-cent packages in box, per box ... 1.75
Peter's Milk Chocolate:—
No. 61—½ lb. size, croquettes ... per lb. .48
No. 62—¼ lb. " " " .48
No. 63—½ lb. " flat packets ... " .48
No. 64—¼ lb. " " " " .48
No. 93—⅛ lb. " " " " .48
No. 66—⅛ lb. " " " " .50
No. 67—1/16 lb. " " " " .50
No. 68—1/80 lb. " " " " .50
Croft's Cocoa and Chocolate—
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes ... .40
Croft's Cocoa, ⅛s, 2 doz. in box ... 1.95
" " ¼s, 6 lb. " ... .39
" " ½s, 6 lb. " ... .38
" " 1s, 12 lb. " ... .37
" " 5 lb., 6 cans in box ... .37
" Swiss Milk Chocolate, 48 5-c. cakes.. 1.50
" Superior Sweet, 6 lb. " ...
" Premium, ¼s, 12 lb. " ...
" " ½s, 12 lb. " ...
Hawley & Hoop's Breakfast Cocoa—
A No. 1, ½-lb. tins, 12 in box ... .34½
" ¼-lb. " 24 " ... .35½
Cocoa Shells, cleaned, bags ... per lb. .01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—
½-lb. decorated cans, 12-lb. boxes ... per lb. .30
½-lb. " " 24-lb. " ... " .29
Special 10-c. packages, 30 to box ... per box. 2.10
Blue Ribbon Breakfast Cocoa—
Decorated ¼-lb. tins, 6-lb. boxes ... .36½
" ½-lb. " 12-lb. " ... .36
Bedford Cocoa—
Labeled ½-lb. cans, 6-lb. boxes ... .29½
" ½-lb. " 12-lb. " ... .29
" ⅛-lb. " 6-lb. " ... .31½
" ⅛-lb. " 12-lb. " ... .31
Vanilla Sweet Chocolate—
Blue Ribbon, ⅛s, 6-lb. boxes ... .26½
" ⅛s, 12-lb. " ... .26
Buster Brown, 5-c., 48 cakes ... per box, 1.35
" 3-c., 72 " ... " 1.40
Premium Chocolate—
½-lb. cakes, 12-lb. boxes ... .27½
½-lb. " 24-lb. " ... .27

—20—

Milk Chocolate—
40 3-cent cakes in box, 24 to half case ... .80
40 " " 48 to case ... .80
24 5-cent cakes in box, 24 to half case ... .78
24 " " 48 to case ... .78

CONDENSED MILK.

Eagle, 4 doz ... 6.25
Eagle, 2 doz ... 3.15
Challenge, 4 doz ... 4.50
Defiance, 4 doz ... 4.30
Magnolia, 4 doz ... 4.80
Rose, 4 doz ... 4.65
Dime, 4 doz ... 3.90
Winner, 4 doz ... 4.65
Baby, 1 doz., glass ... 1.90
Red Cross ... 4.60
Peninsular ... 4.60
Dr. Hand's, 2 doz ... 3.10
Leader ... 4.30
Banner, 4 doz ... 4.50
Star, 4 doz ... 4.60

EVAPORATED MILK.

Peerless, family size, 4 doz ... 3 70
Peerless, 5c. size, 4 doz ... 2 20
Yacht, family ... 3 50
St. Charles, family size, 4 doz ... 3 75
St. Charles, hotel size, 2 doz ... 3 95
Silver Cow, 5c. size ... 6 doz. 3.25
Pet, 10-c. size, 4 doz ... per case 3.25
Pet, 5-c. size, 6 doz ... per case 2.80
Van Camps, 6 doz., small ... 2.85
Van Camps, 4 doz., family ... 3.55
Van Camps, 4 doz., large ... 4.00

HIRES CONDENSED MILK AND CREAM

Per case.

Hires Condensed Milk .. 5.60
Queen ... 4.60
Blue Ribbon ... 4.35
Premium ... 4.35
Silver ... 4.75
(Each of above brands 4 doz. in case.)

Gold Cream
Packed in cases of Forty-eight 20 oz. cans.
Less than five cases ... 4.25
Five cases or more ... 4.20
Twenty-five cases or more ... 4.15
Fifty cases or more ... 4.10

Karo
CORN SYRUP

Karo Corn Syrup is no longer an experiment. It is a rich syrup made straight from corn, much smoother than sugar syrup, and will be preferred to sugar syrup by nine out of ten persons.

Gives the grocer a staple and very ample profit. Packed at the factory in sterilized cans of three sizes, 10, 25 and 50 cents.

Obtainable from any wholesale grocer.

Corn Products Manufacturing Co., Davenport, Iowa

The GREAT Ramly

Is the one spelled R-A-M-L-Y, the finest Turkish cigarette ever made to sell for 10 cents. So good, other cigarettes are made to look like it, so they will sell on the Ramly's reputation.

If you want to give your customers an ideal smoke, sell them the Ramly. You won't have to tell them about it the second time—they'll *ask* for it.

Mentor Cigarette Company

404 Atlantic Avenue

Phila. Rep., Arthur Hagan & Co.
151 North Third Street

BOSTON, MASS.

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ⅛s	.26
" ¼s	.28
" ⅛s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10½
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

—22—

Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
Saltines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07
Package Goods—		Per doz.
Animals		.50
Butter Thin		1.00
Gingerettes		1.00
Gold Medal Soda (small)		.50
" " (large)		.90
Graham Wafers		1.00
Ivinettes		1.00
Milk Lunch		1.00
Our Ginger Snaps		.50
Pink Tea		1.00
Sugar Snaps		.50
Saltona Biscuit		1.00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish.p. dz.	1.15

—23—

Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish.p. dz.	1.75
Wein Senf, in bbls. ...per gal.	
" 1 gallon stone jars ...per jar	.75
" 5 gallon kegs ...per keg	2.50
Prepared Mustard, in bbls. ...per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case...per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub.	.26
...loaf,	.26½
Sap Sago, 3 to a lb. ...cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs. ...loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
in tin ...per lb.	.26
" 1-lb. tins ...per case	3.25
Camembert, in wood boxes ...per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1 ...loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each ...per lb.	.19
Limburger Cheese, No. 1 ...box, 18; ½ box, 18; less	.19
Muenster Cheese ...per lb.	.19
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box ...per box	3.00
" (Gem size), 6 in box "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case ...per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size, per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.25
Neufchatel (Cow brand), 25 in box...per box	1.10
Star Cream, or Phila., 12 " ... "	2.30
Miniature Cream, or Phila. 12 " ... "	1.15
Hand Cheese, 8 doz. "	1.45
" 4 " "	.75
" 4 " Thuringer "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	
Schutzen Cheese, 12 in box "	
American Mountain Cheese (Alpen Kase), 50 1-lb. packages ...per lb.	

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight) ...per lb.	
Wiener Wurstel, 16 in tin ...per doz.	
" 8 " "	
Carlsbad Speck (Imported Bacon) "	
Imported Cervelat Sausage (Rolff's) ...per lb.	
Imported Frankfurters ...per doz.	
Goose Breast, imported, marked weight, per lb.	
Pate de fois Gras, small size ...per doz.	
American Holsteiner..by bbl. 12 less, per lb.	
" Landjager, short ...per lb.	
" " long "	
" Mortadella, Dry ...per lb.	
" Knackwurst, 25 in box, per box, $4.75 ...per doz.	
" Cervelat (E), 50 and 100-lb. boxes, .21½; less	
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less	
" Cervelat, Crescent, 50 and 100-lb. boxes, .16½; less	
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23½; less	
" Salami (E), 50 and 100-lb. boxes, .21; less	
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .20; less	
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less	
" Tongue Sausage ...per lb.	
" Smoked Braunschweiger Liver Sausage ...per lb.	
" Lachs Ham "	
" Petit Delicatess Frankfurters, plain, per doz.	
" Petit Delicatess Frankfurters, with Sauer Kraut ...per doz.	
" Lebanon Beef Bologna ...per lb.	
" Paprika Speck "	
Mettwurst, half-round "	
Liver Sausage (Special), truffle, goose or sardellen ...per lb.	
Smoked Thuringer Blutwurst "	
" Pfefferwurst "	

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.	
" (Derby Brand), quart glass jars per doz.	
" (Derby Brand), 10-oz. jars, per doz.	
Calves' Head, in round tins ...per doz.	
Pickled Meats, in glass "	
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

Why We Do It

You've noticed that in nearly all our advertising to grocers we reproduce one of the advertisements we use to consumers.

We can't let you forget that we are working night and day to get you orders for ***Ralston Health Food*** and ***Purina Whole Wheat Flour.***

These foods are unexcelled and cannot possibly be excelled, either for their purity and nutritive value or as cold-blooded business propositions for you. Both brands sell easier and oftener and pay better than any other cereal brands we know of.

RALSTON PURINA MILLS

ST. LOUIS, MO.

T. A. James & Co., General Distributers, 12-16 Chestnut St., Philadelphia

It Made No Difference to Us

No gelatine sold in this country was less affected by the Federal Food Law than **Chalmers'**.

Our brands complied with the legal standard even before there was one. How could they help it? They were simply unsophisticated gelatine, made of pure unadulterated calves' stock and spring water. There was nothing to change about them, nothing to alter in any way.

We take a just pride in the fact that while the Federal Food Law caused some manufacturers to completely transform their business, it made no more difference to us than if it had never been passed.

Two styles—granulated and shredded.

James Chalmers' Sons

Williamsville, N. Y.

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

—25—

eet Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" in qnart jars, glass	"	
amb tongues, in glass	"	1.60

OLLAND AND SCOTLAND HERRINGS.

		Kegs or Pails.
olland Herring, mixed, "Y. M." ½bbl.	5.50	60–75
" milkers, " ½ bbl.	6.50	75–85
" mixed, Standard, bbl. ½ bbl.		5.50–6.50
olland Herring, milkers, Standard, bbl. ½ bbl.		
otland Herring, mixed, large fulls, bbl. ½ bbl. 8.00		
" milkers, large fulls, bbl. ½ bbl. 8.00		
arinirte Herring, Imported, abont 40 in pail.		1.25
oll Herring, Imported, about 25 in pail		1.00
iced Herring, Imported, about 40 in pail.		1.00
orway Stockfish, dry	per lb.	15
atjes Herring	per pail	

BISMARCK HERRING.

nt size, round tins, with key	per tin	.20
art " " "	"	.35
Qt. " " "	"	.55
Qt. " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

oll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
at-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
glish Sprats, 36 bunches per box	
uger's Roll- and Brat-Haring, oval tins, per doz	2.50

RUSSIAN SARDINES.

ported Fish (Walikoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.05
t Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
ssian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

iginal Package	per ½ bbl.	5.50
packed in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" in 5-gal. kegs	per keg	2.75
" in ½-lb. flat tins	per doz.	.95
" in ½-lb. tall tins	"	1.50
" in 1-lb. tall tins	"	2.00
ncy Kegs—1/1 keg, .80; ½ keg, .42; ¼ keg, 32; ⅛ keg		.20

SALT SARDELLEN.

iginal Package, 1902	per anker	16.00
packed—kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz	19 50	½ kilo Cans, per dz.	19 50
½ " "	10.50	¼ " "	10.50
¼ " "	5.50	⅛ " "	5.50
⅛ " "	2.75	1/16 " "	2 75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—abont 2000	per cask	
50 " bbl.— " 1200	per bbl.	
15 " keg— " 500	per 100	
10 " keg— " 300	"	1.00
5 " keg— " 150	"	
10 lb. pail— " 50	"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitzkngeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg.	per bundle	.30
Basler Lebkuchen, No. 1, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.50
Green Kern	per lb.	.09½
Potato Flour	"	.07
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.80
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

COTTOLENE.

30 2-lb. tins	per case	6.50
15 4-lb. "	"	6.50
6 10-lb. "	"	6.50

Freight prepaid on two-case lots.

—27—

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.31
Western	23– 30

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.16
New York, Full Cream, new, 1st's, 40-lb. bxs.	.16
Picnic, Full Cream, new, fancy, 20-lb. bxs	.16

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb	.27
Anchovies, in oil, ⅝ bottles	4.50
" " ¼ "	3.25
Anchovy Paste, fancy, per doz	4.75
" plain, per doz	3.75
Bouillon, Burnham, pints, 2 doz. in case	3.75
" " ½ pints, 2 doz. in case	2.00
Capers, Nonpariel, ½ gallon kegs	1.50
" " Quart, glass, per doz.	7.00
" " bottled, ⅝ size, per doz.	2.35
" " " ½ " "	1.90
" " " ¼ " "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.65
" med. " " 12 " "	5.00
" small " " 24 " "	4.75
Cherries in Maraschino, in glass, 1-doz. case	7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" " 3 lb., 2 dz. case "	2.20
Currie Powder, pints, per doz	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ⅛'s	2.85
" ¼'s	5.50
" ½'s	10.50
" 1's	20.00
French Peas, Extra Fins, per case	18.00
" Fins, per case	16.00
" Moyen's, per case	13.00
Kippered Herring, 6 doz. in case, per doz.	1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	.29
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz	1.25
" " ½ pints, per doz	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz	6.50
" " " 2 oz., "	3.55
Armour's Beef Extract, 2 oz., "	4.45
" " " 4 oz., "	8.20
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz., per doz.	4.00
" " " 8 oz., "	7.25
" " " 16 oz., "	13.50
Theodore Marquet Mushrooms:—	
First Choice	28.00
Choice, 100 tins per case	26.00
Extra, " "	
Hotel, " "	24.00

—28—

Truffles, 1/16	per tin,	.30
" ⅛	"	.55
" ¼	"	1.15
" ½	"	2.25
Shrimps, Pickled, small size		1.00
Dunbar's Shrimps, 2 doz., per doz		2.25
" Figs in Cordial, 1 doz., per doz		5.00
Bishop's Figs in Cordial, 1 doz., per doz		6.50
Crystallized Ginger, 1-lb. tins, per doz		4.00
" " ½-lb. " "		2.25
Rose's Lime Juice, per doz		3.60
Victor Rose Water, per doz		2.25
" Peach Water, per doz		2.25
Pitted Olives, per doz		5.25

FLOUR.

	Per Bbl
King Midas	6.75
Gold Medal	6.65
Millbourne	6.25
On Top	6.70
Ceresota	6 50
Pillsbury's Best	6.25
Taylor's Fancy	5.75
Semper Idem	4 90
Pride of the West	5.45
Sunbeam	5.35
Quaker City	6.25

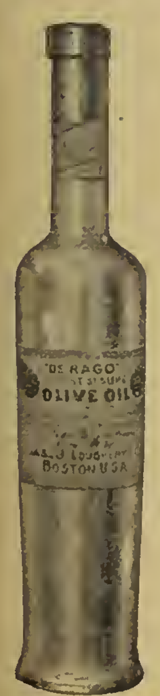
SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages	2.85
Franklin Pancake, 30 2s	3.65
Uncle Jerry's Pancake, 40 packages	2.85
Hecker's Buckwheat, 16 3s	
" " 64 1½s	
" Flapjack Flour, 24 pkgs	1 90
Log Cabin Pan Cake Flour, 36 2s	3.25
Ralston's Purina Pancake Flour, 36 2s	3.00

HONEY.

Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz	per doz.	.95
Selser's, medium bottles, 2 doz	per doz.	1.35
Schimmel's, 10- oz. bottles, 2 doz. in case		1.45
" 6- oz. " " "		.90

MEDICINE AND FOOD



Lots of people, although they need it, won't take medicine because it's unpleasant. One of the finest medicines ever discovered is DE RAGO OLIVE OIL, and in taking it you get the effects of the medicine without the unpleasantness. On the contrary, the delicious flavor of DE RAGO OLIVE OIL makes everybody who takes it as a medicine WANT it as a food. Recommended by physicians everywhere for infantile and delicate stomachs.

Jas. J. Loughery & Co.
IMPORTERS
Boston, Massachusetts

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD."

—29—

FARINACEOUS GOODS.

Corn Meal—	Per Bag
Lea's, white, 100 lbs	2 25
" yellow, granulated, 100 lbs	2.25
" " table, 100 lbs	2.20
Western yellow, 100 lbs	1.75
Mother's, 3 packs	2.75
Quaker, 36 packages	2 75
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.12½

Beans—	
California Lima ......per lb.	.06¼
Marrows, Fancy N. Y. State, grain bags ......bush	2.42½
Marrows, New, Extra Choice, N. Y. State, grain bags ......bush.	2.40
Medium, Fancy N. Y. State, grain bags, bu.	2.45
Pea, fancy, N. Y. State, grain bags, bushel	2.42½
Pea, fancy, Michigan, grain bags ......bushel	
Red Kidneys ...... "	2.60

Peas—	
Green ......per bushel	2 20
Scotch ...... "	2.30
Split, yellow ...... "	2.10
" green ...... "	

Lentils—	
110-lb. bags ......per lb.	.08¾
Less quantity ...... "	.09¼

Shaker Corn—	
Fancy, barrels ......per lb.	
Less quantity ...... "	

Hominy—	
Lea's Breakfast, 10 pkgs ......case	1.75
Lea's Pearl, 100 lbs ......per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	
Western Pearl, 100 lb. bags	1.85
Western Grits, 100 lb. bags	1 90

Barley—	
OO	.07
No. 3, 100-lb. bags	4.00

Noodles, Climax, 24 10c. pkgs., asst., case	1.10
" " 48 5c. pkgs., case	1.20
" " asstd., 24 5c., 12 10c. case	1.15
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90

Oatmeal, B, per bbl	8.15
" " kegs 100 lbs., per keg	4.22½

Oaten Goods, in cases—	Per case
Avena, 18 packages	
Banner Oats, 20 packages	4.15
Friends' Oats, 36 packages	3.00

—30—

Mother's, 18 packages	1.57
Pawnee, 36 packages	
Quaker, 18 small size	1.55
Quaker, 20 large size	4.30

Rolled Oats—	
Avena, per bbl., 180 lbs	7.20
Avena, per keg, 90 lbs	3.65
Standard, 180-lb. bbls	7.10
" 90-lb. bags	3 50

Sago—	
Fine, bags about 160 lbs	.05½
50-lb. lots	.06
Admiral, Pearl, 24's	.07¾
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 24 1-lb. pkgs	.07¾
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs ......per lb.	.06
" " less quantity ...... "	.06½
" Pearl, 150 lbs ...... "	.04¾
" " less quantity ...... "	.05¼
Ralston Hominy Grits, 36 2-lb. pkgs ......case	3.05
Purina Cream Graham ......per bbl.	
Ralston Barley Food, 24 2's ......per case,	3 85
Purina Health Food 36 2's, Cartons "	4 50
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour, 20 5's ......per case	4.20
Egg-O-See, 36 packages	2.85
Egg-O-See Corn Flakes, 36 packages	2.85
Cook's Malto Rice, 36 2-lb. packages	4.25
Force Food, 36 packages	4.10
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.55
Wheatena, 36 Packs	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2 75
Pettijohn's Food, 18 packages	1.80
Quaker Puffed Rice, 36 packages	2.70
Quaker Wheat Berries, 36 packages	2.75
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.85
Zest, 36 packages, 10 cent size	2.40
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3 90

—31—

HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs	4.75
Cases, 3 doz. pkgs	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling ......per doz	1.07½
" Acidulated ...... "	1.07½
Cox's, large ...... "	1.57½
" small ...... "	.95
Plymouth Rock, Pink or White ...... "	1.20
Nelson's ......per doz.	1.35
" small ...... "	.95
Bromangelon, assorted 3 doz ...... "	.87½
Fruit Puddine. 2 doz., asst. flavors ...... "	.80
Jell-O, assorted flavors, 2 doz ...... "	87½
Jell-O Ice Cream Powder, 2 doz ...... "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.90
Tryphosa ......per doz.	92½
Imperial Wine Jelly ......per doz.	.95
" " ......per gross	11.00
Gelatine, McKinley's ......per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs ......per case	2.70
Kusto, 60 5-cent packs ......per case	2.00
Puddine, assorted, 2 doz ......per case	1.60
D-Zerta Jelly, assorted, 2 doz ......per doz.	.90

—32—

MACARONI.

	Per l
Larosa Alphabets, square, 25 lbs	.05
" Elbows, " "	.05
" Marcaroni, long, "	05
" " square "	.06
Larosa Spaghetti, long, 25 lbs	.05
" Vermicelli, square, "	.05
" Macaroni, bulk, "	.05
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.9
Spice Drops, in baskets, 20 lbs	1.6
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle ......per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2 ......per doz.	9.00
" " " 3 ...... "	6.50
" " " 4 ...... "	4.50

Compare This Picture With Your Store

We can make your place look like this and we can afford to do it for less money than anybody else.

MILLER & ENGLAND
7012-14-16-18 Woodland Avenue
PHILADELPHIA, PA.

Pickles Packed in Tin

The **Hoffman House** little pickles have special features that ought to interest you in them.

First, they are packed in sanitary cans.

Second, they are prepared by a new process, and have a pickle taste instead of a vinegar taste.

They are guaranteed to keep in any climate, and are altogether the tastiest, meatiest, spiciest little pickles ever put on the market.

Being packed in cans, they are a novelty. You can sell novelties.

PACKED BY

The J. Weller Co. Cincinnati, Ohio

—33—

obacco Cutters	1.50
larm Money Drawers	1.50
ag and Twine Holder	1.00
arrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
eef Cutters	6.00
ung Borers, Enterprise No. 2, 1⅛ to 2 in	1.60
an Openers, "Never Slip"...per doz.	.90
opper's Can Opener...per gross	13.80
heese Cutters	8.00
offee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
ruit Augers, 2 prong	1.50
easuring Faucets	2.00

hiladelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

herer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from ese prices, f. o. b., Ilion, N. Y.

cales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins, 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2..	36.00	18.60	9 50	2.05	1.69
Ex. Norway, No. 3...	27.00	14.10	7 25	1.60	1 33
Ex. Norway, No. 4...					
Ex. Bloaters, xxx......	42.00	21.60	10.95	2.35	2.13
Ex. Shore, No. 1......					
Fancy No. 1,..........	40.00	20.60	10.45	2.25	1 95
Large, No. 1..........					
Med. Shore, No. 1 ...	29.00	15 10	7.75	1.70	1.41
Large Irish, No. 2.....	25.00	13.10	6.05	1.50	1.25
Extra Irish, No. 2.....	24.50	12.85	6 58	1.48	1.23
Medium Irish, No. 2..	23.50	12.35	6.33	1.41	1.19
Small Irish, No. 2.....	22.50	11.85	6.08	1.38	1.15
Irish, No. 3.............					
Large, No. 3...........	20.00	10.60	5 50	1.25	1.05
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...	6.50	3.85			
Ocean Whitefish.......	6.00	3.60			
Salmon, Halifax.......					
Shad, No. 1, Mess.....	15.00	8.10	4.10	1 00	.85
Shad, No. 2, Mess.....					
Haddock, Pickled....	6.00	3.60			

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06½
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
White Rose, 1 lb. cakes, 24 lbs	.08½
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

—35—

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	
Hake	

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.18
Small Extra Scaled Herring...per box	.18
Boneless Herring, fancy 10 lb. boxes, per lb.	
Smoked Salmon, whole fish...per lb.	.27
New Cromarty Bloaters, 50s...per box	1.15
" " 100s... "	2 20

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	
Fancy N. Y. State, 48 1 lb	
Fancy N. Y. State, 50-lb. boxes	
Apricots—	
Fancy Royals, 25 lbs	.27
Extra Choice Royals, 25 lbs	.22½
Choice Royals, 50 lbs	19½
Cherries—	
California, Royal Ann, unpitted, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.08½
Gold Medal, loose, 25 lbs	.08¼
Private Growth, extra, cleaned, 36 lbs	.08½
" cleaned, 30 lbs. bulk	.08¼
Nectarines—	
White, 25 lbs...per lb.	
Peaches—	
Extra Fancy Muirs, 50 lbs	.15
Fancy Muirs, 25 lbs	.14½
Fancy Muirs, 50 lbs	.14
Extra Choice Muirs, 50 lbs	.13½
Choice Muirs, 25 lbs	.13½
Choice Muirs, 50 lbs	.13
Choice Yellows, 25 lbs	.12¾
Choice Yellows, 50 lbs	
Pears—	
Fancy California, Bartlett, 25 lb	

—36—

PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs......				
30– 40, 25 "	.10½	.09⅞		
40– 50, 25 "	.09½	.08¾		
40– 50, 50 "				
50– 60, 25 "	.08½	.08		
50– 60, 50 "				
60– 70, 25 "	.08	.07¾		
60– 70, 50 "				
70– 80, 25 "				
70– 80, 50 "	.07			
80– 90, 50 "	.06½	.05¾		
90–100, 25 "		.05		
90–100, 50 "	.06	.05¾		
100–120, 50 "		.04		

Raisins—	
Muscatels, 4 crown, 50 lb	.08¾
" 3 " 50 lb	.08¼
" 2 " 50 lb	.07⅞
Cal. Thompson Seedless, 50 lbs	.08¾
Cal. Cleaned Sultanas, 50 lbs	.09½
Cal. Sultanas, 50 lbs	.08½
Seedless Muscatels, 50 lbs	
Raisins, Seeded—	
Admiral, fancy, 40 1s	.12¾
Not-a-Seed, Ideal, 36 1s	.12
Newburgh, fancy, 35 1s	.13
Green Cord, choice, 36 1s	.12½
Citron, 10 lbs	.18
" 25 lbs	.17¾
Lemon Peel, 10 lbs	.11½
" 25 lbs	
Orange Peel, 10 lb	11½
" 25 lb	

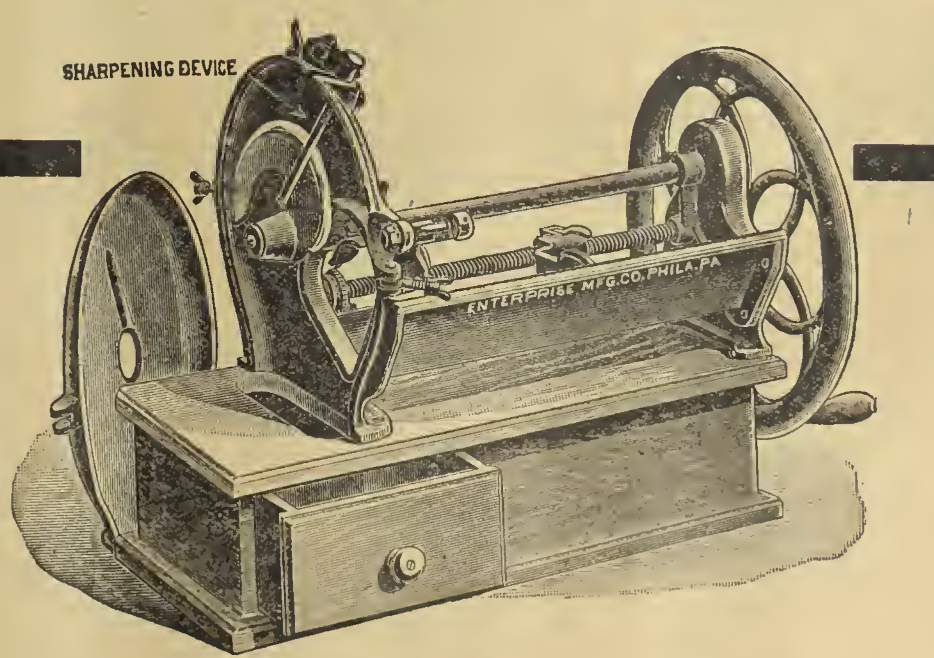
CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb...... per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.72½
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.90

Is your equipment GOOD? Then make it BETTER. Don't rest till you have the BEST—
"ENTERPRISE"



The experience of all users proves that the

"Enterprise" Rotary Smoked Beef Shaver

greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED
SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

No. 125 (with 2 Blades) $22.50
No. 129 (with 1 Blade) 22.50

The Enterprise Mfg. Co. of Pa.
Philadelphia, U. S. A.

—37—

INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		4½ doz.	3.38

		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" " dec., 107,	"	.90	1.00

	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00

Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.	per lb.	.05¼
" " 25 lb. boxes, ½ lb.	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.25
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.87½
" 4 doz	"	3.65
Popular, 4 doz	"	1.45

MATCHES.

		Per gro
Swift & Courtney's, 200's, 1-gross case		1.75–1.90
" 400's, 1 "		3.50–3.70
" 500's, 1 "		3.75–4.00
Blue Hen, 200's, 1 "		1.50–1.60
" 500's, 1 "		4.00–4.25

—38—

	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.90
" 500's	3.95
Vulcan Safety, 65s, No. 37	.55
" 65s, No. 2	.45
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50–3.75
Searchlight, 500's	4.25–4.50
Press, 200's	1.80–1.90
" 500's	4.50–4.75
America, 200's	1.30–1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue head, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5.00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1.00
Blue Ribbon, 165s, 1 gross to case	1.05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—

Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08

Wm. J. Troth:—

Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls.	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kkns, 6 to crate	per doz.	9.80
" 5-lb. " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25

—39—

National, 30-lb. Kits, bbls., ½ bbls.	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾

Atmore & Son, Extra Family—Seedless:—

No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.75
No. 10, wooden pails	per box 6 pails	6.40
No. 18, 37 and 68, wooden pails		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs.	"	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs.	"	.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150test	"	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz	15.50
" Extra, 64 oz	13.50
" Mammoth, quarts,	7.25
" Extra, quarts	6.75
" Extra, pints	4.50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz.	2.40
Farcies	3.75
Queen, 6 oz.	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

—40—

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.90
" " pts., 2 doz	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz	6.50
" " pts., 2 doz	7.50
" " ½-pts., 2 doz.	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz	9.00
" Sublime, 8-oz. flasks, 2½ doz	6.50
" " 12-oz. " 2½ doz	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	22.00
10 1 gal. cans, case	23.10
20 ½ gal. cans, case	24.20
40 ¼ gal. cans, case	25.30
80 ⅛ gal. cans, case	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8.50
5 gallon tins, 2 tins to case	26.50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22.00

Trade discounts on quantity.

Jas. Hill & Sons Co.

Quarts, Cal. style, 1 doz. in case	per case,	8.50
Pints, " 2 " "	"	9.00
½ Pints. " 2 " "	"	4.75

Oliver's Olive Oil—

1 dozen quarts		6.00
2 dozen pints		6.75
2 dozen half-pints		4.25
6 1-gallon tins	per gal.	2.00

Special prices for quantities, on application.

AMERICAN OIL.

Lubon's No. 8, 2 doz.	per doz.	.52
Lubon's, No. 16, 2 doz.	per doz.	.95
Lubon's No. 32, 1 doz	per doz.	1.85
Table Oil, No. 61, bottles, 2 doz., per doz		1.00

Stick to the Job Where the Work

is the Easiest and the

Pay the Best

We have made **Ariosa Coffee** known to everybody everywhere. So all you have to do is hand it out when it is asked for. Not very hard work is it?

Besides your regular profit we give you vouchers with every case of **Ariosa** you buy which are as good as money. We give these vouchers as extra pay for filling orders for **Ariosa Coffee.**

As we have made your work easy and your pay big, isn't it natural for us to feel that you will sell as much **Ariosa** as you can?

ARBUCKLE BROTHERS
NEW YORK

—41—

PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs	"	.90
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.18½
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide	"	.03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03⅛
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03¾
White Tea Paper, 12 x 16, reg	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼	.48	.29		.31	.35	.45
½	.53	.35		.37	.43	.55
1	.71	.45	.78	.49	.55	.73
2	.89	.53	.97	.61	.71	.93
3	1.09	.65	1.25	.75	.89	1.15
4	1.25	.77	1.39	.87	1.05	1.33
5	1.45	.91		1.07	1.21	1.55
6	1.73	1.03	1 95	1.23	1.41	1.81
8	2.09	1.19	2.29	1.49	1.68	2.19
10	2.27	1.37	2.55	1.65	1.83	2.41
12	2.69	......	3.11	......	......	2.89
14	3.37	......	3.97	......	......	3.75
16	3.87	......	4.41	......	......	4.01
20	4.39	......	4.79	......	......	4.55
25	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25
Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10

—42—

Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.92½
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 3 doz	.92½

PICKLES.

Barrels, 40 gal., 1200s	11.25
10-gallon kegs, 700s	2.90
Sweet Pickles, 500s to 600s, 5 gal......per keg,	3.30
Sweet Pickles, 700s, 5 gal "	3.60
Sweet Pickles, 1,000s, 5 gal "	4.15
Sweet Pickles, 2,000s, 5 gal "	5.00
Chow-Chow, No. 1, 5 gal. kegs	1.95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00
Williams Bros.—	Per Doz.
English Spiced Pickles, 8 oz., octagon (any assortment except onions	.85
English Spiced Onions, 8 oz., octagon	.90
English Spiced Pickles, 10 oz., octagon	.90
English Spiced Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart	3.00
Sweet Gherkins or Sweet Mixed, 32 oz., octagon	3.10
Highland Brand Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart	2.35
Sweet Gherkins or Sweet Mixed, 32 oz., octagon	2.35

Crosse & Blackwell's:—

Chow-Chow, Gherkins, Mixed Pickles, Cauliflowers, Piccalilli, Walnuts, Onions	Octagonal Style. Qts. Casks.	Pts. Casks.	Pts. Casks.	½-Pts. Casks.
	4 doz.	5 doz.	4 doz.	6 doz.
	5.75	3.25	3.50	2.10
Smaller Quantities.	5.90	3.35	3.60	2.25

Chow-Chow, quarts, stone	5.50

Pin-Money Pickles—

Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—

Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—

Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls	.16
" " " 40 grain, bbls	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's......per doz.	2.00

PROVISIONS.

Hams, Skinback, 18-20 lbs	.12½
" 14-16 lbs	.11¾
" 10-12 lbs	.12½
Picnics, 6-8 lbs	.09¼
N. Y. Shoulders, 10-12 lbs	.10
Dried Beef, sets (city smoked)	.13
" Tenders and Knucks	.17
" Flats	.11
" Air Dried, sets	.18
" " Tenders and Knucks	.21
Jersey Pork, Butt......per bbl.	18.50
" Family "	20.50
Breakfast Bacon, rib in	.14½
" boneless	.15½
S. P. Bellies, 14-15 lbs	.11½
Bologna, 25-lb. boxes	.08
Boiled Boneless Ham	.21
Beef Tongues, smoked, 5-6 lbs......per doz.	10.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ⅛-cent extra

John Bower & Co.—	
Honey-cure Brand Hams, skinback	.15½
" " large	.14½
" " medium	.14⅛
" " small	.14½
" Breakfast Bacon	.15
" " boneless	.17
Beef, air-dried, regular sets	.20
" " insides and knuckles	.23
Ham Bologna	.10
Beef "	.10
Boiled Hams	.24
Beef Tongues......per doz.	11.00-12.00

—44—

Swift & Co.—	
Premium brand Hams, 10 lb	.15¼
Premium brand Hams, 12 lb	.14¾
Premium brand Hams, 14 lb	.13½
Premium brand Hams, 16 lb	.13½
Premium brand Hams, 18 lb	.13¾
Premium brand skinned Hams, 18-20 lb	.14
Premium brand boiled Hams, skinned, fatless	.24
Premium brand Bacon	.21
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut	.17
Winchester brand skinned Hams, all aver	.13
Winchester brand Picnics	.09½

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	10¾	9⅜
Plain Tubs, 50 and 60 lb. cans	10¾	9½
10-lb. Tin Pails, 60 lbs	11¼	10⅛
5 " "	11⅞	10¼
3 " "	12	10¼

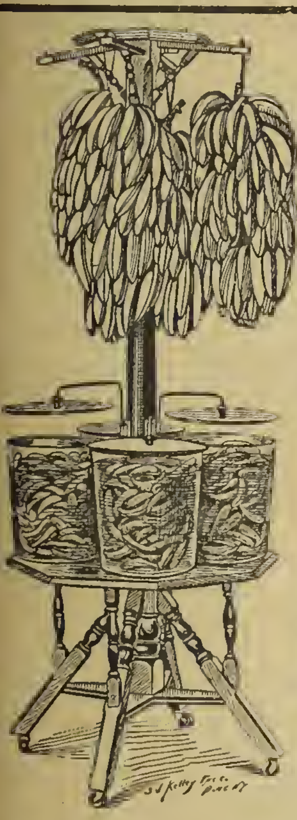
John Bower & Co.—	
Pure Kettle Rendered, tierces	.11½
" " tubs	.11½
" " 3, 5 and 10-lb. cans.	.12½
Swift & Co.—	
Premium brand, tierces	.11½
Silver Leaf brand, tierces	.10½
Jewel, compound, tierces	.08¾
Cotosuet tierces	.09

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native	.09½-.10½
Common to fair, native	.06½-.08
Western Dressed Beef—	
Choice, native cattle	.09⅛-.10½
Common to fair "	.06½-.08
City Dressed Veal—	
Prime	-.12
Good to choice	-.10
Dressed Hogs—	
Pigs	-.10
Hogs, heavy	-.10
" 180 lbs	-.10
" 160 lbs	-.10
" 140 lbs	-.10
Dressed Sheep and Lambs—	
Lamb, Western, good	.12
Lamb, Western, culls	.09
Sheep, choice	.09½
" medium	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90-1.00
Cow Tongues	.75-1.00



See What You Can Do With This

This W. & D. Special Combination Fixture temptingly displays bananas on the top tree, which revolves, and pickles in the tanks below. A space-saver, a constant salesman, an ornament. Oak or cherry, handsomely finished with nickel bolts and ball-bearing casters. Uses only two square feet of floor space.

Interesting price; write for it to-day.

The Welles & Davis Mfg. Co.
WYALUSING, PA.

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia

CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc. HAMS Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
SUPERIOR AND FAIRMOUNT MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

You must Advertise or Lose! Then why not Advertise wisely?

The best advertisers in the country—and they are all thinkers—tell you how to advertise successfully in

BRAINS

FOR

The Retailer and Advertiser

The very best examples of clever, money-making advertising in the world are presented weekly.

If you advertise without reading BRAINS you miss the benefit of other men's experience, men who have given years to the study of advertising.

Five dollars a year is all it costs, and its worth it. Sample copy 15 cents.

JAMES KNAPP REEVE
PUBLISHER
DEPOSIT. N Y.

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.05
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.10
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.15
" " western		.15

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	20 –.21
" Y. T., 5 to 7 lbs	.16 –.18
Old hens and toms	.17 –.18
Common to Good	.13 –.15
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22 –.24
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.22 –.24
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.22 –.24
Western, 4 to 4½ lbs. to pair, fancy	18 – 20
" 3 to 3½ lbs. to pair, fancy	.18 –.22
" fair to good	.15 –.16
Fowls—	
Western, fancy	.12 – 13
Heavy Roasters, 4 to 5 lbs	.13 –.14
Fair to good	.11 –.12
Old cocks	–.09½
Western capons, fancy, frozen	
" " small, frozen	
Squabs—	Per doz.
Prime, large, ancy	4.00
Mixed	2.50–3.50
Dark	1.00–1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.13 –.14
Large Springers	.12 –.13
Fowls	.12 –.13
Roosters	.09½–.10
Ducks	.12 –.13

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb " ½ "	"	8.70

—46—

SAUER KRAUT.

Extra Quality, 50-gal. tierces	6.60
Extra Quality, 15 gals., kegs	2.50
Compass, No. 3, cans, 2 doz	.82½

PLUM PUDDING.

Richardson & Robins:—		
Individual Size, 2 doz. in case, ½ lb.	per doz.	1.00
No. 1, round conical, with key, 1 doz.	"	2.35
No. 2, " " 1 "	"	4.25
No. 3, " " ½ "	"	6.50
No. 4, " " ½ "	"	8.50
P. P. Sauce, 2 doz., No. 1	"	1.50
Atmore's Genuine English Plum Pudding—Seedless:—		
Individual, per case of 2 doz		2.00
1-lb. cans, " 1 "		2.25
2-lb. " " 1 "		4.00
3-lb. " " ½ "		3.25
4-lb. " " ½ "		3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 2, stone crocks	
No. 33, jars	1.05
No. 5, toy pails	2.85
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06½
Southwark, 4½-lb. toy pails, ½ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 2, stone crocks.	
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.05
Apple, No. 5, toy pails	2.85
Apple, 30-lb. pails ... per pail	1.20
Apple, 20-lb. crocks ... per lb.	.07¾
Apple, Schimmel's, 30-lb. pails ... per lb.	.06
Prune, 30-lb. pails ... per lb.	.07½
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

—47—

Curtice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb.	per ca.	2.40
" " " ½-lb., "	"	2 60
" " " ¼-lb., "	"	2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.08
" Lump, bulk	"	.08
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.09
Copperas	per lb	01¾
Camphor, gum, 1-oz. blocks	"	1.10
" Flakes, bbls	"	.02¾
" " less quantity	"	.03
" Tar Balls, bbls., 250 lbs.	"	.02¾
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Chill Tonic	per doz	3.60
Epsom Salts	per lb.	.01½
" Bee Brand, ¼-lb. carton,	per doz.	.30
" " ½-lb. "	"	.40

—48—

Glauber Salts	per lb.		.01½
Glue	"		.11
Goff's Cough Syrup, 25c. size	per doz.		1.75
Goff's Herb Bitters, 25c. size	"		1.75
Goff's Oil Liniment, 25c. size	"		1.75
Goff's Sarsaparilla, 50c. size	per doz.		3.50
Goff's Worm Syrup, 15c. size	"		1.20
Goff's Horse and Cattle Pwd., 15c. size	"		1.20
Goff's Dyspepsia Tablets, 10c. size	"		.75
Gum Arabic	per lb.		.55
Haarlem Oil	per doz.		.40
Licorice, P. & S., 5c. stick, Imported	"		.36
" M. & R., 5-lb. boxes	per lb.		.23
" " Lozenges, 5-lb. boxes,	"		.27
" Y. & S., " 5-lb. glass front,	"		
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"		.24
" Root	"		.11
Putty, 25-lb. cans	per 100 lbs.		1.65
" 50-lb. cans	"		1.55
Petroleum Jelly, screw top, 5-c. size	"		.35
" " 10.c. "	"		.75
Paris Green, 100-125-lb. kegs	per lb.		29½
" ½-lb. packages	"		.34
" ½-lb. "	"		.33
" 1-lb. "	"		.32
Jamaica Ginger, Hires', flasks	per doz.		.90
Sewing Machine Oil, 3 oz	"		.35
Rosin	per lb.		.04
Saltpetre, crystal, barrels, about 350 lbs.	"		.05½
" granulated, kegs, " 200 "	"		.05¾
Sulphur, Flour, 175-lb. barrels	per 100 lbs.		2.45
" 100-lb. bags			2.25
" less quantity			.03½
Squills, Syrup, 1 oz	per doz.		.34
Syrup of Figs	per doz.		2.00
Venetian Red	per lb.		.02½
Whiting	"		.02
		1 oz.	2 oz.
Glycerine	per doz.	.37	.65
Laudanum	"	.80	1.25
Paregoric	"	.35	.65
Peppermint	per doz.	.40	.58
Sweet Spirits Nitre	"	.40	.70
Sweet Oil	per doz.	.30	.40
Turpentine	"	.36	.45
Husband's Magnesia	per doz.		2.85
Bull's Cough Syrup	"		1.90
Roach Powder, Omega, 4-oz. cans			.80
" "	per gross		9.00

	Per Doz.	Per Gross
Roachsault, large	4.00	45.00
" medium	2.00	22.50
" small	.80	9.00

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75
McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

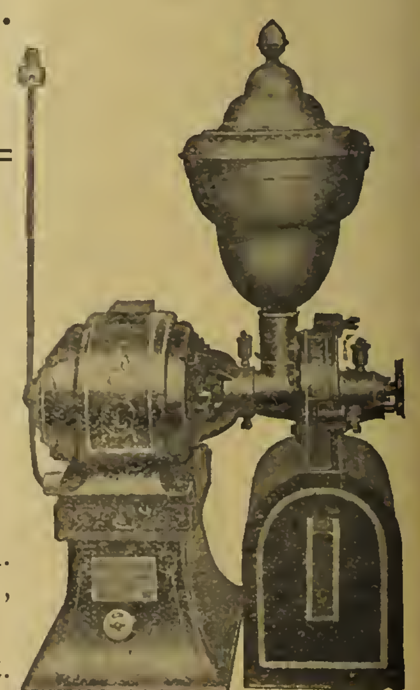
We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES

and the

"STAR" COFFEE MILLS

Electric Coffee Mills



For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also SHERER COUNTERS. WRITE FOR CATALOGUE.

MORGAN & CORNELL — 211 DUANE ST. NEW YORK

—49—

Reliable Brand—	10c. size.	25c. size.
Castoria, Dr. Pitcher		2.00
Castor Oil, tasteless	.80	2.00
Death-to-Pain	.80	2.00
Diarrhoea Cure	.80	2.00
Vermifuge	.80	2.00
Cough Cure	.80	2.00

W. F. Young's Veterinary Remedies, wholesale prices—	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S, Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chili Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—		Per doz.
Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00
Sauer's Flavoring Extracts:—		
No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen,	No. 25,	per doz.	2.00
" " " "	No. 2X,	"	.80
" " " "	No. X,	"	.45
" Lemon, " "	No. 25,	"	1.75
" " " "	No. 2X,	"	.80
" " " "	No. X,	"	.45
Ingersoll's Flavoring Extracts:—			
High Grade Vanilla		per doz.	1.75
" Lemon		"	1.75
Select Vanilla		"	.85
" Lemon		"	.85
" assorted		"	.85
" small size		"	.45

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

	Per gal.
Corson's Golded Russet, bbl	.20
Corson's Champagne	.18
" Dry Hard	.20
New Juice Cider, bbls	.18
New Juice Cider, ½ bbls., 28 gals	5.60
New Juice Cider, ¼ bbls., 14 gals	3.25
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅝
" " 3-lb. "	.05⅜
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03⅝
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05¼

SALT.
WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 30 10-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel, per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS TABLE SALT PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz	doz.	.87½
Durkee's, large, 1 doz	per doz.	4.00
" small, 2 doz	"	2.40
Schimmel's, small, 2 doz	per doz.	.87½
My Wife's, large, 1 doz		2.30
My Wife's, small, 2 doz		1.45
Snider's Salad Dressing:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Luncheon, 3 doz	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.67½
Kegs, 150 lbs	per 100	.85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz		.77½
North of England Sauce, No. 8, doz		.77½
Chef Sauce, 2 doz., doz		.75
Snider's Chill Sauce:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

Hams That Always Sell

There is another sort of ham much less preferred to the absolutely unidentified and unbranded ham, and that is the ham of the packer who gets good raw material to-day and poor to-morrow.

Both of these kill the grocers' trade, because they are so irregular. They please his customers to-day and provoke them to-morrow. No trade can last long under hot and cold applications.

Swift's PREMIUM Hams are always regular. We have the pick of the hogs of the whole country and hence we can keep the quality even the whole year through. Swift's PREMIUM Hams hold and increase trade.

SWIFT & COMPANY, U. S. A.

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.
Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY

—53—

SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.07½
Caraway............	.08	Mustard, Yellow..	.06½
Celery.............	.10	Rape, per lb........	.05½
Coriander, bleached	.05	Poppy, per lb.......	.10
Flax...............	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs....................................	per keg	1.80
" bulk, 25-lb. boxes....................	per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes...	"	.04½
Arm & Hammer bd., ¼'s, 36 lbs............	per lb.	.05½
" " " lbs., 36 "	"	.04½
" " " ¼, ½, 36 lbs...........	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04½

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz..................	1.50
Hires' Root Beer, Carbonated, 2 doz.............	.87½
Hires' Ginger Ale, Carbonated, 2 doz...........	.87½
Welchs Grape Juice, case quarts, 1 doz.........	4.50
" " " pints, 2 doz..........	4.75
" " " ½-pints, 3 doz.......	4.25
" " " 3-ounce, 8 doz........	6.00
" " " ½-gallons, 1 doz....	8.00
" " " gallons, 6 gal.........	7.50
5 per cent. discount on 5 case lots.	
Clicquot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz............	2.10
Sarsaparilla, extra quality, pints, 2 doz.......	2.10
Blood Orange, extra quality, pints, 2 doz...	2.10
Birch Beer, extra quality, pints, 2 doz........	2.10
Lemon Soda, extra quality, 2 doz..............	2.10
Root Beer, extra quality, pints, 2 doz.........	2 10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross....................................		2.50
Bon Ami, 10-cent size..........................	¼ gross	2.50
Electro Silicon, 1 doz........................	per doz.	.72
Putz Liquid, large, 3 doz..............	per gross,	16.50
Putz Liquid, large, 3 doz..................	per doz.	1.45
Putz Liquid, small........................	per gross,	7.00
Putz Liquid, small..........................	per doz.	.60
Putz Paste, large..........................	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No 2, pint cans	"	32.00
No. 3, quart cans..........................	per doz.	4.50
No. 4, half-gallon cans..................	"	7.50
No. 5, gallon cans	"	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs.................................per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme..	100	3 50
Acorn..	120	2.70
Ark..	100	1.85
American..	72	2.80
Bee	200	3.85
Best, Babbitt..	100	3.70
Babbitt's New York City..........................	60	2.95
Benzine-ated	100	4.10
Big Master..	100	4.25
Brown	60	2.40
Borax, Dreydoppel.................................	40	2.60
" Pearl, Yonng & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome....................................	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's....................................	100	3.80
" Red Seal......................................	100	3.85
" Swift's	100	4.00
Circus..	100	3.50
Cotton Oil..	100	5.80
Coal Oil Johnny....................................	100	3.50
Cygnet..	100	4.00
Dobbins' Electric..................................	100	4.15
Dewey	100	2.15
Fairy..	100	4.00
Fels-Naptha..	100	4.00
Five-case lots freight prepaid..................	100	3.95
German Family.....................................	100	4.30
Good Morning	106	3.85
Glycerine Tar.......................................	100	3.75
Gloss..	100	3.50
Grand Pa's..	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox..	100	3.50
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha....................................	100	4.00
Magic Cleaner.......................................	100	3.00
Marseilles, laundry size	100	6.00
" 5-cent size.................................	100	4.00
" toilet size..................................	100	4.00
Mayer's...	100	3.80
"	50	1.90
Miller's Naptha.....................................	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.....................................	100	4.00
Octagon..	100	3.90
Old Mill...	100	3.30
Ozone...	100	3.75

—55—

Oleine, Conway's..................................	60	2.90
" Golden...	60	2.55
" Eavenson's....................................	60	2.50
" Hamilton's....................................	60	2.50
" Kirk's	6c	2.30
" Philadelphia, 1 lb..........................	60	2.90
" " 14 oz..........................	60	2.65
" Pennsylvania	60	1.80
" Procter & Gamble..........................	60	3.00
" Young's Best	60	2.80
Pride, Swift's..	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs...	150	4.50
Sunlight, oval.......................................	100	3.85
" twin bars......................................	100	3.95
Santa Claus..	100	3.10
Saratoga..	120	2.70
Star	100	3.50
Sunny Monday......................................	100	4.00
White Clond...	100	3.85
Wool Soap, large...................................	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo..................................	gross	3.50
Buttermilk Cosmo..................................	doz.	.60
Buttermilk, Swift's.................................	gross	4.05
Castile, imported, Conti	lb.	.13½
Castile, Conti, original boxes..................	lb.	.11¾
Cutaneous, Dr. Raub's............................	doz.	.70
Elderflower, large cake...........................	gross	4.40
Fleur-de-lis...	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers................................	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box.........................	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box...............................	lb.	.09
Turkish Bath...	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross.................	gross	3.25
Witch Hazel, Swift's...............................	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars...	1.80
Brooks' Crystal, 100 bars.................................	3.35
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars...	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars...	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars...................................	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes..............	per box	2.70
" 6 oz., 100 packages............	"	2.65
" 8-oz. packs..........................	"	2.70

—56—

Soapine, No. 7, 100 packs..............................	2 37½
Soapine, No. 12, 100 packs............................	3.90
Soapine, No. 17, 36 packs..............................	2.42½
Babbitt's 1776 Powder, 100 6-oz.......................	2.35
Finola, 100 packages.....................................	3.25
Gold Dust, Fairbank's, 100 12-oz. packages ...	4.00
" " 24 4-lb. " ...	4.50
Naptha Borax, 100 packages, large................	4.75
" 100 5-cent packages...............	3.75
Kirkoline, white, 24 4-lb. packs......................	3.55
Kirkoline, White, 100 5-cent packages..	3.50
Young's Pearl Borax, 60 1-lb. packages.........	3.60
Snow Boy Washing Powder, 24 4s..................	4.00
" " 50 2s..................	4.00
" " 100 1s..................	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz...............per doz.	.43
Swift's Washing Powder, 100 1s.....................	3.85
Swift's Washing Powder, 24 4s.......................	3.85
Pennywash, 1 gross and 144-1 cent cakes free..	10.25

SPECIALTIES.

Anker's Bouillion Capsules..............................	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade..................	.18½	.19½	.21½
Black, Low Grade..................	.14	.15	.17
White, High Grade	....	.32	.34
White, Low Grade...................	....	.23	.25
Cayenne, High Grade...............	....	.21	.23
Cayenne, Low Grade......	....	.16	.18
Cinnamon—			
High Grade............................	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade............................	.31	.32	.34
Low Grade	.22	.23	.24
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade............................	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade............................	....	.78	.80
Nutmegs—			
High Grade............................	....	.32	.35
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade.................	.14	.15	.17

		Per doz.
McCormick & Co., Bee Brand—		
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice................................	⅛ lb.	.40
	¼ lb.	.75
Banquet Brand—		
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice................................	⅛ lb.	.40
	¼ lb.	.75

WALKER STORE FIXTURES

—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

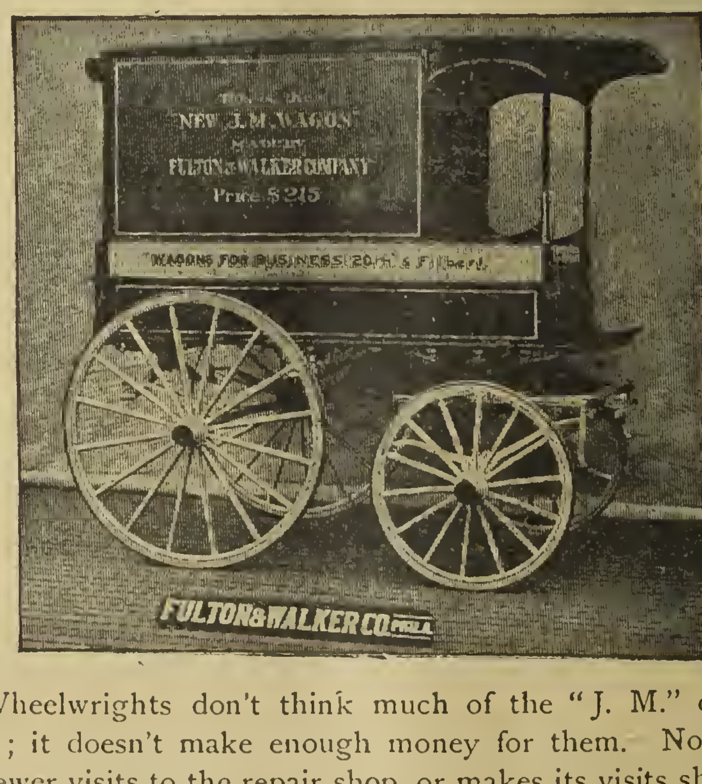
We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St.

PHILADELPHIA, PA.

No Friends Among the Wheelwrights



Wheelwrights don't think much of the "J. M." delivery wagon; it doesn't make enough money for them. No wagon pays fewer visits to the repair shop, or makes its visits shorter.

The most celebrated delivery wagon made—the best wagon ever built for the grocery trade. Strong as iron, yet easy-running; finest steel tires, and wheels from second-growth hickory.

Send for catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

olburn's Philadelphia Mustard, D. S. F.:—	
5 cent tins, 2 and 4 doz. ....per doz.	.45
Dime size, 2 and 4 doz. .... "	.85
¼ lb. net, tins, 2 and 4 doz. .... "	1.00
½ " 2 doz. .... "	1.90
1 " 1 doz. .... "	3.70
6 lb. cans, full weight ....per lb.	.23
10 " " .... "	.22
olman's Mustard, D. S. F.:—	
1-lb. tins ....per doz.	5.40
½-lb. tins .... "	2.70
¼-lb. tins .... "	1.45
⅛-lb. tins .... "	.90
18-lb. kegs	.43

MUSTARD—Prepared.

	Per doz.
ampbell's, jar, 2 doz.	.87½
ulden's, No. 6, with spoon, 2 doz.	.95
ulden's, No. 20, with spoon, 2 doz.	.88
ulden's Mustard and Horseradish, 2 doz.	.85
eer Mug, fancy, large size, 2 doz.	.65
emonade Glass, tall, 2 doz.	.67½
orseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
ilk Jar, glass top, 2 doz.	.85
ater Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
pper, Black	.10
lspice	.07
oves	.17
ace	.48
itmegs, 80's	.24
" 110's	.17
nnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
een Ginger Root	
hole Mixed Spices, bulk, 6-lb. boxes	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages ....per case	1.80
Davis, 36 10-cent packages ....per case	2.70
Duryea's, 40-lb., 1-lb. packages	.06½
Niagara, 40-lb., 1-lb. "	.04¾
Cream, 48-lb., 1-lb. "	3.45
Kingsford's, 40-lb., 1-lb, "	.06½

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅝
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03¾
" 1 lb. packages, 48 lbs	.04⅞
" 3-lb. cartons, 48 lbs	04⅞
" 6-lb. boxes	.05⅞
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages ....per package	.08
Starch Polish, 20 cakes ....per box	.50

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electic Paste, ½ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size ....per doz.	.87½
" " ....per gross	10.25
" small size ....per doz.	.70
Climax Enamel ¼ gro ....per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun ....per gro.	5.75
Sun Paste, 5-cent size .... "	4.50
" 10-cent size .... "	7.20

—59—

X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ½ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼ gross	2.25
Per box of ½ gross	4.50
Per gross	9.00

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round ....per pkge.	.04¾
Excelsior, 24 packs .... "	.05¾
McAllister, 36 packs .... "	.05⅜
Rosensteins, 1lb. pkgs., 2 doz. ....per lb.	.05½
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz. ....per doz.	.35
Red, quarts, 3 doz. .... "	.70
Silver, pints, 3 doz. .... "	.35
" quarts, 3 doz. .... "	.70
Bath Brick, 25 bricks ....per box	.60
Toothpicks, Eureka, 100 boxes ....case	1.85
Toothpicks, Perfection, 2 doz. ....per doz.	.42½
Royal Glue, 1 doz. ....per doz.	.80
Paist's " 1 " .... "	.40
Carpet Tacks, Wooden Keg, ½ gross case, assorted, 6, 8, 10's ....per case	90
Carpet Tacks, Silver Steel, 4 oz. ....per doz.	.06½
6 oz. .... "	.07
8 oz. .... "	.07½
10 oz. .... "	.08½
12 oz. .... "	.09½
Matting Tacks—	
No. 10, steel ....per doz.	.09
No. 11, steel ....per doz.	.09½
No. 12, steel ....per doz.	.12
G. B. Weiss & Son—	
Sole Leather, No. 1, .25; No. 2, .23; No. 3,	.21
Cut Sole Leather, cut into taps, 6 inches high	1.50
5½ inches high	1.48
5 inches high	1.42
4½ inches high	1.25
4 inches high	1.18
3½ inches high	1.05
3 inches high	.90
Fly Paper, Tanglefoot ....per case	
Fly Paper, Sticky, 10 cartons	2.20
Sticktite Fly Paper, 100 ....per case	3.00
Sticktite Fly Paper, 10 cartons ....per case	2.35
Wax, White and Yellow ....per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb. ....per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.	.80
Cleveland, extra fine cotton twine ....per lb.	.22
Orange Brand, fine cotton twine .... "	.20
Texas Medium, cotton twine .... "	.16
Cotton Candle Wick .... "	.20
Colored Twine, 8 balls to bx., lb. to bx. "	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches .... "	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches ....per lb.	.16
Best Jute Rope, 16 yds. to lb. .... "	.09
Best Jute Plow Line, 8 yds. to lb. .... "	.09
Jute Clotheslines, 90 ft. to hank ....per doz.	1.60
Jute Clotheslines, 108 ft to hank .... "	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 610	.50
Fancy, No. 626	.48
Strictly Choice, No. 639	.46
Strictly Choice, No. 628	.44
Strictly Prime, No. 627	.36
Choice, No. 618	.40
Good, No. 635	.29
Fair, No. 632	.22
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid.	.35
Gold Mine, in bbls.	.30
Fancy, No 101	.34
Fancy, No. 100	.32
Choice, No. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.

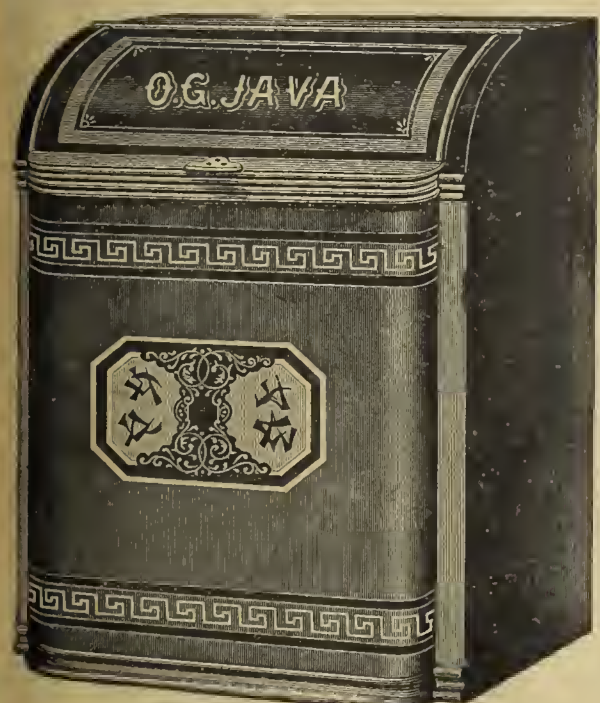
Extra Fancy Ponce, No. 637, new crop	.38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery	2.60
Five A, for confectionery	2.70

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—	
4 doz. in barrel ....per doz.	.92½
1 " case .... "	.95
Karo, 10 cent size, 2 doz. ....per doz.	.85
Karo, 25 cent size, 1 doz.	2.20



COFFEE AND TEA BINS
THAT PROVE THEIR "METAL"

Picture your store fitted out with Tea Canisters and Coffee Bins like these. They are trade winners. Effective store decoration brings the people in—your sales force do the rest.

When installing Coffee Bins, get the kind that will stand the racket—you'll never have to replace them. Our bins are constructed of the heaviest tin.

And for Over Fifty Years They Have Proven Their "Metal"

Write for catalogue showing variety of designs

HENRY TROEMNER, 911 Arch Street
PHILADELPHIA, PA., U. S. A.

—61—

Banner, in jars, compound	per doz.	1 00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00
Maplecane, 2 doz. 2½-lb. cans	per case	3.80

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hasen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, split handles	2 45
Leader, No. 6, 3 string, red handles	2.45
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whiskz, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.40
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118, Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per dos.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	1.55
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.30
2, Wire ends	1.50
3, Wire ends	1.70
5, Wire ends	
Picnic Plates, 8 inch	
Picnic Plates, 9 inch	

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.50

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per dos.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per dos.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per dos.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.85
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per dos.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.

	Per
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.62
Spear Head	.44
Standard Navy	.37
Toddy	.38
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.

	Per
Briar Pipe	
Duke's Mixture	
Greenback	
Green Turtle	
G. & A. Navy, 3½ oz	
Honest	
Polar Bear	
Ripple	
Sensation	
Wild Rose	
Brown-Holland Pipe Tobacco, 2½-lb. cartons, 2½-oz. packages	1

YEAST CAKES.

Compressed	per dos.
Magic, 1½ dos. packages	per box,
Yeast Foam, 1½ dos	per box

What Washing Powder Do You Sell?

Some old and half-forgotten brand, sold only because you always have sold it?

Or **Snow Boy Washing Powder,** a powder made of pure soap and other cleansing ingredients, quickly cleaning everything water won't hurt; containing none of the skin-eating alkalies that some of the old brands do; carrying beautiful and high-grade premiums to your customers?

There is room in your store for a good washing powder, but be sure that you handle the best.

Good Goods and Good Profits

LAUTZ BROS & CO. = Buffalo, N. Y.

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

The **Walter M. Lowney Company**

447 Commercial Street, Boston, Mass.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

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Contents.

PAGE

lazed Coffee Salable But Must Be Labeled to Show Glazing..... 8

orthwest Grocers Demand More Freedom for Butterine 8

ennsylvania Food Commissioner's Monthly Talk on Food Law Subjects..... 9

Jon't Buy From Cudahy 'Till Cash Order Is Rescinded 10

leart-to-Heart Talks with Grocery Clerks..... 11

ditorial..... 12

Food Law Absurdities.
The Oil Trust's Press Bureau.
Business Asininities.
The Financial Condition and Collections.

Vinter Does Not Represent National Retail Grocers' Association 13

ailures Show Large Increase..... 14

he New York Letter 14

nly Rice Crop Beyond Last Year..... 15

he Grocery Markets 16

ndividual Market Reports..... 17

Market Notes..... 18

ots from a Jobber's Note Book..... 18

mong the Trade 18

he Science of Advertising..... 19

ur Tremendous Business in Tropical Food Products 19

seful Facts About Groceries..... 22

he Stroller's Column (Contributed) 23
I Laugh at 'Em.

Window Dressing for Grocers..... 25

wo-Minute Sermons for the Retail Grocer..... 26

orrespondence 27

ssociation News 29

Western Beet Sugar Sold as Far East as York, Pa. 29

either Side Wants Pennsylvania Sulphured Peach Case Tried at Once.... 30

Want Department..... 31

altimore Prices-Current..... 33

New York Price-List..... 34

"Grocery World" Prices-Current..... 35

Index to Advertisements.

PAGE

"Advertising World"..... 29

Anker's Bouillon Capsules..... 39

American Can Co..... 15

American Slicing Machine Co., The..... 23

Arbuckle Bros..... 44

Atmore & Son..... 44

Atsatt Bros..... 39

Baker & Co., Limited, Walter..... 29

Baker, W. H.....Cover 3

Baltimore Manufacturers' Advertising Association..... 6

Barber & Perkins 10

Beardsley's Sons, J. W..... 5

Bell & Sons, Samuel..... 41

Bell Co., The William G. 41

Bennett Register Co., The..... 20

Bishop, R. W. 30

Blooker's Cocoa..... 39

Borden Condensed Milk Co. 46

Bower & Co., John..... 45

Bown Bros. 36

Bradshaw Co..... 36

Bradstreet System, The 31

Brown & Co., P. F..... 26

Buckley, Elton J..... 8

Burk, Louis..... 25

Carter & Williams..... 32

Cauchois & Co., F. A..... 26

Chalmers' Sons, James..... 39

Consolidated Law Association, Inc., The, 50

Cowan & Sons, H..... 36

Crescent Mfg. Co..... 16

Croft & Allen Co..... 38

Daetwyler & Co., R..... 32

Dilliard Remedy Co..... 24

PAGE

Dixon Crucible Co., Jos..... 4

Durham Display Fixture Co. 42

Enterprise Mfg. Co. of Pa., The..... 43

Esterbrook Steel Pen Co., The.....Cover 4

Exton & Co., A..... 13

Fell Manufacturing Co., E. C. .....Cover 2

Fischer & Co., B. 11

Fleischmann's Yeast..... 32

Flesch, J. A..... 47

Forbes, J. P. 16

Franklin Sugar Refining Co.....Cover 4

Freihofer Vienna Baking Company..... 5

Fulton & Walker Co..... 48

German-American Coffee Co..... 13

Goff & Sons Co., S. B. .....Cover 1, 19

Gold Medal Flour..... 41

Grocers' Printing Co..... 30

Habben & Co., H..... 3

Hagan & Co., Arthur..... 40

Harding & Co., E. E. 16

Hawkins Sons, B. 30

Hires Condensed Milk Co.....Cover 1

Indexed Coupon Books. 16

Ivins' Son, J. S..... 21

Johnson, A. W..... 28

Kellogg & Sons, H.....36, 39

Kingsbury, H. P. D..... 32

Kirk, Foster & Co..... 30

Lamson Consolidated Store Service Co., 37

Lautz Bros. & Co.....Cover 2

Levering Coffee Co., The 19

Loughery & Co., Jas. J. 27

Lutz & Schramm Co..... 50

Maher's Veterinary Hospital, Dr...Cover 1

Martindale & Co., Thos..... 36

Mentor Cigarette Co. 40

Mince Meat 44

Moneyweight Scale Co., The..... 23

McCahan Sugar Refining Co., The W. J., Cover 3

McCanna & Fraser Co..... 4

PAGE

McCaskey Register Co., The..... 38

Nicelle Olive Oil Co..... 29

Oswego Maize Products Co..... 24

Paul Manufacturing Co. 4

Pennywash Co 19

Philadelphia Electric Co., The..... 6

Piqua Bracket Co.....Cover 2

Quaker City Preserve Co..... 31

Rae's Lucca Oil..... 36

Ralston Purina Mills. 6

Reeve, James Knapp 45

Ritter Conserve Co., Philip J..... 37

Rogers Silverware Co..... 29

Royal Milling Co..... 41

Royal Specialty Co..... 39

Sauer Co., C. F.....Cover 4

Scott & Co., Inc., John 9

Sea Foam Baking Powder Co..... 5

Shafer Co., Jacob C. 24

Shane Bros. & Wilson Co. 16

Shinn & Kirk 40

Snider Preserve Co., The T. A..... 15

Stickney & Poor Spice Co. 42

Strasbaugh, Silver & Co. 24

Sulpho-Napthol Co., The..... 5

Swift & Co. 40

Toledo Computing Scale Co.....Cover 1

Tongue & Bros., R. E..... 29

Troemner, Henry..... 49

Union Mercantile Agency .....Cover 2

Walker Patent Pivoted Bin Co..... 48

Washburn-Crosby Co..... 41

Weller Co., The J..... 46

Welles & Davis Mfg. Co., The..... 45

Wells & Richardson 30

Wilde's Sons Co., Samuel.....Cover 3

Williams & Co., B. L..... 19

Williams Bros. Co., The 47

Wrigley Mfg. Co..... 4

Young & Co., Chas. W..... 20

Young, P. D. F., W. F..... 31

Glazed Coffee Salable But Must Be Labeled to Show Glazing

Federal Food and Dairy Board Issues Decision Fixing Its Status. Places No Ban on Its Sale, But Requires Labeling. Caramels Must Also Be Labeled Truthfully.

Two more decisions were issued during the week by the Federal Food and Drug Board, F. I. D. No. 80 and 81. The first fixes the status of glazed coffee and the other the labeling of caramels. The full text of the decision is as follows:—

(F. I. D. 80.)

GLAZED COFFEE.

There have been frequent inquiries made regarding the application of the food and drugs act to the practice of glazing coffee. The following is a type of the communications of this nature:—

> It has been the custom with many roasters of coffee to use a finish, made out of supposedly harmless ingredients, on their coffees, especially the lower grades, the main object being to lessen the natural loss in weight during the process of roasting, and thus reduce the cost.
>
> We used a finish ourselves, made up of lemon juice, flaxseed, gelatine, bicarbonate of soda and lime water, until January 1, 1907, when we ceased, as we were uncertain as to its lawfulness under the pure food and drugs act which went into effect that day. If it is against the law, we would ask that the pure food commission prepare a ruling on coffees, such as has been done on rice, and have this ruling take effect as soon as possible, as manufacturers who are adherents to this method of roasting are enabled to undersell those who are using the natural roast, thereby placing them at a decided advantage.

Coffee is coated for one or all of the following reasons:—

1. To restore, at least in part, the loss of weight incident to roasting.

2. To conceal damage or inferiority.

3. To prevent the depreciation of the roasted coffee due to the escape of the aromatic constituents.

4. To prevent the absorption of water which renders the roasted grains tough.

It would appear that the questions involved in this practice are similar in many respects to those involved in the polishing and coating of rice, which is discussed in F. I. D. 67. As in the case of coating rice, it is the opinion of the Department that no coating of any kind can be applied to the coffee "if the product be mixed, colored, powdered, coated or stained in any manner whereby damage or inferiority is concealed." In each case, whether or not such a result be secured is a question of fact to be decided by the evidence.

It is held by the Department that coffee treated in the manner indicated with lemon juice, flaxseed, gelatine, bicarbonate of soda, and lime water should be labeled in all cases with the name of the extraneous substances, as

COATED WITH LEMON JUICE, FLAXSEED, GELATINE, BICARBONATE OF SODA AND LIME WATER.

In such declarations all of the substances used for coating should be mentioned. Any coloring matter or other substances that may be employed to change the tint of the coffee should be declared on the label.

(F. I. D. 81.)

LABELING OF CARAMELS.

The Department is in receipt of the following inquiries from manufacturers of confectionery:—

> 1. Milk caramel.—This piece contains no milk, but is composed principally of sugar and glucose, and we would like very much to know if milk were added to this formula whether we could still continue to call it "milk caramel."
>
> 2. Peaches and cream caramel.—This piece is made up principally of sugar and glucose and milk, and flavored with peach flavor. As there are 50 pounds of milk to a batch of 116 pounds, would this be considered as one of the principal ingredients?
>
> 3. Whipped cream caramel.—This piece does not contain any cream or milk, but is made up principally of sugar and glucose. The batch is, however, whipped, and if we should add milk to it, would it be misbranding to continue to call it "whipped cream caramel"?

Section 8 of the food and drugs act of June 30, 1906, provides that any article of food is misbranded (1) if it be an imitation of or offered for sale under the distinctive name of another article; (2) if it be labeled so as to deceive or mislead the purchaser; (3) if the package containing it or its label shall bear any statement, design or device regarding the ingredients or the substance contained therein, which statement, design or device shall be false or misleading in any particular.

These portions of Section 8 bear directly on the above as concerning the labeling of different types of caramels. Caramel No. 1 would be distinctly a case of misbranding, since it contains no milk.

In regard to caramel No. 2, it is evident that if milk is used in that product, it is false and misleading to call it "cream caramel." It is thought that this product would be properly labeled as "peach-flavored caramel" or "caramel, peach flavor," if the peach flavor is not produced by the use of an imitation product. If an imitation peach flavor is used, the caramel could be properly branded only as "imitation peach-flavored caramel," or, preferably, "caramel, imitation peach flavor." The question as to whether the 50 pounds of milk used to a batch of 116 pounds forms one of the principal ingredients would have to be determined by the proportion of the ingredients found in the finished article. This question, however, is immaterial in considering the question as to whether the name "cream" can be applied to the caramel.

To caramel No. 3 the above statements apply equally well. Since it does not contain any cream, the label "whipped cream caramel" would be false and misleading. Even if milk were added to the batch and the whole were whipped, the product would not be entitled to bear the label "whipped *cream* caramel."

Northwest Grocers Demand More Freedom for Butterine.

Pass Resolutions Demanding That Congress Repeal Tax and Color Law. Spokane Retailers Hold Large and Successful Food Show. Live Trade News of Great Northwest.

Special correspondence of "Grocery World."

Spokane, Wash., Nov. 11, 1907.

Resolutions to be submitted to the Washington State Association and referred to the national body were adopted by the Spokane Grocers' Association, urging Congress to repeal the law placing the heavy taxes on the butterine and to give the right to color the product to make it as attractive as possible, that it may be more successfully placed on the market. E. N. Cory, secretary, said in explaining the matter:—

> It is not the idea of our association to secure a concession from Congress authorizing the sale of butterine under any other name than "butterine," but, owing to the fact that the manufacturers of this substitute are not allowed to use coloring, it is not marketed as successfully as it would otherwise, though butterine is palatable and can, by observing the pure food laws, be made as clean as butter, and at least 15 cents a pound cheaper than the dairy product.

* * *

The Spokane Grocers' Association, of which U. G. Allen is president, ran its ten days' pure food show at the State Armory from November 4th to 14th. The big arena was tastefully decorated with bunting, cereals, food products and electrical displays, and everything to eat and drink offered was with the guarantee of purity. Flour mills using wheat grown in the Big Bend and Palouse districts in eastern Washington, on which 2,000,000 acres in twelve counties produced more than 42,500,000 bushels of wheat this season, had attractive booths in which the manufactured products were served. Among the larger concerns making exhibits were the Empire Cracker and Candy Co., Genesee Pure Food Co., Inland Cracker Co., Michigan Cider Co., Spokane Extract and Spice Co., Spokane Flour Mills, Centennial Mill Co., Keller-Lorenz Co., Hazlewood Co., Washington Cracker Co., Spokane Broom Factory, H. J. Heinz Co., Spanish-American Food Co., Washington Water Power Co., Portland Flouring Mills Co. and the Golden Grain Granules Co.

* * *

Spokane's need of a city market was brought up at a recent meeting of the Board of Managers of the 150,000 Club, and G. C. Corbaley and Harry J. Neely were named a committee by President F. W. King to make inquiry as to the requirements. The charter of Spokane does not permit the city to conduct a market. Mr. Corbaley said in discussing the proposition:

> The need of a central market is becoming more apparent with the growth of the city. Spokane is undergoing a new era of development that is going to make it a great produce market, and it is only a question of time when there must be some central place where buyer and seller may meet together. The rural districts are rapidly being divided up into small garden tracts, and it is necessary that they have a market. As it is now, there is no organization whatever for handling the produce raised by the truck gardeners about Spokane. Either the commission men are obliged to go into the country to buy their produce, or the gardeners are forced to come into Spokane and dispose of their produce as best they can. A central market in the city, where buyers and sellers could meet together, would be a great advantage.

* * *

What is to be known as the Ancient Order of Gobblers will be established as an adjunct to the Spokane Grocers' Association. There are few rules, but these will be rigidly observed. One of them is to boost for Spokane and the Inland Empire and to keep everlastingly at it for the good of the country.

* * *

Coupled with the growth of Wallace, Idaho, east of Spokane, the richest lead-silver mining camp on the continent, the business houses are also on the increase, and the latest in this line is a new wholesale house to be called the Wallace Produce Co. The Ryan-Newton Co., of Spokane, is the heaviest stockholders in the new concern. Fred. Day, who has represented the Ryan-Newton Co. in the Coeur d' Alene district for years, will be manager.

AUGUST WOLF.

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COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

Pennsylvania Food Commissioner's Monthly Talk on Food Law Subjects

Interesting and Instructive Extracts from the Current Number of the Dairy and Food Bulletin. The Inside of Some Soft Drinks. Pennsylvania Department Takes Issue with Federal Government on Sulphured Fruits. No Adulterations Reported.

The current number of the monthly bulletin of the Pennsylvania Dairy and Food Department contains an unusually large volume of reading matter, this containing many valuable observations and suggestions.

Some selections from the reading matter pages follow:—

The present Pennsylvania food law could be better if it were simpler. Why not eliminate everything referring to the guaranty or the misbranding of goods? Let the National food and drugs act, as interpreted and enforced by the officials of the Agricultural Department at Washington, regulate these matters. The question of misbranding is largely a matter of opinion. Since all goods manufactured in Pennsylvania bearing a label are shipped into other States, while goods manufactured in other States are sold in Pennsylvania, they all come under the National law, and there should be no difficulty in enforcing it in the interest of good health and the protection of the consuming public. The truth is that our laws should deal with the question of adulteration alone. The Federal Governernment could manage everything else.

* * *

Reports have been received at the office of the Dairy and Food Division from Dr. William Frear, professor of chemistry at State College, on two samples of root beer and six samples of pop, all purchased from vendors at the Tipton camp during the last encampment of the National Guard of Pennsylvania.

One sample of root beer was simply "thin syrup, colored brown with dye, flavored with birch and sweetened with saccharine." The other sample of root beer was "thin syrup, colored brown with vegetable dye, flavored with birch."

A sample of pop made at Gallitzen was "slightly acidified sugar syrup, colored with coal-tar dye, flavored with artificial banana flavor, thickened with gum."

Another sample of pop made at Gallitzen was "chiefly sugar solution, flavored with birch and colored artificially."

Pop made at Hastings was "thin syrup, flavored with imitation raspberry, thickened with gum, colored with coal-tar dye and sweetened with saccharine."

Pop made at Altoona was "diluted syrup, flavored chiefly with birch, colored with vegetable brown and contained saccharine." Another sample of pop made at Altoona was found to be "a thin syrup acidified, flavored with synthetic flavor, thickened with gum, dyed with coal-tar dye, sweetened with saccharine."

Pop made at Lock Haven was "thin syrup, thickened with gum, flavored chiefly with birch, colored with vegetable brown, sweetened with saccharine."

Two samples of lemonade that were taken from stands having no apparent owner or proprietors were made entirely from acctic acid and water. The fakers in charge of these particular lemonade stands fled when they learned that the agents of the Dairy and Food Division were on the ground.

* * *

One retail dealer in Westmoreland County recently did precisely what he was repeatedly and urgently warned not to do. He kept a lot of old goods on his shelves. When asked for, he sold them, although he had no guarantee of their purity. In due course of time, as is always sure to happen, agents of the Dairy and Food Division visited this man's store and purchased some of the goods for which he had no guarantee. These goods did not measure up to the standard required in this Commonwealth. The result may be easily surmised. The dealer has been arrested for selling articles that were adulterated. He has paid the fine provided in such cases. It was not the wish of the State to mulct him in a fine and costs; but his own carelessness brought punishment to pass. He had ample warning, and neither he nor his friends can blame the Dairy and Food Division or its agents.

* * *

By direction of Dairy and Food Commissioner Foust, agents of the division recently purchased samples of all the breakfast foods sold in Pennsylvania. The Commissioner is anxious to know something about the elements that go to make up these foods and has sent the samples to Professor William Frear, of State College, who is now busily engaged in dissecting and analyzing them. In due time his work will be completed and the result made public.

* * *

The Federal authorities are allowing California fruit growers to use sulphites, or the fumes of sulphur, in the preservation of their fruits until some other method can be devised. Concerning which two observations seem to be pertinent. One is that so long as the use of sulphites is permitted there is little likelihood that any other method of preserving fruit will be discovered. The other is that is has been established again and again by juries in the formal trial of cases that sulphites are not only injurious to health, but also positively the worst and most mischievous of all known preservatives.

The use of this mischievous and dangerous preservative is forbidden in Pennsylvania. Articles thus preserved or embalmed cannot be sold in this Commonwealth without violation of law. Rule 2 of the rules and regulations prepared by the Dairy and Food Commissioner in pursuance of Section 3 of the Act of June 1, 1907, says:—

> The use of boric acid, salicylic acid or sulphites in meats or other articles of food will be regarded as an adulteration and treated accordingly. Any poisonous or deleterious preservative or coloring matter ap-

STATE HOUSE

CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

plied externally which has been permitted to permeate or penetrate the meat or other food product, or any portion thereof, will be regarded as an adulteration.

Is Pennsylvania on the right track or is the Federal food department? Is it right to permit the health of consumers to be injured by the use of mischievous preservatives in order that the fruit dealers of one section or the preserve manufacturers of another may be rid of certain inconveniences? Or is it better to insist upon the continued absence of all dangerous drugs or other equally deleterious substances from the food of the people?

The Bulletin is willing to go to the farthest possible limit in facilitating the comfort and convenience of manufacturers and dealers. But whenever the health of the consumer is involved it stops. It believes life and health should not be tampered with under any consideration. And it thinks conscientious fruit growers and others should be of the same mind.

* * *

The bulletin reports no cases of adulteration whatever, a condition which preceding bulletins show has no precedent. Following is a summary of the work of the month ending October 15th:—

REPORTS OF ANALYSIS.

Butter Samples, 2.

Pure	2
Total	2

Oleomargarine Samples, 1.

Pure	1
Total	1

Pure Food Samples, 119.

Adulterated	71
Pure	48
Total	119

SUITS AND PROSECUTIONS.

Milk Cases, 3.

Terminated	3
Total	3

LICENSES ISSUED FROM JANUARY 1 TO OCTOBER 15, 1907.

Oleomargarine Licenses, 282.

Boarding house	2
Hotel and restaurant	3
Retail	268
Wholesale	9
Total	282

Renovated Butter Licenses, 18.

Boarding house	1
Retail	15
Wholesale	2
Total	18

Total amount of money received from said licenses for 1907 is $27,866.06, and this sum has, in accordance with law, been deposited in the State Treasury.

Expected New Coffee Ruling.

There is a rumor that the Federal Board of Food and Drug Inspection has determined to require in future that dealers in coffee shall designate that coffee by the name of the geographical locality from which it comes. This will mean that "Java" coffee shall be so designated only when actually brought from the island of Java, while "Mocha" will be bona fide Arabian coffee. Brazilian coffee, which is now called by many different names, often appearing as "Java and Mocha" mixed, will have to be denominated Brazilian coffee. It will be permissible for the dealers to speak of "East Indian" coffee, indicating thereby coffee from the islands near Java, but the intention of the board is to have the coffee names properly descriptive of the places or geographical sections in a general way from which the coffee is drawn. Other practices will be treated as cases of misbranding. As yet nothing official has been issued on the subject.

Won't Buy From Cudahy 'Till Cash Order Is Rescinded.

New Brighton Retail Grocers' Association Resolves to Boycott Cudahy Packing Company Until Objectionable Order for Cash Payment Is Rescinded. General News of Local Associations.

Special correspondence of "Grocery World."

Erie, Pa., Nov. 14, 1907.

The Grocers' Association of New Brighton met Tuesday evening and decided upon a course which will meet the approval of every one who has the interest of his home valley at heart. For some days the Cudahy Packing Co. has required its customers in this valley to pay all bills cash, refusing to accept checks. This cash the local agency of the company shipped by express to the head office in Omaha, Neb.

This not only resulted in the cash being taken out of the county, but was unfair to the banks and to the merchants and buying public. The grocers have decided to buy nothing more from the Cudahy firm until this order is rescinded.

It was also decided to appoint a committee to unite with similar committees from the several towns of the valley in working up interest in the State Merchants' Association which will be held next summer at New Castle. A movement is on foot to have a Beaver County Day at Cascade Park on one of the days of the convention, so that the merchants can avail themselves of the opportunity of attending at least one session of the State Association.

* * *

Jere Blucher, A. M. Magill and Archie Grodon have been selected as a committee for the Retail Mer-

SATISFACTORY QUALITIES IN EVERYTHING! | LOW PRICES IN ABUNDANCE! | FULL LINE OF GROCERIES IN GENERAL!

Ensign Brand Fancy Coast Packed Seeded Raisins, 36-1s	per lb.,	$0.10¼
Euclid Brand Fancy Coast Packed Seeded Raisins, 36-1s	per lb.,	.10⅛
Admiral Brand Fancy Seeded Raisins, 40-1s	per lb.,	.10
Victor Brand California Seedless Raisins, 40-1s	per lb.,	.08½
Carnation Brand Fancy Sultana Raisins, 45 12-oz. packs	per pack,	.07½
Thompson's Extra Fancy California Seedless Raisins, 50-lb. boxes, loose	per lb.,	.07⅞
Fancy California Sultana Seedless Raisins, 50-lb. boxes, loose	per lb.,	.07¼
Fancy California Muscatel Seedless Raisins, 50-lb. boxes, loose	per lb.,	.06⅞
Rogers' Fancy 4-crown Ondara Layer Valencia Raisins, 28-lb. boxes	per lb.,	.08

The above are all positively **NEW CROP**, 1907 growth Raisins, and the quality of all is the best and of the very highest grade, and just now at low prices when you will need them for Thanksgiving trade. Note and compare these quotations and let us have your orders.

New Golden Dates, boxes 70 lbs.	per lb.,	.04¼
New Sair Dates, boxes about 70 lbs.	per lb.,	.03¾
5-box lots, either kind or assorted, ⅛c. per lb. less.		
Thistle Brand Fancy California Yellow Crawford Peaches, large, bright, meaty fruit, Griffin & Skelly's packing, 50-lb. boxes	per lb.,	.12½
5 or 10-box lots	per lb.,	.12⅜
Wheel Brand Fancy New Santa Clara Prunes:—		
40s-50s, 25-lb. boxes	per lb.,	$0.09
50s-60s, 25-lb. boxes	per lb.,	.08⅜
60s-70s, 25-lb. boxes	per lb.,	.07¾
50s-60s, 50-lb. boxes	per lb.,	.08⅛
60s-70s, 50-lb. boxes	per lb.,	.07½
Schumacher's Avena, bbls.	per bbl.,	7.00
Schumacher's Avena, 90-lb. bags (half bbl.)	per bag,	3.40
Oneida Brand Rolled Oats, extra quality goods, bbls.	per bbl.,	6.80
90-lb. bags (half bbls.)	per bag,	3.35
Vanity Brand Whole-grain Corn, No. 2 size cans, 2 doz.	per doz.,	.65
Rex Brand Whole-grain Corn, No. 2 size cans, 2 doz.	per doz.,	.65

This Corn in limited quantities only, of either brand.

Lyndonville Brand Fancy New York State Cut Refugee String Beans, very fine quality goods, No. 2 size cans, single cases, 2 doz.	per doz.,	.95
5 or 10-case lots	per doz.,	.92½

These are a most decided bargain in a very high quality New York State Cut String Bean.

Extra Fancy Santos Coffee, 25-lb. lots or over	per lb.,	.12½
100-lb. lots or over	per lb.,	.12
Extra Fancy Golden Rio Coffee, 25-lb. lots or over	per lb.,	.11½
100-lb. lots or over	per lb.,	.11
Williams Brothers Taper Jar Apple Butter, 2 doz.	per doz.,	.95
Extra Quality Peanut Brittle, very high grade, made especially for us, 25-lb. boxes	per lb.,	.08½

These Prices for This Week Only—November 18th to 23d, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

chants' Association of New Castle and vicinity to take the initiative in the establishment of a General Merchants' Association at New Castle.

* * *

The Connellsville Merchants' Association has acquired its own hall, and now is engaged in furnishing it in a way creditable to the organization, which has become recognized as the principal factor to be considered in the business affairs of the town.

* * *

Our 136th affiliation is the Elizabethville Business Men's Association, secured by A. M. Howes, State secretary, through correspondence. This association was organized on August 9, 1907, with the following officers: President, D. M. Stine; first vice-president, P. E. Stine; secretary, Ed. F. Uhler; treasurer, J. A. Romberger. Meetings are held on the first Tuesday of each month. Their annual dues are $3 and initiation fee $2.

* * *

The Scranton Association admitted six new members at its last meeting.

* * *

All lines of trade, including the department stores and one-line dealers at Jeanette, have agreed to a permanent 6 o'clock early-closing arrangement.

A. M. Howes,
State Secretary.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—Ed.]

GETTING A PROFIT.

One of you made a remark the other day that we don't have enough cut prices. Well, that's worthy of comment! In the first place the canned goods, especially peas, string beans and asparagus that we cut a year ago is out of the question now. The same with flour, cocoa, tapioca, rolled oats, and in fact nearly all the staples. Prices have advanced in proportion to our selling advance. In fact, more so. In the second place wholesale cut rates is expensive. Getting a profit is the thing.

THE BUSINESS CLERK

is the man that takes profitable orders. Get this cut-price idea out of your head. Talk quality; talk service; reliability; freshness. Get the confidence of your customer. Convert the bargain hunter. She isn't half as mean as you picture her. She tells you she can buy pea beans for 7 cents a quart. Does she? If you know your business she'll go out our door with a quart of beans that cost her 10 cents. It's all in the way you present some things. Maybe her 7-cent beans were the cheapest German kind; maybe those stony Michigans. But ours—new crop! York State grown; thoroughly cleaned; mealy eaters; easy cookers, etc. Be a salesman.

THINGS YOU'RE TO OFFER.

Those glass jars of dark dates at 25 cents; the stuffed figs at 25 cents, and the round boxes of stuffed dates at same price are all very pretty—are attractive looking and they all appeal to the nicer class of trade. Raise one up politely and name the price. That's all. Don't push them. Don't say another word. They're sufficiently attractive in themselves to go without any advertising.

ABOUT RAISINS.

The Valencia raisin is an old timer. You'll have little trouble selling them if you use discretion. Don't show them to a new housekeeper—the seeded article is what she is after. Here you have the 4-crown loose muscatels as well as the seeded Californias and imported Sultanas.

Our Scotch and English, as well as our Irish-born customers, know all about the Sultana—they want a good one. Don't confuse the California seedless with the genuine imported Sultana. Ask for information.

Catch the Sharp Appetites

Your customers will come home from their vacations with freshly sharpened appetites—more than ever receptive to good food and drink.

Give them **Hotel Astor Coffee** now and it will meet with an instant response. **Hotel Astor** succeeds always, but more quickly than ever just now when appetites aren't jaded.

The finest blend of the finest Coffees, packed handsomely and backed with a record of perfect success in the most exclusive hotels of New York City.

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

Grocery World

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GROCERY WORLD PUBLICATION CO.

Food Law Absurdities.

The Federal food law has bred a great many absurdities, on the part of concerns who perhaps wisely believe in taking no chances. The Federal food law is aimed to prevent adulteration or misbranding in everything used for food by man, or as medicine, either internally or externally. And while there is no question as to what is food, it is not always clear as to what is medicine, particularly medicine for external application.

This uncertainty has led to most of the absurdities referred to, one instance of which was noted one day last week while standing in a Philadelphia drug store. Conspicuously posted on the counter was a placard solemnly asserting that somebody's corn plasters were guaranteed not to be adulterated within the meaning of the Federal food law.

Naturally this hurts nobody. On the contrary, absurd though it is, it is a real benefit. The more manufacturers who, wrongly or not, conclude that the food law compels their products to be decent and honest, and so concluding, make them decent and honest, the better it will be for all concerned.

The Oil Trust's Press Bureau.

The press bureau of the Standard Oil Co. keeps unremittingly at work trying to batter down with its feeble and self-interested efforts the great wall of public animosity which the Trust, by its own acts, has erected against itself. In the "Outlook" for November appeared an extensive article on "Standard Oil," ostensibly written by one Harold J. Howland. The article was illustrated and quite attractively presented, and the "Grocery World" doubts not was paid for by the Standard Oil Co. at so much per line. Public journals with no axe to grind do not in this day publish matter complimentary to the Oil Trust. The "Outlook" article is highly complimentary, as witness the following paragraphs:—

> The name of the Standard Oil Company has come to mean a number of things, good and bad, to different people, with how much justice in each case would be hard to determine. But one very definite thing it does stand for: a standard of quality, an inflexible requirement of the highest excellence in its product.
>
> The question was recently propounded, "What has been the greatest contribution to the progress of civilization in this country?" The natural replies—the printing press, the steam engine, the telegraph—were all negatived by the propounder and the true answer declared to be, "The Standard Oil Company." Further explanation was offered somewhat in this wise: "The Standard Oil Company, by improving the processes of refining petroleum, by raising the standard for refined oil and by lowering its price, has made it possible for the farmer, the dweller in the small towns and villages, the ranchman and the miner in their isolation, to have a safe, efficient and cheap light, and by its help to read at will through the longest evenings of the winter. The availability of an inexpensive standard illuminant has made possible the extension of the mission of the printing press; by bringing the distant dwellers into contact, through their reading, with the world has increased their desire and their need for travel, has spread civilization into the far corners of the land." The claim is doubtless exaggerated, the ranking far too high for any one body of men; but there is more than a germ of truth in the suggestion. The Standard has steadily improved the quality of refined oil, till, as an officer of the company said, "The poorest refined oil to-day is probably better than the best twenty years ago."

All this the Standard Oil Co. might do, and probably has done, without making it less of the thief and scoundrel that it is commercially. Unquestionably the Standard has enhanced the American oil industry very materially—for its own benefit, however—but while with one hand it has done that, it has with the other debauched and befilthed everything it touched. The concern has led a veritable Dr. Jekyl and Mr. Hyde existence, and the evil in its black career is not lightened in the least by the fact that there is some *self-interested* good in it.

The furtive habits of the Standard Oil Co. have become engrafted upon it and are a part of its very existence, even in this day when it is posing as reformed. Somebody sends the "Grocery World" a copy of all the matter emanating from the Trust's press bureau; naturally no one is interested to do it but the Trust, but the main reason why the sender is sure to be the Trust is that everything comes in anonymous envelopes.

Business Asininity.

The recent investigation of a bankruptcy case in which the bankrupt was a retail grocer doing business on the outskirts of Philadelphia, revealed an astounding condition which inspires wonder that a man with the capacity to break into business at all can develop such asininity after he gets in there.

This grocer had a small store in a poor rural district, yet there was $4,000 on his books! One poor family owning nothing, making almost nothing, had been permitted to incur an indebtedness of $80! A cripple without the use of either leg, earning $9 a week at a near-by mill to which he daily crawled, and with five children, owed the store $56! Poverty-stricken couples living with their children in two meagre rooms, with scarcely more resources than the beasts of the fields, were on the books as debtors to as much as $30 and $40! At first it was suggested that the grocer's sympathy with his customers' forlorn condition had perhaps inspired him to excessive leniency in the matter of credits. Closer examination of the case, however, showed that that was not true; the case was genuinely one of bad business.

The adage which makes self-preservation the first law of nature, and which has always been supposed to have no exceptions, should be amended to read, "self-preservation is the first law of *some* natures." The instinct of protecting one's self seems totally lacking in some people.

The Financial Condition and Collections.

The extent to which the present, or rather, the recent financial stringency has been increased by the hoarding of families all over the country is being revealed by complaints forthcoming from grocers in all sections.

Almost every wholesale grocer in business will to-day report cases of retailers who for years have never failed to discount their bills, now taking from 30 to 60 days. The reason is always the same—failure to make their own collections. This failure has apparently come, not from lack of funds on the consumer's part, but from a simple reluctance to let go of the money

Free to "Grocery World" Readers

The "Grocery World" has on hand about five hundred copies of a book on window dressing, originally published by Sprague, Warner & Co., of Chicago, Ill. It was originally intended to use the book as a premium, but after inspection it was considered scarcely good enough, and since that the copies have lain on our shelves because of uncertainty as to what use to make of them. It must not be assumed that the book is worthless—it has a number of good things in it, but is scarcely up to what the "Grocery World" thinks such a book should be.

Now we propose to give a copy to any subscriber who may want it, free of all cost save the postage of seven cents.

Send seven cents and the book is yours.

nder present uncertain conditions. While at no time during the ecent flurry was there any real anger of a *commercial* panic, nevertheless the thinking portion of the country has lived in fear, than which there is nothing more disturbing to business.

Winter Does Not Represent National Retail Grocers' Association

His Recent Published Statement Approving Postmaster-General's Parcels Post Scheme, Ostensibly as Representative of National Retail Grocers' Association, Repudiated and Denounced By National Officers. Winter Called Down Hard. Tight Money Inspires to Greater Credit Watchfulness.

Special correspondence of "Grocery World."

Cleveland, Ohio, Nov. 14, 1907.

Conditions existing in the money market and the unsettled conditions in business circles everywhere calls forth a warning to the retail trade.

It is at such times as this that much interest is taken in the Retail Grocers' or Merchants' Associations. The weaker members look to the stronger members for advice. The stronger members look to the weaker members for support in any reformation which they seek to bring about.

The question of credit at a time like this is of much importance to the retailer. The jobber finds it necessary to curtail lengthy credit; to seek a quicker return for the goods sent out, so that he may feel safe. This places the retailer who has been indifferent to a settlement of his accounts in a very strange position, for the man who usually is derelict in a settlement of his own accounts is also slow to collect that which is due him.

The secretary of the local association has a work to perform at this time that will test his ability. The question with him should be, what can be done to help or assist the retailer in his embarrassing position.

The blue book that is issued by many agencies is a great help. The credit-rating office is also a great help, but the great trouble is that the retailer first extends the credit and then looks into the blue book or inquires from the credit-rating office as to the standing of the customer to whom he has extended credit, only to find that the customer has been unworthy of credit from the very first.

If such a thing could be done the entire matter should be left in the hands of the secretary of the local association, without whose indorsement no person should be given credit.

Carrying out this proposition, while no doubt there are many who have a like method, or even better, I cannot help but print for your consideration the rules of the Grocers' Credit Exchange of Erie, Pa., which says:—

> No credit without security.
> Applicants must have satisfactory credit records with the exchange.
> No credit extended for longer than thirty days.
> The carrying forward of a balance is forbidden.

If this could be accomplished, and it can, what a boon it would prove to the retail grocers of the United States.

* * *

During the last three years the National Association of Retail Grocers and the retail merchants' associations in many of the States have been making a determined stand against the passage of what was known as the parcels post bill.

Through a campaign of education, the trade has been thoroughly aroused to a sense of the injustice that such a bill would be to the retail merchants all over the union, whether it be the large cities, towns or villages.

The new Postmaster-General, Mr. George Von L. Meyer, is determined to amend the postal laws to such an extent as to begin at the earliest moment a parcels carrying business by the Government, not as radical perhaps as the Henry Bill, but on a smaller scale, thus putting in operation the entering wedge for a more radical measure in the near future.

This he claims is but an experiment.

We would warn the retail merchants against any such policy.

It was with much chagrin that the officers of the National Associa-

The Best Known and Known as the Best

The Most Widely Imitated Because the Most Widely Popular

It Makes a Poor Stew Better and a Good Stew Best

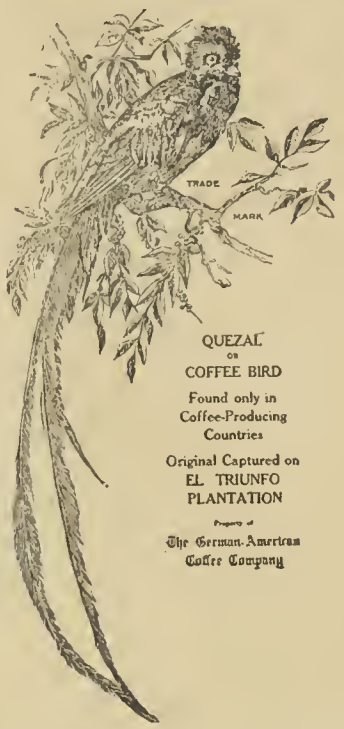
It was First, 1847
It is First in 1907

Because of its Purity, Crispness and flavor

It is the Most Perfect Oyster Cracker Ever Made

A. EXTON & CO.

TRENTON, N. J.



MOCHA AND JAVA OUTDONE

There is no coffee in the world superior to a fancy Central American, not excepted even the finest Mocha and the finest Java. Some day this fact will be generally recognized; to-day it is recognized only by experts.

German-American Coffees are the finest Central-American coffee—the product of the celebrated Triunfo Plantation. If you want a coffee de luxe, a coffee to ravish the jaded palate of customers who may leave you any minute in search of some more satisfying coffee, sell **German-American.**

THE GERMAN-AMERICAN COFFEE COMPANY

Growers, Importers and Roasters

406 Greenwich St., New York, N. Y.

tion read in the Eastern press an interview of Mr. Elisha Winter, signing himself as a representative of the National Association of Retail Grocers, and giving his approval of the Postmaster-General's recent recommendation as expressed before the Postmasters of New England at Boston.

Let it be known that Mr. Winter is not now, neither has he been in the employ or under the supervision of the National Association.

While we have given him our moral support in the work of organizing he has always been under the jurisdiction of others, and in no way directly associated with the National Association of Retail Grocers. He has no right to speak for them, and we call upon the retailers to denounce in no uncertain terms his attitude in regard to the parcels post bill.

There is no officer of the National Association who would have undertaken to have given an opinion such as Mr. Winter has given out to the Postmaster-General and the press at large, and in fact the National Association in three conventions assembled has passed resolutions against any extension of the parcels post system.

Every effort has been made to counteract any influence that may have been brought about through the attitude of Mr. Winter. Mr. Kramer, the president of the National Association, immediately wrote Mr. Winter and the Postmaster-General. Letters have come to this office from almost every State denouncing Mr. Winter in no uncertain terms, and we call upon the retailers to assist us in the work we have so vigorously carried on to protect and perpetuate the retail business of the United States.

JOHN A. GREEN,
National Secretary.

Failures Show Large Increase.

Both Grocery and General Store Disasters Much Greater in October 1907 Than in October 1906.

The figures covering grocery and general store failures for the month of October show a decided increase over the same month of 1906.

The comparison is as follows:—

General store failures—October, 1907, 116; liabilities, $925,721; October, 1906, 70; liabilities, $387,970.

Groceries—October, 1907, 219; liabilities, $1,041,686; October, 1906, 169; liabilities, $485,344.

The New York Letter

Trade Still Watching the Financial Status. Checks Figuring More Largely Than Ever Before. Retailers Profitably Jobbing Future Goods. Complaints Over Slow Government Inspection of Imported Food Products. Chain of Delicatessen Stores. More Trouble Over Manufacturers Who Sell Retailers.

Special correspondence of "Grocery World."

New York, Nov. 15, 1907.

Retailers, jobbers and packers continue to watch the financial developments more sharply than anything else this week, and even the meetings of associations seem of secondary importance. Credits, currency and checks are the general subjects of discussion. The sudden extension in the use of checks that are payable "through clearing house banks only" and the accumulation of checks from other cities that have not been met promptly because of delay in getting New York exchange have become factors of moment.

At the West Side banks, at which the large jobbing houses have their accounts, assurances are general as to the fact that conservative methods have prevailed and that there is a genuine spirit of co-operation among the people in the trade and their bankers, as a result of which the troublesome conditions are made less annoying than they might be otherwise. But even with the banks doing everything possible, the scarcity of currency here and elsewhere has been troublesome in a variety of ways.

One of the largest jobbers said that retailers seem to be paying bills more promptly than usual—at least many are doing so—but delays in the settlement of checks from other cities weigh against such promptness.

As was expected, retailers are being called upon more generally to accept payment for goods in checks given by employers of labor. Every grocer has customers who go to him in order to get checks cashed. The retailer turns the checks as expeditiously as he can over to the wholesale dealers or to the banks. One result of the situation is that merchants, retail and wholesale, are conducting business with the utmost care, and to a large extent the dealers are buying from hand to mouth, except as to lines for which contracts were made early in the season.

How long the conditions will continue is the question that is keeping large as well as small dealers guessing.

* * *

Some retailers who made desirable contracts in the early season for products on which the prices have since advanced are making profit now, according to talk in the wholesale grocery district by reselling to other retailers. To what extent jobbers and packers have sacrificed their holdings of various products in order to obtain cash, on the suggestion of banks or otherwise, can only be conjectured. It is claimed, however, that there is now little disposition to sacrifice, as the holders feel that they will get their own prices later, after the stringency of money is relieved.

* * *

The New York sections of the American Chemical Society and of the Society of Chemical Industry, who speak for the big drug and chemical houses of this city, met Monday and passed resolutions on the enforcement of the food and drug law. The chemists have been individually at various times severe critics of the work of those charged with the enforcement of the law, but the organizations, although working quietly to protect chemical interests, have generally shunned publicity.

The organizations now declare that the circulars sent out by the Department of Agriculture in promulgating rules for the enforcement of the law often show a lack of expert knowledge. The Secretaries of Agriculture, of Commerce and Labor and of the Treasury are requested to suspend the publication of these circulars, and before doing anything more of that sort to consult with a carefully selected committee of experienced chemical manufacturers and of scientists recognized as authorities in these fields. It is added that such conferences are the rule in European countries when laws affecting important industries are to be enforced and the members believe a similar practice should be followed here.

* * *

Importers of food products also got after the Department of Agriculture recently and complained that there is unnecessary delay in the inspection of food products, resulting in the food being held in the Government's possession for an unreasonable length of time. The olive oil importers were especially aggrieved.

This week the service has been improved by allowing the inspectors here to pass on questions that arise, according to the precedents established by prior decisions given out by the department. Only when a new issue presents itself will the inspectors here wait for Washington to give its decision. This is expediting the work, as much of the delay has been caused by the fact that the local inspectors waited to hear from Washington. Quite often the question was as to allowing an importer to paste slips on the labels so as to make the latter conform fully with the law.

* * *

The United Delicatessen Co., the incorporation of which was noted in a recent letter, is apparently about to open a chain of stores of the delicatessen character with the expectation that the enterprise will prove as successful as the chain grocery stores. As the fronts of the new stores have some resemblance to those of the United Cigar Stores Co., some people have supposed that the two concerns are identified. This is denied, however, by representatives of both.

* * *

The Caswell-Massey Co., druggists at Fifth avenue and 25th st., with five branch stores and a laboratory, is in financial difficulties. A petition in bankruptcy was filed Tuesday against it and Judge Holt, of the United States District Court, appointed Horace E. Deming receiver, fixing his bond at $100,000. The petition in bankruptcy was filed by three creditors, the largest being the National Cigar Stands Co., with a claim for $8,085 for cigars, of which $7,842 is secured by a demand, indorsed note of the company.

Attached to the petition is a statement of John J. McEntee, secretary. He says that the treasurer submitted a report of the financial condition of the company to the directors showing liabilities at $244,000 and

assets at a fair valuation of $216,000. The directors accordingly agreed that the company is insolvent and they consented that it should be adjudged bankrupt.

Receiver Deming is to continue the business at the six stores for twenty days and longer if the majority of the creditors are willing. The business was established in 1876 by the firm of Caswell, Massey & Co., and was incorporated on April 19, 1906, with a capital stock of $500,000. George C. Lyon, of Providence, was president and William H. Massey was vice-president.

* * *

Two refineries of the National Sugar Refining Co., at Yonkers and Long Island City, have been shut down in the last week, also the Jersey City refinery of the American Sugar Refining Co. It is said by representatives of both companies that the stocks on hand are ample and the shutting down of the plants will tend to prevent overproduction. The Arbuckle refineries will not shut down, as far as can be learned.

The financial situation may have been a factor leading to the shutting down of the three plants mentioned. The Government must be paid its taxes in cash and with the pressure on banks for currency it may have been deemed wise to curtail both taxes and operating expenses for a time.

* * *

Among the members of the Wholesale Grocers' Association a new grievance has arisen and is to be brought up at an early meeting of the organization, it is understood. The trouble is with the manufacturers who sell direct to retailers and who are said to give the preference to the latter in making deliveries when there is any scarcity or delay in shipping. The jobbers think that it is bad enough, from their point of view, that these manufacturers give to retailers the same prices as to jobbers, but claim that it is quite beyond reason to expect the wholesale dealers to take a back seat in rcspcct to deliveries. So threats are heard again that unless some of the manufacturers change their ways they will lose the tradc of thc organized jobbers.

* * *

The labor unions have appointed committees to co-operate with the grocery clerks in their movement to have all the stores closed at 7 o'clock evenings. Wives of all members of labor unions are urged not to buy groceries of any kind after the hour mentioned. It is expected that this work will give the movemcnt a greater impetus than it has yet received. Much aid is also expected from church organizations.

FRED. A. MCGILL.

Only Rice Crop Beyond Last Year.

Yield of Corn, Buckwheat and Potatoes All Below Last Year, Says the United States Department of Agriculture. Rice Shows Large Increase in Production.

The Crop Reporting Board of the Bureau of Statistics of the Department of Agriculture finds, from the reports of the correspondents and agents of the bureau, as follows:—

The preliminary returns in the production of corn in 1907 indicate a total yield of about 2,553,732,000 bushels, or an average of 26.0 bushels per acre, as compared with an average yield of 30.3 bushels per acre (2,927,416,000 bushels) as finally estimatcd in 1906, 28.8 bushels in 1905, and a ten-year average of 25.4 bushels.

The preliminary estimate of the average yield per acre of buckwheat is 17.9 bushels, against an average yield of 18.6 bushels as finally estimated in 1906, 19.2 bushels in 1905, and a ten-year average of 18.1 bushels. A total production of 13,911,000 bushels is thus indicated, as compared with 14,642,000 bushels finally estimated in 1906. The average for quality is 87.3 per cent., against 90.4 last year, 93.0 in 1905, and 91.5 in 1904.

The preliminary estimate of the average yield per acre of potatoes is 95.3 bushels, against an average yield of 102.2 bushels as finally estimated in 1906, 87.0 bushels in 1905, and a ten-year average of 85.5 bushels. A total production of 292,427,000 bushels is thus indicated, as compared with 308,038,000 bushels finally estimated in 1906. The average as to quality is 88.3 per cent., as compared with 90.0 one year ago, 85.4 in 1905, and 93.4 in 1904.

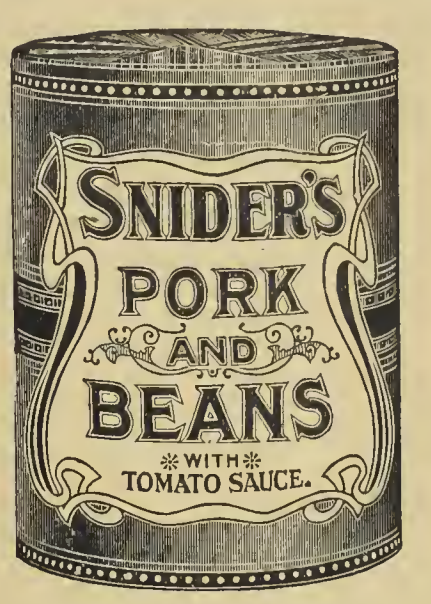
The preliminary cstimate of the averagc yicld per acre of rice (rough) is 33.1 bushcls, as compared with 31.1 bushels finally estimatcd in 1906, 28.1 bushels in 1905, and a four-year average of 31.0 bushels. A total production of 21,412,000 bushels is thus indicated, as compared with 17,855,000 bushels finally estimated in 1906.

DON'T WAIT

Write at once to the nearest office and secure the information about the

Special Offer to Retail Grocers on

Snider's Pork and Beans



The T. A. Snider Preserve Co.

Makers of Snider's Catsup CINCINNATI, OHIO

NEW YORK OFFICE 105 Hudson St. · BOSTON OFFICE 46 Clinton St. · CHICAGO OFFICE 12 & 14 State St.

On Page 15

Our Grocers' Fixture Department has the most beautiful line of tin Spice Cabinets you can see anywhere. Every one, regardless of price, has that distinctive beauty which gives tone to any store.

Turn to page 15 of our Catalogue No. 4 (Grocers' Tinware). See our "Persian Spice Cabinet"—ever see anything handsomer?

Note the seven compartments, each holding 15 pounds, with the patented revolving label. This bears the names of eight spices—simply turn the label to the one you need. One particular convenience about this cabinet is that you don't have to dig in the top to get out the goods. Each compartment has a rolling door at the base. Two scoops supplied with each cabinet.

Write for price. Have you sent for Catalogue No. 4 yet?

American Can Company

NEW YORK CHICAGO SAN FRANCISCO

MAPLEINE

MAPLEINE

The new vegetable extract with the genuine old-fashioned maple flavor. A product that sells rapidly wherever introduced. Makes **syrup better than maple** at a nominal cost and is most delicious for flavoring candies, cakes, ice cream, puddings, etc. Write us or ask your jobber.

Crescent Mfg. Co., Seattle, Wash.

E. E. HARDING & CO., Agts., Philadelphia

CHAS. W. JACOBS & ALLISON, Agents, NEW YORK CITY

GOING SOME!

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THE GROCERY MARKETS

Tea.

The tea market has began to feel in a very pronounced manner the financial stringency. Nobody in the market seems to have any surplus money, and the demand has consequently fallen off very decidedly. As yet no weakness has resulted, and none will result which can affect low grades, as they are scarce and in strong hands. The better grades, however, if the present dullness continues, as it seems likely to, will probably soften up a little very shortly.

Coffee.

The market for Rio and Santos options has remained comparatively steady during the week, despite the weakness in other lines which one would expect to show more strength than coffee. The factor which has held coffee up, however, has been the small outside interest in options, which have caused them to be affected less than almost any other gambling medium. The receipts of actual coffee in Brazil indicate a much smaller crop than last year, but this is simply what everybody expected and what the market must have if it is to hold up at all. Notwithstanding the comparatively small receipts, however, the purchasing power of the trade in this country is at present so limited that stocks of Rio and Santos are actually greater than at this time last year. This is beginning to attract some attention. Bogota coffees have declined somewhat from the recent high figures, owing in part to the financial conditions, which have prevented roasters from buying milds in large quantities from the holders. The general market for mild coffees is steady and with very little demand. Java and Mocha are also steady and unchanged.

Sugar.

The sugar market of the week shows some changes. The Federal Refinery, which was already 10 points below the others, dropped 5 points more on Monday, and on Wednesday the other refiners declined 10 points, making the list price of granulated now 4.65 cents and 4.70 cents respectively. The decline was not due to any slump in raws, as the European market is stronger rather than otherwise. The refiners probably concluded that they had kept the market up too long. Stocks of sugar in jobbers' hands are low, and the demand is very light. New Orleans raw sugar shows a rather marked decline, due to the lack of money to carry it.

Syrup and Molasses.

Glucose remains unchanged for the week. Compound syrup is also dull, prices being unchanged. Sugar syrup is in light demand at ruling prices. Some new molasses has reached Northern markets, ranging at 42 cents up. Sales as yet are small. Old crop molasses is unchanged in price and in very light demand.

Fish.

The fish market shows a decided falling off in demand, due partly to lack of ready funds on the part of buyers, and partly to the fact the trade are to some extent filled up. Norway, Irish and shore mackerel are all dull, but at absolutely maintained prices. Codfish is dull, but firm, upon reports of interference with fishing by heavy storms. Domestic sardines are steady, unchanged and quiet. French sardines are very scarce and high, and their scarcity has brought considerable demand to Norwegian sardines, which are also firm in consequence. Salmon is unchanged, but steady, and in fair demand.

Dried Fruits.

No change has occurred in prunes, and the demand is fair. Secondary markets are comparatively weaker than the coast, but the coast prune market may weaken somewhat, as all California banks are accepting drafts simply for collection. That ties money up, which condition usually produces an inevitable result. Peaches are exceedingly dull, and rule at unchanged prices. Seeded raisins have broken since the arrival of new goods. On spot the market, through scarcity, reached 14 cents in second hands. To-day the same goods sold in the same way command only 10¼ cents. Loose raisins are also very weak, but have declined no further during the week. Apricots are dull and unchanged, a few moving. Currants are in good active demand at ruling prices.

Canned Goods.

The tomato market is undeniably weak. Last week it was reported that sales were rumored at 82½ cents; this week it must be said that sales actually have been made at 80 cents, and this for full standards. It cannot be said that the market has dropped to 80 cents, for that price comes simply from certain

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

holders who are pressed for money. There are enough of these, however, to make the price worth quoting. Some holders, however, are holding for 85 and a few even for 90 cents. And it is by no means uncertain that the market will not only reach 90 cents, but pass it. Stocks are low in jobbers' hands, and if money loosens up again and buying starts, very probably the weakness will disappear. There is no active demand at present. Corn is in some little demand, but without change in any grade. Apples still rule at $3.25 for New York State gallons, having been kept there by the financial stringency. The demand is slow. Peaches are unchanged and dull. The Baltimore line shows no change, but all lines are very dull. No change can be reported in the general California line.

Butter.

The butter market has advanced 3 cents per pound during the past week, owing to the falling off in the make and the increased consumption caused by the decline. On the present basis the market is exceedingly healthy. It still lacks 3 cents of the highest prices reached. The outlook is for a firm market at unchanged prices for the next few days. The above applies both to Western and near-by butter.

Eggs.

The egg market is firm at an advance of 1 cent per dozen. New-laid eggs continue very scarce, and receipts are clearing up as fast as they come in. The market on storage eggs is unchanged at all points. Stocks in storage are gradually decreasing, and if any change occurs in the near future it will probably be a slight advance.

Cheese.

The cheese market has declined 1 cent, owing to the falling off in consumption, which the "Grocery World" said several weeks ago was the only factor which could weaken the price. The make of cheese continues very light, and stocks in storage are about 40 per cent. less than a year ago. There has been a better movement since the decline and large traders believe in better conditions. It seems likely that the market will be firm at steady prices during the coming week.

Beans and Peas.

Pea beans are off, the present market being $2.30 on spot. Better supplies are responsible. Marrows have also declined to $2.25. The demand for beans is fair. California limas are unchanged and in moderate demand. Split and whole dried peas are firm and wanted at maintained prices.

Provisions.

The consumptive demand for everything in smoked meats is very light. Prices ruling to-day are about ¼ to ½ cent below a week ago. There has been an increase in the make of pure lard, which has always declined ½ cent in consequence. Compound lard shows the same decline, owing to a decline in cotton oil. The consumptive demand is about normal, and no further change in either grade is looked for during the coming week. Barrel pork and dried beef are firm and unchanged. Canned meats are dull at ruling prices.

Poultry.

The outlook for turkeys is for a scarce and high market. The receipts for Thanksgiving have not yet begun in any quantity. Present prices for fancy turkeys range from 20 to 22 cents and it looks like at least high prices for Thanksgiving. Chickens, however, are weak. Prices now ruling are lower than for some years. The supply is large, and holders to make sales shade prices. The quality of the fowls now arriving is good and the average price is 14 cents.

Produce.

Pennsylvania potatoes, 60 to 68 cents per bushel; York State, 58 to 65 cents per bushel; Jersey, 30 to 40 cents per ⅝-basket, demand fair; sweet potatoes, house, primes, sweet, 75 cents per basket; house, culls, 40 cents per basket; primes, fresh dug, 50 to 60 cents per basket; culls, fresh dug, 25 to 30 cents per basket, demand fair to good; yellow turnips, 70 cents per bushel, 40 cents per basket; white, 30 cents per basket, demand fair to good; cabbage, $2.50 to $3 per 100, 15 to 20 cents per basket, demand poor; carrots, 30 to 40 cents per basket, demand fair; yellow onions, 58 to 68 cents per bushel, 35 to 40 cents per basket, demand fair; horseradish, 10 to 12 cents per bunch, $5 to $6 per barrel, demand fair; watercress, 2½ to 3 cents per bunch, demand fair; salad, $1.50 to $2 per bunch, demand fair; Pennsylvania celery, 8 to 12 cents per bunch; York State, 30 to 45 cents per bunch, demand fair; cauliflower, $1.75 to $2.25 per barrel, demand fair; parsnips, $1.75 to $2 per barrel, demand fair; pumpkins, 25 cents per basket, demand fair; spinach, $1.25 to $1.50 per barrel, demand fair; oyster plants, 3 to 3½ cents per bunch, demand fair; beets, $2 to $2.25 per barrel, demand fair.

Green Fruit.

Apples, 20-ounce, $4 to $4.50; Kings, $4.75 to $5; Baldwins, $2.50 to $3.50; Hulbersons, $2.50 to $3.50; Greenings, $3 to $4; Pippins, $3.50 to $4; bulk apples, 50 to 75 cents per bushel, demand fair; bananas, firsts, $1.25 to $2.50; 8-hands, $1 to $1.25; 7-hands, 65 to 90 cents; 6-hands, 40 to 60 cents, demand poor; lemons, $3.50 to $5.25 per box, demand fair to good; Florida grapefruit, $4 to $6 per box; Jamaica, $3 to $4, demand good; Jamaica oranges, $1.75 to $2.25 per box, $3.25 to $3.50 per barrel, demand poor; Florida oranges, $3.25 to $3.50 per box, demand good; pineapples, $3 to $5.50 per box, demand fair.

Nuts.

Peanuts, green, choice, 5¼ cents; fancy, 6 cents; jumbo, 7¾ cents; roasted, choice, $1.25 per bushel; fancy, $1.45 per bushel; jumbo, $1.65 per bushel, demand fair; almonds, 19 to 20 cents; Brazil, 11½ cents; filberts, 11 cents; walnuts, grenobles, 12 cents; marbots, 13 cents; mixed nuts, 11 cents, demand fair.

INDIVIDUAL MARKET REPORTS.

Spices.

The market is quite satisfactory, general conditions being considered. Spices, of course, are in demand at this season and inquiries and orders should hold up fairly well until the holiday season.

Pepper.—Can report a steady market, with no very important trading in spots or futures. Prices are lower than for years past and the present is an advantageous time to buy.

Cayennes are practically unchanged, but very firm. Stocks are small. There is a good demand for bright Japan Chillies at this time.

Cloves are somewhat lower and in good demand. However, old dry cloves are higher in price than new crop.

Pimento (Allspice) is stationary and in fair demand. We, however, look for a slowly rising market.

Mace is in good demand. Stocks are short and prices are steady and firm.

Nutmegs remain unusually low, although some sizes are scarce. In our opinion the bottom has been reached. Would advise buying freely.

Cassias are steady, but practically unchanged. Demand quite satisfactory.

Gingers are steady; demand quite fair, and it is quite likely that prices will go lower.

Seeds are quite active, with good demand. Coriander is stationary. Celery is tending upward. Poppy is very firm and prices looked for Caraway is slightly easier, although not offered at a lower price.

McCormick & Co.

Baltimore, Md.

Baltimore Canned Goods.

No. 1.

Usually the demand for canned goods in this market begins to slow down in November as the season for the holiday trade in fancy groceries draws nigh, and we anticipate less activity in them until after New Year. In the present condition of the money market it is almost useless to expect any improvement in the market prices of any article of merchandise, and the owners of the goods must be content to await a return of normal conditions in banking circles to market their holdings to advantage. It is a fortunate circumstance that there has been no speculative buying of canned goods this year, no building up of large blocks of any kind of goods packed

in this section, or elsewhere that we know of, and the market is free of menace from that direction, otherwise there would be cause for uneasiness as to the stability of prices. The large warehouses here and throughout this section of the country that cater to the canning business have almost bare floors, a condition unknown to them during the previous three years. It is a known fact that the stocks of almost every article in the list are the lightest held here in the last six or eight years, excepting tomatoes and possibly corn. Every one seems to feel pretty sure that the supply of canned corn in sight does not exceed the customary requirements of the jobbers between November and September next, and an advance, rather than a decline, in that article may be looked for after the turn of the year. Concerning tomatoes opinion is divided as to the immediate course of the market, but leans strongly toward an improvement in prices later in the winter. During this week the demand for them was less than it was last week, but there were ready buyers for any good bargains offered, especially if choice quality suitable for buyers' private label. Outside of those two articles the buying during the week was principally of small lots of assorted goods sufficient to make a minimum carload, and the volume of business done was about up to the average week in November. Apples weakened on freer offerings, but that was the only decline of interest in the line of fruits.

The first week of the fall canning season for cove oysters was quiet and devoid of much interest because of the small receipts and stiff prices for the raw stock. A warm, open winter is the only hope for lower prices on them.

Thos. J. Meehan & Co.
Baltimore, Md.

—

No. 2.

The present weakness in tomatoes is due to the tight money market. Those buyers who are short of tomatoes now have a chance to buy some cheap lots. While there is not a large business on tomatoes, yet there is enough inquiry to indicate that a good many tomatoes are still wanted and there is some little buying going on each day.

The sweet potato market here continues very strong. This is due to actual scarcity.

The packing of oysters is now going on here, though not very heavily.

Thos. G. Cranwell & Co.
Baltimore, Md.

—

Imported Fish Products.

Imported Sardines.—There is not enough in the market to fill supplies. There is still no catch, and all hopes of even a most moderate catch in France must be abandoned. In Portugal they have caught a few fish, but prices are very much higher; and even at the advanced prices every case is taken up eagerly by buyers as soon as it is offered. Where a few hundred cases are packed a few thousand can easily be sold.

It is exactly the same with Norwegian smoked sardines. While there are cheap offerings of some principal brands of Norway smoked sardines in the market, buyers will find upon careful scrutiny that all concessions are made on account of the former case, because every good brand can be sold regularly to-day at full asking prices. We have no trouble in selling our brands of smoked sardines as soon as we have a cable from abroad stating that the goods are shipped.

Sprats.—Our packers abroad are quoting prices for next season's delivery, subject to catch, but all prices are 60 cents per case higher than last season. This advance is accounted for by the high prices of oil, tin, labor and all raw materials.

Mackerel are scarce.

Irish Mackerel.—Very short supply and in good demand.

Norway Mackerel.—While the first large demand has been satisfied, there is a good hand-to-mouth demand, especially for the best brands, and prices for those have not been reduced in the very least. The entire stock of Norway mackerel is held in a few strong hands, who, not being in need of ready cash, can well afford to hold their stocks until buyers will be eager to take what is offered to them, as Norway mackerel are sure to be in short supply this season, catch having been considerably smaller than last season.

Strohmeyer & Arpe Co.
New York, N. Y.

MARKET NOTES.

Near-by grapes have fluctuated somewhat and are still comparatively high—15 cents per basket for Concords and 20 cents for Niagaras. The demand is good.

—

Florida eggplants are coming along in good volume, and the price is still low—$1 to $2. The demand is slow.

—

Florida squash range about unchanged—$1 to $2 per crate. The demand is light.

—

Florida cucumbers range from $1.50 to $3 per crate and are selling in a limited way.

—

Florida tomatoes are now in full swing, but most of the receipts are poor. The price has a wide range—$1.50 to $3 per crate. The demand is good. California tomatoes of very fine appearance are coming forward and averaging $2.25 per crate of four baskets. Hothouse tomatoes range from 20 to 25 cents per pound and are in good demand.

—

Florida oranges are firm and rather high—$3 to $4 per crate. The quality shows steady improvement and the demand is good.

—

Florida grapefruit ranges from $3 to $5 and are in good demand.

—

Florida beans are plentiful and comparatively low—$1.50 to $2.50 per crate. The demand is good.

—

There are a few baskets of Florida peas on the market, but the quality is poor. The price has averaged $2. Good peas would bring $4.

—

Florida salad ranges from $1.50 to $2, and the quality is good. A goodly quantity is moving.

—

Hothouse radishes range from $2 to $2.50 and are in fair supply.

—

Water cress ranges from $2 to $2.50 per 100 bunches. Shipments are from Delaware and Virginia.

JOTS FROM A JOBBER'S NOTE BOOK

. There is plenty of evidence that in foreign business men, mighty from a financial standpoint as many of them are, one does not find the same keenness that characterizes the merchants of this country. Take as an illustration the recent advance in all brands of imported Swiss milk chocolate. As I remember it, it was a straight 25 per cent. advance. The largest seller was the 15-cent cake, of which there was an enormous quantity sold. The foreign firms who made the brands included in the advance decided that there should be a straight advance, which was done. The 15-cent cake became 20 cents, and all other sizes and grades advanced proportionately. The result, as the "Grocery World" reported last week, has been a very heavy falling off in the sale. Now, an American business man would not have gone about making the advance in that way at all. Instead of making a straight advance, which retained the present size packages and simply made them cost more, he would have kept prices where they were, but reduced the size of the packages, so that the consumer who had been accustomed to buy a 15-cent cake would still be able to get it. Had they done this in the beginning their loss of trade would probably not have been one-tenth as great, for human nature is such that it is much easier to get a person to continue paying the same price he has always paid, 15 cents, even for a smaller quantity, than to induce him to pay 20 cents for the same quantity which has heretofore cost 15 cents. Some American has probably given the foreigner a tip, for they are hurrying now to introduce a 15-cent package, somewhat smaller than the old one.

* * *

A wholesale grocery salesman who passed through a small borough close to Philadelphia last week was struck by its apparent deadness. Asking a veteran real estate dealer in the neighborhood why this particular place seemed so much deader than other towns of the same size in the same district he was told that it was because the place supported three saloons, where there was really only room for one. In other words, the saloons simply sucked the town's blood. In all such places there is no plentitude of money anyway, and when it goes to the saloon it cannot go into legitimate business channels. I happen to have some knowledge of the town referred to here: its financial condition is reflected in the credit of its merchants. I, of course, have no special knowledge of the dealers in other lines than groceries, but no sane jobber would sell a single retail grocer there for anything but cash. I assure you that this is literally true.

The Jobber.

AMONG THE TRADE.

The decree by the New York banks refusing to accept Philadelphia checks for deposit has had no particular effect on the grocery trade as yet. Local jobbers, however, report a greater disposition on the part of certain New York sellers to demand New York drafts in payment of bills instead of simple checks, which ordinarily are accepted without question. This is probably because of the New York banks' rule to accept Philadelphia checks only for collection, which prevents the holder of the check from drawing against it until the collection is actually made.

Take notes from your long time customers. They are easier collected and pay interest. All Forbes' indexed coupon books have a note in front. See advertisement.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism f advertising matter sent in, to the devising f new advertising ideas for special occasions, pon request, and to the suggesting of original dvertisements when data is supplied. All ommunications sent in for this Department hould be addressed to the Editor of Science f Advertising. They will be filed in their rder and taken up according to strict rotation.

Sharpsburg, Ky., Nov. 1, 1907.
Editor "Science of Advertising."

Dear Sir:—I have a grocery store and also carry a general line of other goods, as stated in the inclosed advertisement. Am in a small town of about 500 people, and am ten miles from three county seats, but this circular sure got the business. I mailed them within eight miles of our town, and it would surprise you to know of the many strangers who have come to me by reading this advertisement. I agree with you in circular advertising, especially in small towns. Tell the gentleman who writes in issue of October 28th, to go after them. He can get 1,000 circulars printed for a very small cost, and every one he sends out will be read.

Yours truly,
O. H. KNIGHT.

The circular inclosed, which as this correspondent says, "sure got the business," is printed on green paper, 8 x 13 inches. Here is the reduced reproduction:—

YOUR DIMES and NICKELS
GO FARTHER AND DO MORE
AT MY
FIVE AND TEN CENT COUNTERS
Than Anywhere in Bath County.

Special Splendid Bargains Every Saturday.

Wise buyers in all the country round can tell you of the savings they have made, the generous bargains they have found at my 5 and 10c Counters ---the host of attractive and useful articles used in ever home that can be bought at such little prices.

While every day is Bargain Day, each Saturday will have some unusually good things that will be well worth coming a good ways to get---and there is always something new.

Enameled Ware	Tinware	Glassware	China
—	8-qt. Dish Pans	Ice Tea Glasses	Tea Cups and Saucers
3-qt. Milk Pans	6-qt. Milk Pans	Table Glasses	Plates
4-qt. Milk Pans	Pot Tops	6, 7, 8-in. Glass Bowls	Oat Meal Bowls
3-qt. Bake Pans	Mouse Traps	21-inch Vases	Soup Bowls
4-qt. Bake Pans	Machine Oil Cans	Cream Pitchers	Meat Dishes
3-qt. Mixing Bowls	Dippers	Butter Dishes	Cream Pitchers
1-qt. Dippers	Skimmers	Fruit Stands	Sugar Bowls
5-qt. Pudding Pans	Ladles	Jelly Glasses, etc, etc.	Bric-a-brac, etc., etc.

Be sure to visit these counters and tell all your friends to and remember that I carry a large stock of Staple and Fancy Groceries, Queensware, Glassware, Hardware, Stoves and Saddles at extremely low prices.

O. H. KNIGHT
Sharpsburg, : Kentucky

Advocate Pub. Co., Mt. Sterling, Ky.

This circular doesn't say so, but I conclude that the articles named in the four lists are 5 and 10-cent articles, since the heading exploits that department of Mr. Knight's business. I feel somewhat delicate about criticising a successful advertisement, but I still think it would have been better to say exactly what the prices of these goods were. It is plain that it would have kept nobody away from the store, and if it had had any effect at all it would naturally be in the way of getting more people in.

* * *

In spite of the fact that this circular paid, I should improve the quality of the paper, if I were Mr. Knight, simply for my own satisfaction if not for anything else. It is pretty poor paper, and a few cents a thousand would improve it and the consequent appearance of the circular very much indeed.

* * *

I believe a 5 and 10-cent counter is a good thing both for a general storekeeper and an exclusive grocer.

Our Tremendous Business in Tropical Food Products.

Figures of Last Year Shows Heavy Increase in Imports of Practically Everything in Above Line. Cocoa Values Now Exceed Value of Tea Imports. Large Increase in Coffee Imports Over Last Year. This Country Dependent on Tropics for Many Articles of Food and Drink.

Special correspondence of "Grocery World."

Washington, D. C.,
Nov. 15, 1907.

Some figures obtained from the Department of Commerce and Labor during the week reveal the enormous business done in the United States in tropical food products and the extent to which this country is dependent on tropical countries for many of its most choicely prized articles of food and drink. During the calendar year 1907 the United States will bring in over $600,000,000 worth of tropical and sub-tropical products. This is against $218,000,000 in 1885.

Practically all of the articles of tropical production imported show an increase in 1907 over the figures of the preceding years, most of them in both quantity and value, though in some cases the increased value is due to an advance in price rather than an increase in quantity.

Foodstuffs form approximately one-half of the large total of material drawn from the tropics for use of the people of the United States. The United States is a larger user of cane sugar than any other country of the world, and this article is, of course, entirely of a tropical or sub-tropical production. Its people also consume a larger quantity of coffee than those of any other country, and this article is exclusively of tropical origin. Of cocoa, the importations are rapidly

AGENTS WANTED
To Solicit Subscriptions to
"The Grocery World"
Write for Information.
LARGE COMMISSIONS
to those who desire to devote their entire time, or carry as side line.

Increase Your Cash Sales
We will send you our new Catalog of Beautiful Premiums free, with full particulars, telling you how you can increase your cash sales and obtain new trade.
B. L. Williams & Co.
Successors to WILLIAMS, RIDGWAY & CO.
132 Market Street PHILADELPHIA

Half the women who trade with you have Colds, Coughs, and their children get Croup. The grocer who gets his customers to try
GOFF'S COUGH SYRUP
will sell hundreds of bottles and make money. We will tell you how, if you will write for our proposition.
S.B. GOFF & SONS CO., Camden, N.J.
ESTABLISHED 1872

Tourist Almoco Golden Drip
These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.
Levering Coffee Co.
Baltimore, Md.
Established 1842

PENNYWASH
A FAMILY WASHING IN 30 MINUTES FOR 1 PENNY
NO BOILING NO RUBBING
THROW AWAY WASHBOARD, BOILER & MACHINE
Absolutely harmless. Can be used in hard and soft water; saves money, bad temper, lame backs; cleans and purifies everything washable; saves coal and gas
AT ALL GROCERS
Pennywash Co. 1920 Park Ave., New York

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

Patented March 20, 1906. Other patents pending

There is Only ONE GOOD WAY!

"THE BENNETT" WAY

(One Account at a Time)

Use "The Bennett" Account Always Posted System.
The "one account at a time" system.
A one writing system.
No springs to get out of order and cause you trouble.
Keeps dust, dirt and flies from your accounts.
Index always in front of you, you can't cover it up.
A half dozen clerks can work at one time, just as well as one.
It shows you how much credit you have outstanding at any time.

A postal will bring catalogue.

The Bennett Register Co.

No. 2 Park Avenue LISBON, OHIO

growing and now exceed in value the importations of tea.

A large increase in the importation and use of cocoa has developed only in recent years. The quantity of cocoa imported a decade ago, in the fiscal year 1897, was but 31,000,000 pounds, while in the fiscal year 1907 it was 92,000,000 pounds, the value having grown from about $3,000,000 in 1897 to over $13,000,000 in 1907. In 1897 the value of cocoa imported was but about one-fourth that of tea; in 1907 it fell but a few thousand dollars below that of tea, and in the nine months ending with September, 1907, exceeds the value of tea imports by more than $1,000,000. The total value of cocoa in the crude state imported in the nine months ending with September was $11,750,000, against $6,750,000 in the same months of 1906.

The coffee imports in the nine months ending with September, 1907, amount to practically $56,000,000 in value, against a little more than $46,000,000 in the same months of 1906; and the quantity imported in the nine months of the present year aggregate 732,000,000 pounds, against 532,000,000 pounds in the same months of the preceding year. Of tea, the importations in the nine months ending with September, 1907, amounted in value to $10,500,000, against $9,500,000 in the corresponding months of 1906, the quantity imported in the nine months of 1907 being 63,000,000 pounds, against 60,000,000 pounds in the same months of the preceding year.

Cane sugar brought into the United States amounted to $112,000,000 in the nine months ending with September, 1907, against $98,500,000 in the same months of last year; the quantity brought in being 4,733,000,000 pounds, against 4,133,000,000 pounds in the corresponding period of last year. These figures include the sugar from Porto Rico, Hawaii and the Philippine Islands; that from Porto Rico and Hawaii being no longer included in the official returns of imports from foreign countries by reason of the fact that both those islands are now customs districts of the United States, but their product may be properly considered in a discussion of the tropical products brought to the mainland of the United States. The sugar brought from the Hawaiian Islands in the nine months ending with September, 1907, amounted to 752,000,000 pounds, valued at $25,750,000; and that from Porto Rico, 399,000,000 pounds, valued at $14,500,000 while from the Philippine Islands whose products are still included in the figures of imports from foreign countries, the quantity of sugar brought in was 4,500,000 pounds valued at $68,000.

Fruits and nuts also show a large increase in importations in 1907 compared with earlier years, and especially with the immediately preceding year, the total value of the imports in the nine months ending with September of the present year being over $26,000,000, against a little less than $21,000,000 in the same months of 1906, and a little more than $17,000,000 in the same months of 1905. The most important article in this class, in point of value, at least, is bananas, of which the value of the imports in the nine months ending with September, 1907, is slightly below $10,000,000, against a little more than $8,000,000 in the corresponding months of 1905, lemons being the next largest single item, $4,500,000; almonds, $1,500,000; walnuts, $1,500,000, and currants $1,000,000 in value in the nine months ending with September of the present year.

HOLT.

Condemned Carton Fruits as Canned Goods.

Food Commissioner A. C. Bird, of Michigan, last week created a stir in the dried fruit trade by condemning practically the whole season's shipment of package currants, raisins and dates, under the Michigan pure food law, or more exactly, under its labeling provisions. Because these goods, packed in cardboard cartons did not bear the name of the packer he has held them to be misbranded, under an interpretation which classes them as "canned goods." The trade claims that cartons are merely temporary packages, which can be opened easily and are sold not as a proprietary article, but like any other staples of the grocery trade, merely in packages for convenience. They agree in future to have cartons printed with all the details the Commissioner desires, unless the trade prefer their own name on the package. In view of the circumstances the Commissioner has agreed to handle the question with leniency and has already passed the goods for this season.

Ivins
I-VINS

HOLIDAY FRUIT CAKE

HOLIDAY FRUIT CAKE

This is the regular so-called English Dark Fruit cake.

It was baked several weeks ago and has been laid aside to acquire that rich blending of the flavors of the various ingredients that cannot be obtained in any other way.

Among the good things in Ivins' Holiday Fruit Cake that "cost money" are Citron at 18 cents per lb., Lemon Peel at 10 cents, Seedless Raisins at 12 cents, Walnut Kernels at 25 cents, Cinnamon at 40 cents, Cloves at 20 cents, and Mace at 45 cents.

We just mention the above to show that we are using the best materials and putting out the finest quality of cake. Thousands of people will pay 40, 50 and 60 cents for fruit cake at confectioners this fall and get nothing better than what we will sell you for 15 or 16 cents.

HOLIDAY FRUIT CAKE

6 lb. loaf - - - - - - - - -	15c. per lb.
3 lb. loaf - - - - - - - - -	16c. per lb.

Freight paid if ordered with other goods

Send us your order now. What you don't sell for Thanksgiving will be even better at Christmas and New Year's if kept in a box where it will not dry out.

Biscuit Bakery

625-627 North Broad Street

J. S. IVINS' SON

Philadelphia

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as uear as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Liebig's Extract of Meat.

An essence of River Plate meat, originally prepared by the late Baron Liebig, of Munich.

The process is as follows: The meat of the animal after being killed is allowed to cool for twenty-four hours. It is then placed in round iron rollers (armed inside with points), which, being revolved by steam, reduce the meat to a pulp. This pulp is thrown into a large vat with water and allowed to steam for an hour, and is then passed into a reservoir (shaped like a trough, with a sieve at the bottom), whence the liquid of the meat oozes into another vat, whence the fat is drawn off. The pure gravy is then put into open vats, supplied with steam pipes and with bellows on the surface, which produce a blast and carry off the steam, thus helping the evaporation and preventing condensation.

Here it remains from six to eight hours, when it is passed into a filtering vat and drawn off in the form of extract of meat; when cool it partially hardens and is ready for packing in tins for exportation. It is afterwards divided into small pots and tins as required for retail purposes.

Limburger Cheese.

A kind of cheese made at Herve, near Limburg, in Belgium. It is usually eaten in a state of putrefaction.

Lime Fruit or Limes.

The fruit of the citrus lime tree, a species of lemon or orange, of which, like apple trees, there are several kinds. Their flavor is generally better liked than that of lemons, they are more juicy and their acidity more acrid.

The lime produced in the West Indies, Florida, and in Southern Europe is of globular shape, much smaller than a lemon, has a thinner rind, and its color when the fruit arrives at a perfect state of maturity is a fine bright yellow.

The Limetta lime of India is a sweet variety. Ogeechee limes are of Floridan growth, rather larger than the others. Bergamotte limes are another kind cultivated in the Mediterranean region, and are often, but erroneously, called "shaddocks."

Limes are classed by several botanists as hybrids, between lemons and oranges, and the fruit is used for similar purposes as the lemon.

A barrel of fruit yields six to eight gallons of juice, and a gallon of this will produce 12 to 15 ounces of citric acid.

Jamestown Gold Medals.

In the awarding of medals for the exhibits at the Jamestown Exposition, it is noted that McCormick & Co., Baltimore, have received gold medals on their Bee and Banquet brand teas and spices and Bee and Clover brand flavoring extracts and root beer.

These gold medals are the highest that have been awarded at any exposition in the United States. The Commission of Judges was appointed by President Roosevelt and are the highest authorities in the country, being composed of the following:—

Dr. H. W. Wiley, Chief Chemist United States Agricultural Department, Washington, D. C.

Dr. John H. Long, Northwestern University Medical School, Chicago, Ill.

Prof. F. W. Clarke, Chief Chemist, United States Geological Survey, Washington, D. C.

That the Commission made a very wise selection is undoubted, as these brands of extracts, spices and teas are noted for their absolute purity, strength and flavor.

The diplomas were given to each brand of teas, extracts and spices, and not on the exhibit as a whole. Each article was taken separately and its merits passed upon and given the gold medal.

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

I Laugh at 'Em.

I don't know when I've read anything with as much interest as I did those two articles from the "Woman's Home Companion" and the "Ladies' Home Journal."

The "Grocery World" seemed to get a little riled about 'em. I never would. They amuse me.

The "Ladies' Home Journal" says it issues a million copies and that five people read each copy. That means that 5,000,000 people read that article on co-operative buying for consumers.

I don't know what the circulation of the "Woman's Home Companion" is. Let's say 500,000, which at five readers to a copy means 2,500,000 people who read the article about the dirty stores.

Seven million and a half people read 'em both, and yet I'd bet my wife's entire fortune that not a line in either one will have the slightest effect upon the business of any grocer.

Before I get through you're going to agree with me.

Take the "Woman's Home Companion" article on dirty stores. I read every line of it; the substance was "watch your grocer, madam, he's keeping a dirty store—dirty in places where you don't see it."

Now.

My wife read this article too. I talked it over with her.

"What do you think of it?" I asked her when she read it.

"Oh, I suppose there are a lot of dirty grocery stores," she said, "but I wouldn't deal at one."

"If you knew it," I interposed.

"Oh, I'd know it," she replied. "A grocer who is naturally dirty will keep a store that's dirty all through. If he's naturally dirty he won't see the dirt, and it will crop out so you can tell he's a dirty grocer."

I thought that was real intelligent reasoning—for my wife, and I complimented her on her lucid moment.

But without joking she's plumb right. And that leads directly up to the reason why articles like the "Woman's Home Companion" can never have any effect.

Take a grocer that's born dirty. He don't hate dirt like the rest of us, and you can't make him. From the day he began to look after himself until the day he dies he is probably never spotlessly clean, neither he nor anything belonging to him. His store least of all.

Such a fellow opens a grocery store. Women buy goods there. The store is dirty. One by one the women get sick of the dirt and drift away to cleaner stores. All women are not so clean and those that are not stay on, seeing nothing wrong.

In time all the clean women will have gone, and the only women dealing at that dirty store will be women who don't care whether it's dirty or not.

Now bring on your "Woman's Home Companion" article.

It has no effect on the clean women, for—if they can—they are already dealing at stores whose cleanliness they are satisfied with.

It has no effect on the dirty women, because they don't know dirt when they see it, and cleanly instincts don't come as premiums with the "Woman's Home Companion."

Don't you see?

No clean woman ever deals with a dirty grocery store if she can help it.

And all but a very few can.

Some can't, worse luck. Not long ago I dropped in at the house of a cousin of mine who lives in a dinky little suburb out on the main line.

I found her in the kitchen washing apples and whimpering to beat the band.

"Good Lord, Mame!" I said, "what's the matter with you? What are you washing those apples for?"

"Oh, I wash everything I can that comes from that store!" she complained. "There never was such a dirty hole! It's the filthiest place I ever saw!"

"Why do you deal there?" I asked her.

"Because there's no other store in the place, that's why!" she said. "The idea of living in a place with only one grocery store!"

So that the "Woman's Home Companion" article don't have any effect even on clean women who for reasons beyond their control do deal with dirty grocery stores.

Why? Because they know the store's dirty already and would escape if they could.

Now, ain't I came pretty close to proving my case? If there was

YOU SEE IT COMING

FILLING A GLASS LAMP FONT is a very simple operation because the surface of the contents **is seen** rising toward the top. **Carelessness** is the **only excuse** for pouring in **too much** and going **beyond** the capacity.

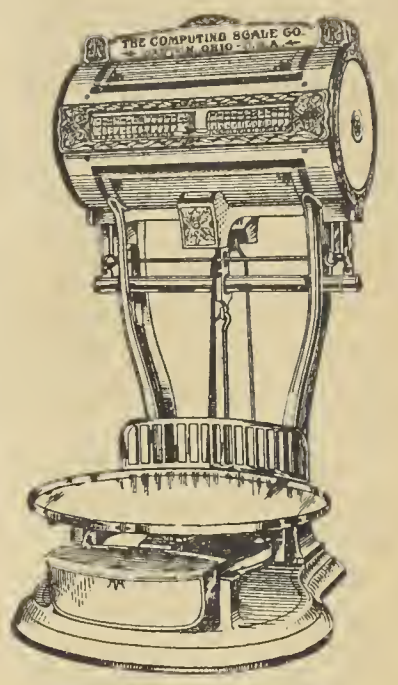
A METAL FONT is not so easily filled because you can **only guess** how much is in it. **Experience** may enable you to guess **fairly close** but **absolute accuracy** is **Impossible**.

OLD STYLE SCALES present the same difficulties. No weight is shown until you have **too much** and the scale goes down. You must either **take a little out** or suffer a loss.

MONEYWEIGHT AUTOMATIC SCALES show at all times the weight on the scale and you pour on the goods until the **correct weight** or **money value** is indicated. This means a prevention of loss and a saving of money.

OLD STYLE scales **prevent** you from **seeing** their defects with the accompanying loss of merchandise and profit.

We ask the opportunity of showing you what it amounts to. The coupon will send our representative to you.



The new low platform No. 140 DAYTON Scale

Date.....

Moneyweight Scale Co., 35 State St., Chicago.

Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.

This does not place me under obligation to purchase.

NAME.....

STREET and NO.....

TOWN.....

STATE.....

Moneyweight Scale Company

The Computing Scale Company. MANUFACTURERS DAYTON, OHIO.

35 STATE STREET
CHICAGO

The high-class, wealthy trade comes to the store that uses the AMERICAN SLICING MACHINE, because of the appetizing, uniform slices just the right thickness.

The poorer trade, which has to count the pennies, but whose money is just as good, comes to the store that uses the AMERICAN SLICING MACHINE, because of the greater number of slices they receive for the same money.

The progressive merchant, therefore, instals the machine and catches the trade both ways.

You're progressive, aren't you?

AMERICAN SLICING MACHINE CO.

54 Fifth Avenue, Chicago.

such a thing as a clean woman innocently and unknowingly dealing with a dirty grocery store, then the "Woman's Home Companion" might wake her up and make her look about a little closer.

But there ain't such a thing.

Next, the "Ladies' Home Journal" article telling consumers they could live cheaper if they would buy wholesale quantities from the jobber.

My wife read that one, too.

"Why don't you do that?" I asked her, when she laid the paper down.

"Because it takes a lot of money," she retorted, "and you won't give it to me."

My brother, who was in the room at the time, said something behind his hand that sounded like "stung!"

If what my wife said is true—mind you, I say "if"—there's a lovely reason why I don't introduce co-operative buying into my happy home. Also I am persuaded that there are some thousands of other happy homes with the same reason.

But suppose some of 'em try it. In some little town a lot of ambitious females who read the "Ladies' Home Journal" and are up to the minute in the latest style of wet-nursing, drink in the co-operative buying article and decide they'll do it.

Mrs. Hustle is elected manager of the Co-operative Buying League and starts out to get up an order.

Say she gets it—maybe it's quite a good-sized one. She finds out the nearest wholesale grocer and hopefully gets on the train one day with the order in her pocket.

While the other dear sisters stay home figuring what they've saved and laying out plans to spend it.

Mrs. Hustle finds the jobber and lays the order before him, sweetly explaining that she and some of her friends had decided henceforth to buy their groceries in wholesale quantities, and would he please give her the very lowest wholesale prices.

Can you see anything doing? I can't. That jobber sells all the retailers in Mrs. Hustle's town. Or wants to. He can see his finish if he fills Mrs. Smith's order, and he don't fill it.

Time was when he might have filled it, but too many retailers have lately organized co-operative buying departments of their own to make it safe nowadays. He's afraid to fill it, and Mrs. Hustle goes back to her village with her tail, etc.

Of course there are other jobbers, but she can't get very far away, and ninety-nine chances out of a hundred she won't find a jobber to fill her order. Piff goes another good scheme.

I say again, I wouldn't get mad at such articles; I'd laugh at 'em.

THE STROLLER.

New York Chemists Attack Federal Food Rulings.¶

Charging that the Federal Department of Agriculture has shown a lack of expert knowledge of facts in making regulations for carrying out the provisions of the national Food and Drugs Act, the New York Sections of the Society of Chemical Industry and the American Chemical Society have passed joint resolutions asking that the publication of these circulars be suspended until steps can be taken for better protecting the interests of the manufacturers. For this purpose the Secretary of Agriculture, Secretary of the Treasury and Secretary of Commerce and Labor are requested to confer with a selected committee of experienced chemists and manufacturers recognized as authorities in this field.

The resolutions passed by both societies are similar and read as follows:—

Whereas, The Food and Drugs Act of June 30, 1906, is generally approved of by the chemical world, and in the opinion of the New York Section of the Society of Chemical Industry is one of the most important measures which have been taken for the protection of the public; and

Whereas, On the other hand, we cannot but feel that the rules and regulations published from time to time by the Department of Agriculture for carrying out the provisions of this act show frequently a lack of expert knowledge of the facts in the particular case and an apparent failure to consider at all the interest of the manufacturer; therefore be it

Resolved, That the Secretary of Agriculture, the Secretary of the Treasury and the Secretary of Commerce and Labor, who are given the authority to administer this law, be requested to suspend the publication of these circulars at present and before taking further steps in this direction to consult with a carefully selected committee of experienced chemical manufacturers and scientists, recognized as authorities in these fields, since a broad knowledge of the several branches of chemistry and commercial usage and conditions seems to us to be necessary for those who are to establish these regulations. As such conferences are the rule in the European countries where laws affecting important industries are to be enforced, we believe this plan should also be followed here.

Do You

handle a Cough Remedy that is guaranteed to sell and cure—one that satisfies your customers, gives you large profits, and sells without any effort on your part?

If not, let us give you our proposition—a plan that is both novel and effective. It means money to you and brings new customers and holds the old ones. We do not ask you to pay one cent until you have sold the goods. Write to-day and learn about

German Fir

Dilliard Remedy Company
EAST BANGOR, PA.

When Next You Buy Canned Goods Futures

You may be filled up with canned goods for the present, and unwilling to listen to anything about them.

But remember, when next you come to buy futures that *Blue Bell* and *Clover Farm* goods are sold on a 100 per cent. delivery contract. We sell them that way to the jobber, he sells them that way to you.

In no other way can you get any real benefit from buying future canned goods. Next year try the 100 per cent. contract and get all you bought.

STRASBAUGH, SILVER & COMPANY
ABERDEEN, MD.

LOOK FOR THE
GLOBE

On Hams, Bacon, Lard and Sausage; if you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

JACOB C SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.

ARTHUR DOWNEY, President W. P. BEARDSLEY, Vice-President J. W. HUTCHINSON, Sec'y and Treas. A. P. MURDOCH, General Manager

Oswego Maize Products Company
General Offices, Oswego, N. Y.

IN THE MANUFACTURE OF OUR STARCH WE USE CLEAR LAKE ONTARIO WATER SUPPLIED BY OUR OWN PUMPING AND FILTRATION PLANT

Oswego, N. Y., Nov. 14, 1907.

Mr. Retail Grocer,

Dear Sir: We have received word from some of our customers that the National Starch Company have again resorted to methods of intimidation in the endeavor to check the growing demand for our starch, and we accordingly write to advise you that you need have no uneasiness on account of any such threats. We will protect you against any suits that may be brought or directed against our goods or packages or anything that appears on them.

Yours very truly,
OSWEGO MAIZE PRODUCTS COMPANY.

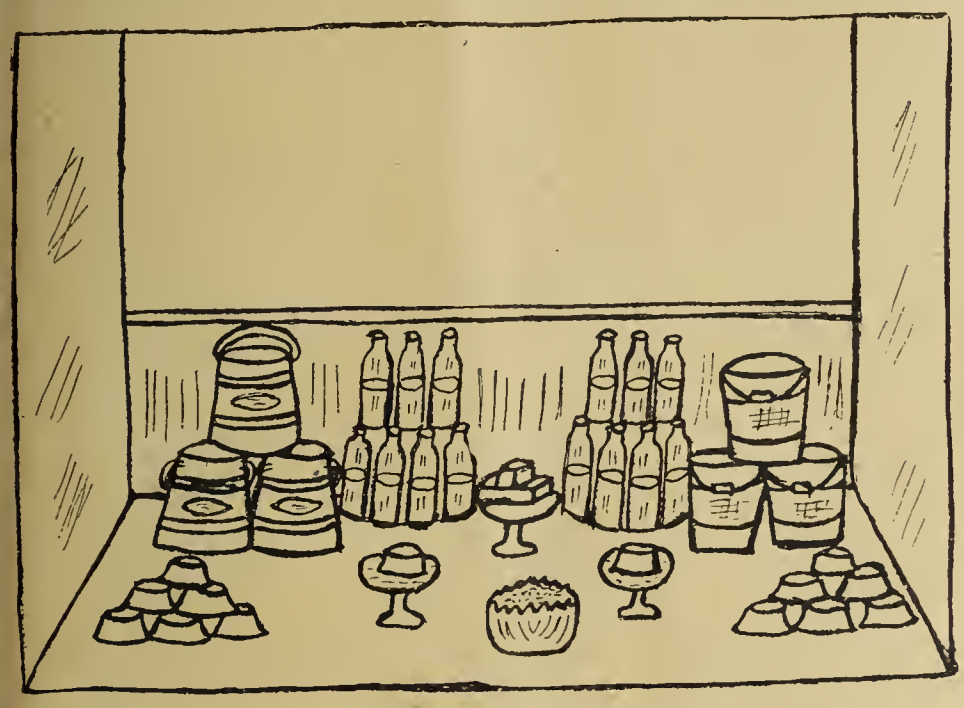
IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Thanksgiving Display.

To the left corner are three 18-pound pails of Atmore's mince-meat. To the right corner are three 18-pound pails of Brick's mince-meat. To the centre are olives. On cake stand have pound or marble cake, cut in half, showing the centre of cake. To the front of window are 1-pound cans of Libby's plum pudding and Libby's turkey in cans. Open one can of each and put on cake stand, as shown in illustration.



In the glass dish are cranberries. If you handle mince-meat in cans and glass jars you can also display those. Then have sign to read: Your Thanksgiving dinner won't be complete without mince pie and plum pudding.

Also if you have any of Atmore's or Libby's display cards of these goods hang same in the window, as they help to sell the goods.

We always save all display cards and use them repeatedly. Of course having the display cards to correspond with the goods used in window display.

M.

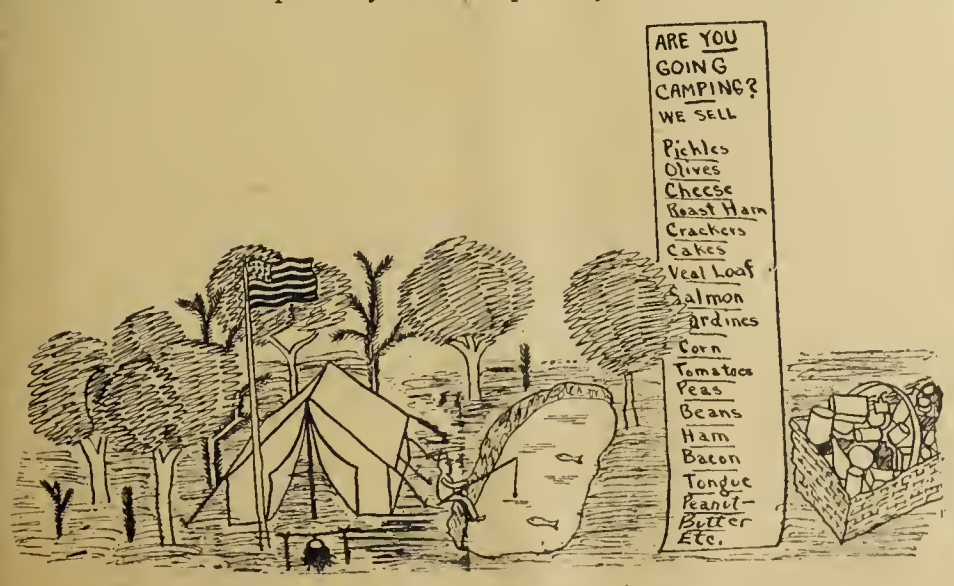
Williamstown, Pa., Nov. 14, 1907.

—

A Camping Window.

Here is an idea of a window that I am now using. It seems to be attracting attention.

The first thing I made was the tent, which was not much trouble. You can make it of muslin or canvas. The two sides and roof are one piece, 15 x 36 inches. First make a board platform about 15 x 25 inches on which to erect your tent. The poles are about 15 inches high and are nailed to the platform; the ridge pole is the length of the tent (15 inches). Use twine for ropes and fasten about 6 inches from the ends of your stuff. Stretch your twine and fasten to tacks in your platform. The front and back flaps of your tent can be sewed or



A FEW VARIETIES OF

BURK'S SAUSAGE PRODUCTS

All of which are prepared in the **finest, cleanest and most sanitary kitchens** in the country.

They contain no cereals, and all meats used in the preparation of them are from stock slaughtered on the premises under Goverment supervision, our Abattoirs being officially known as

ESTABLISHMENT NO. 257

Fresh Sausage

Superbly seasoned. These can be had linked or in straight casing, chopped either fine or coarse.

Smoked Sausage

Frankfurters — Beef Bologna
Reed Birds (small Frankfurters)
Smoked Fresh Sausage (old style Half-smoked)
Ham Bologna — Mettwurst
Knockwurst (flavored with Garlic)

Puddings

Liver Pudding — Blood Pudding
Head Cheese — Blood Head Cheese
Pfefferwurst — Tongue Blood Pudding
Sardellen (special grade of Liver Pudding)

Scrapple

Superior to farmers' product, rich and well seasoned.

TWO NEW PRODUCTS

Our own creations. Sold by the leading grocers in Philadelphia.

Meat Loaf

Baked in loaves of about eight pounds. Delicious. Can be served cold, sliced thin, or warmed in oven to take the place of a roast.

Shipped only by express to distant points.

Lunch Roll (Copyrighted)

Choice, tender pieces of pork, very mildly cured; stuffed in linen sack or container. Boiled and ready to slice in place of boiled ham.

LOUIS BURK

GIRARD AVENUE & THIRD STREET
PHILADELPHIA

Make a Specialty of Private Estate Coffee

The nicest, smoothest drinking coffee that has ever been introduced to the trade is **Private Estate.**

It is the *one* coffee that you can make a specialty of that will redound to your benefit. It will appeal to every customer who tries it to such an extent that they will never be content to use any other. It is uniquely packed in one-pound burlap bags. Another feature of importance to you is that it carries with it Universal Coupons.

F. A. CAUCHOIS & CO.

The Fulton Mills *33-34 Fulton Street, NEW YORK*

Philadelphia Branch, 139 S. Front Street

From the Udder to the Carton

From the unmilked cattle in the meadow to butter in **Gurnse** cartons, there is nothing that makes for richness and purity which we leave undone.

We control **Gurnse** butter from the very beginning. The milk comes from our own dairies, is pasteurized by us, and we follow and supervise every stage of the butter making.

That is why we say so loudly and persistently that **Gurnse** butter is a very unusual article. There is no other butter quite its equal in richness, dryness, smoothness, and delightful flavor, and particularly in the *regularity* of all these qualities.

If you once start selling it, you'll never stop.

P. F. Brown & Co. 39 South Front Street Philadelphia, Pa.

pinned on afterward, as they do not need to fit, and pin them back to leave tent open.

For trees I used branches of boxwood and cedar stuck in gimlet holes in boards.

The lake is a large scrapple pan filled with water, in which are a few gold fish. I have a doll baby sitting on the bank with a fishing pole and line.

The camp fire is made of two forked sticks stuck in a board with another stick laid across on which is hung a tiny dinner pot. A few burnt match sticks will do for a fire.

After setting in your tent, trees and lake, fill the bottom of your window with sand. Be sure to cover all of the boards in which your trees are stuck.

In one end of the window I have a large market basket filled with eatables suitable for camping.

I have a sign painted on 20-inch wrapping paper hanging from ceiling to floor, headed in large letters, "Are You Going Camping? We sell" followed by a list of articles.

E. W. ALEXANDER.

Oxford, Pa., Nov. 14, 1907.

Figure This Out.

Manufacturers who have adopted premium schemes to create a demand for their products, have always given the premiums to consumers. Where manufacturers have offered an incentive to grocers to push their goods, the incentive has always been small. It had to be small, because no individual manufacturer could afford to give a grocer from his individual profits anything more important than a silk hat, an umbrella, etc. But when twenty or more prominent manufacturers, whose products are sold by grocers everywhere, set aside a part of their advertising appropriations to put into a fund to buy something substantial for the merchant, that something represents an article of sufficient value to make it worth the grocer's while to take a real interest in pushing the goods of the manufacturers who take this means of showing their appreciation of the grocer's services. That the importance of this matter may be plain to you, figure out the following: The Knickerbocker Chocolate Co., New York, gives you a quantity of Universal coupons with their Hasty Lunch Chocolate, Bedford and Blue Ribbon Cocoa. No better goods ever came into this market. Add these coupons to the ones you get with the products of the following firms and you will find you can save enough coupons in three months to entitle you to a first-class set of harness, a platform scale or a roll-top desk. In six months you can save enough to get a good runabout, in a year a good piano:

The American Premium Co., Philadelphia; Wrigley Manufacturing Co., Philadelphia; Franklin Baker Co., Philadelphia; the Porcela Co., Philadelphia; McCanna & Fraser Co., Philadelphia; John Scott & Co., Philadelphia; Weber & Loesch, Philadelphia; Wm. Dreydoppel's Sons, Philadelphia; J. W. Beardsley's Sons, New York; Dixon Crucible Co., Jersey City; Sea Foam Baking Powder Co., New York; Flodon Manufacturing Co., Boston, Mass.; Potter & Wrightington, Boston, Mass.

Within a month a number of other big local houses will join this enterprise. Don't you think this matter is important enough for you to push the goods of these firms? Don't you think the manufacturers who have been been first to recognize the grocer's right of consideration should have the grocer's hearty co-operation?

Two-Minute Sermons for the Retail Grocer

XIX.—Adjusting Jobber's Errors.

Mistakes will happen, even in the best regulated business houses.

If the retailer will make up his mind that the traveling men who call on him regularly are his friends, and will see that he gets an absolutely square deal with their houses, and will just make memorandums of goods which open up wrong, so he can notify the house, and then talk it over with the traveler when he comes, he will find this to be by far the easiest and most equitable way to adjust claims.

No use flying into a rage and throwing your trade to another house. If you change houses, do so after your grievance has been settled one way or the other, for then you are in a better position to make a sane selection. All houses make mistakes, and all should be willing to rectify them if brought to their attention in the proper manner.

The retailer makes mistakes, but does not do so intentionally, and feels that his customer is very unreasonable if an opportunity to rectify the mistake is not given. The man who sells to the retailer should be accorded the same privilege, and it need never be doubted that he will make it right.

The retailer nearly always has an opportunity to examine the goods which go out to his customers, but the jobber, who sells in original packages, does not have this opportunity, and goods may reach the retailer which do not open up right, although the buyer may have paid a high price and seen a very fine sample line. A report by the retailer, and a display of the goods to the traveler, will cause the jobber to examine the balance of his stock, see its condition, and then go back to the factory for satisfaction.

F. A. P.

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

To Buy Southern Groceries.

New Haven, Conn., Nov. 7, 1907.

Editor "Grocery World."

Dear Sir:—Can you name me a wholesale house where I can buy Southern groceries which the colored people use, such as black eye peas or bolted cornmeal, etc.?

Yours truly,
R. F. BRUNE.

Correspond with Andrew Righter & Co., Baltimore, Md.

* * *

As to Organizing.

New Castle Pa., Nov. 7, 1907.

Editor "Grocery World."

Dear Sir:—The retail grocers of New Castle, Pa., have been organized for some time, and we have a pretty good organization of our trade, but of course it could be better. We have been lately discussing the matter of organizing the other merchants of the city and ourselves into a merchants' exchange, and I along with two others have been appointed as a committee to get some information along the line of the benefits of such an organization. Please write and give me what information you can in regard to how to organize, and especially the benefits as you in your experience see them personally. I think they should be of great benefit to each trade. We, of course, would have to have a good argument to other business men to organize their separate business or organize into a general organization. Please let me have your ideas as soon as you can. I am a subscriber to your paper and think a whole lot of it. I am satisfied it is money well spent. Please answer as soon as convenient, and oblige,

Yours truly,
JERE BLUCHER.

To the above letter the following reply was sent:—

While I do not know, of course, what sort of a grocery organization you have in New Castle, if it is worth saving I advise you not to merge it in a general mercantile association. The reason for that is, that where a local organization includes merchants of all classes, the subjects upon which they have a common interest are necessarily limited. Outside of credits, for example, and projects for the general good of the community, there are few, if any, topics upon which the members of a general mercantile organization can unite. This means that the merchants belonging to a common class, such as the grocery business will derive but little *trade* benefit from their connection with such an organization. In order to derive benefits which shall closely affect their own line of business, they should unquestionably maintain an organization of grocers solely.

You ask for an argument upon which to begin a general organization of merchants. I know of no argument stronger than the fact that such an association could absolutely control the matter of credits in your town, by which I mean that they could maintain a list of undesirable customers which would practically prevent the formation of bad debts. Upon other things also, such as weekly half-holidays, evening closing and similar matters, the merchants of a community, if they work together, can secure many privileges which without organization would be denied them.

* * *

A Variety of Questions.

Milltown, N. J., Nov. 13, 1907.

Editor "Grocery World."

Dear Sir:—Can you give me names of any firms that make postal cards to order from negatives or prints?

Is it necessary to label home-made jellies, etc., if known to be pure?

Is it practical for a grocer to make a clerk shareholder and profit-sharer in his business, and if so, what steps would be necessary to make things legal and binding?

Thanking you in advance, I remain,

Yours truly,
D. D.

For postal cards from negatives write Williams, Brown & Earle, 9th and Chestnut streets, Phila., Pa.

It is not necessary under the food laws to label pure jelly.

It is perfectly practical to make a clerk a shareholder or profit-sharer in the business without making him a partner. A proper agreement should be drawn up for the signature of each, but particular care should be taken to so frame it that no partnership relation is created.

* * *

Organizing an Association.

Baltimore, Md., Nov. 11, 1907.

Editor "Grocery World."

Dear Sir:—Kindly advise me how to start a retail grocers' association. There is now going on a movement about starting an associaion which may prove of some protection and such other benefits to the retail grocers of Baltimore. A good many grocers have been consulted and all speak well of such a movement. It only needs a little ginger, or it may be well to join the National Retail Grocers' Association. Your "Grocery World" is taken so well by the retailers of this city, I think if you can interest some it would help well towards raising the standard of our line to a greater extent.

Many thanks for your favor in advance for giving this your attention.

Yours truly,
S. FINE.

The organization of a retail grocers' association is not a matter that can be comprehensively described in a few words. In brief, the best plan is to call a general meeting of the grocers of a community, and out of that form the organization, electing officers and creating committees who shall give outline to the work by adopting a constitution and by-laws, providing plans for the perment work of the organization and so on.

* * *

An Insurance Scheme.

Troy, N. Y., Nov. 9, 1907.

Editor "Grocery World."

Dear Sir:—Inclosed is literature of an insurance company which is getting a good many members in this section.

They are organized on the mutual plan and promise remarkable things—a dividend of $500 at the end of five years from a weekly payment of $1. This seems almost impossible, but when all things of their plan of operation are taken into consideration, small expense fund, lapses, which run as high as 60 per cent. in other companies, interest and small death payment ($200 instead of $1,000 in other companies) it looks more feasible.

Do you know anything of this concern, and would you advise joining? The scheme is peculiarly attractive to those who are looking more for investment than insurance, though incidental insurance is no objection. Many grocers here are going into this association, and we would like to if we were assured it was all right.

Do you consider an order route of seventy-five customers, bringing in $150 per week, in proper shape, if the outstanding debts amount to $250 on the average, or is that sum excessive? Most of the customers are weekly and a few monthly.

Yours truly,
BOWMAN & ROWLEY.

The paths of life are strewn with the wrecks of life insurance schemes, all of which *offered* great advantages over the old line companies. The writer has been bitten in some of them, and has watched a large number of others very closely; they are alluring, but practically never do they keep their promises. Insurance is too important to be gone into on any scheme basis; the wise man seeks the strongest company he can find. The strongest company does not always mean the oldest, but very often it does. Every scheme insurance company which the writer has ever

A Fastidious Man's Brand

Go anywhere in New England and you will find **DE RAGO OLIVE OIL** a household brand. This means much, for the people of this section are known for their fastidiousness the land over.

The brand isn't known so well outside because we are just starting to push it outside. It will be as well known, however, when we have finished.

We earnestly recommend **DE RAGO** oil for your special and particular consideration. It is delicious, superfine olive oil, quite the finest we have ever seen in an experience of many years. If you want an olive oil that is better than anything you have ever seen before, look up **DE RAGO.**

Jas. J. Loughery & Co.
IMPORTERS
Boston, Massachusetts

known, with one exception, has either gone completely to pieces or has had to raise its rates. The very low rate with which it allures its members will do very well for a while, because the death rate is low—most of the applicants are young men or hearty men. But as time goes on the members grow older and weaker and the death rate increases. The treasury is soon drained of its surplus, and in order to keep afloat the company must increase rates. This has been the fate of every mutual life insurance company of the type of the one inquired about here (the People's Mutual Life Insurance Association and League, of Syracuse, N. Y.) which the writer has ever known, with the exception of one, and the members of that one are daily expecting an advance to be announced.

The strongest and most emphatic statement has been left until the last. Any insurance concern which promises a dividend of $500 after five years' payments of $1 a week, which means an offer of $500 for $260, is to be viewed with grave suspicion. The "Grocery World" advises that it be left severely alone.

In the case of an order route of seventy-five customers, amounting to $150 per week, the writer believes that outstanding debts of $250 constitute rather an excessive liability. This naturally depends on the character of goods sold on the order route. If they are goods yielding large profits and the selling expenses are light, a man might be able to extricate himself from a load of $250 without special trouble. If the goods sold are the general run of groceries, which might mean a net profit of 10 to 12 per cent., a $250 indebtedness could not easily be paid out of the profits, and would therefore constitute a heavier burden than in the other case.

Western Beet Sugar Sold as Far East as York, Pa.

Another Instance of the Rapid Progress of the American Beet Sugar Industry Now Controlled by the Sugar Trust. Beet Product Underselling Eastern Sugar Ten Points. Trust's Domination in Southwest.

The Sugar Trust seems to be exercising a greater degree of domination over the refined sugar market than has been the case for some years.

For instance, the Trust is now heavily interested in the Western manufacture of beet sugar. For several months there has been a campaign on to bring that sugar into the Eastern markets and sell it in competition with sugar refined on the spot. Recently beet sugar made in some of the Western States has been selling in the East at 4.60 cents, a price 20 points below the Eastern refiners' price at that time. One of the places where it was offered was York, Pa., where sales were made at 4.60 cents, plus the New York freight rate. As the quality was said to be fine, this advantage in price was the means of doing some business, and will probably be the means of doing more.

Thus has the Trust invaded the territory of the Eastern independent refiners.

In New Orleans, La., the cane sugar season is now on, and the necessities of the planters have enabled the Trust to do another shrewd thing. Scarcity of money placed the planters at the mercy of anybody who would buy their sugar, and the Trust did buy it at a very substantial fraction below the market, and below the prices other refiners had paid for raw sugar. This cheap sugar the Trust has refined in its New Orleans refinery and has sent all over the South and Southwest, at every point having the advantage over all other refiners.

So that while the other sugar refiners go right ahead making and selling sugar, the American Sugar Refining Co., through its beet sugar connections and its Louisiana refinery, is clearly the dominating influence.

ASSOCIATION NEWS

Louisanna.

A general discussion on the Louisiana pure food law and its effect on the grocery trade occupied the attention of a largely attended meeting of the New Orleans Wholesale Grocers' Association last week. For some time this pure food bill has been attracting a great deal of attention among the grocers and they have been seeking a conference with the State Health Board representatives in hopes of securing certain changes and modifications that are desired. Some time ago a committee was named to confer with Dr. C. H. Irion, president of the State Board of Health, but this conference has not yet been held.

Little Rock, Ark.

The last number of the weekly bulletin issued by the Retail Grocers' Association of Little Rock, Ark., contained the following timely suggestions:—

Money Situation.—If there ever was a time when extreme care and caution should be displayed by retailers, now is the time. The precautionary measures adopted by the banks, not only in Little Rock, but all over the country, should be an object lesson to the merchants to "put on the brakes" on loose and indiscriminate credit giving. Just as much care should be exercised in buying, and every department of the business should be closely observed. Your goods on the shelves at such times are a better asset than accounts on the books and the greatest care should be exercised in extending credit.

Cashing Checks. — Merchants should also be very careful about cashing checks for parties unknown to them, and a little caution along this line may avert a considerable loss to you. With so many firms paying off their employees with checks it is a splendid opportunity for the bogus check men to get in their work.

Lancaster, Pa.

The Lancaster Retail Grocers' Association, at their regular meeting held last week, received their charter and are renewing their efforts to have all grocery stores close on Sundays, and will succeed, as their intention is to prosecute all who do not comply with the law in that respect.

The nomination of officers for the ensuing year were made, and a lively contest is looked for in the election of directors, quite a number contesting for the places to be filled.

Slices Everything from 6-pound Knuckles to half-ounce Ends.

Be A Successful Specialist

Do some one thing better than your competitors possibly can and your success is assured.

The Grocer equipped with Johnson's "EVERSHARP" slicing machine can without trouble slice **Libby, McNeil & Libby's** best dried beef to perfection. And these moist, delicate flavored, full size, rosy hued, freshly cut wafer slices are all alone. A class by themselves—so much larger—so much thinner—so much brighter, attractive and better tasting, their superiority so marked and self evident—so far above comparison, that delighted housekeepers once acquainted with Johnson's sandwich sliced beef use it so frequently, in so many different ways, with such gratifying success, nothing could induce them to buy dried beef cut on any other machine.

A chance to secure a complete monopoly of this most profitable rapid-selling, trade-drawing specialty is yours to-day—to-morrow may be too late.

Send for a sample of the best dried beef sliced to perfection.

A. W. JOHNSON, New Brunswick, N. J.

A full attendance is looked for on that night, not only on account of interest in the election, but because a smoker will be tendered the members and friends.

Prospects of the association are very encouraging. The work of the association during the past year has been full of interest to the grocer, and the great majority seem to appreciate the efforts of the association in uplifting the condition of the trade.

JOHN L. BINKLEY, Sec'y.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued May 7, 1907.

852,441 and 852,442. Processes of refining lard. S. T. Lockwood, Buffalo, N. Y.

852,497. Process of mixing dough. Cyrus Chambers, Jr., Overbrook, Pa.

852,556. Egg boiler. H. F. Hall, Philadelphia, Pa.

852,560. Machine for forming and wrapping confections. D. T. Igou, Springfield, Ohio, assignor to The Standard Candy Machine Co., Columbus, Ohio.

852,566. Pie pan. E. H. Lane, Kansas City, Mo.

852,624. Broiler and toaster. De Leonard Rugg, Catskill, N. Y.

852,663. Feeding and cutting attachment for wrapping machines. D. T. Igou, Springfield, Ohio, assignor to the Standard Candy Machine Co., Columbus, Ohio.

852,664. Wrapping machine. D. T. Igou, Springfield, Ohio, assignor to the Standard Candy Machine Co., Columbus, Ohio.

852,696. Folding display box. P. S. Bauer, Chicago, Ill., assignor to Bauer & Black, same place.

852,951. Suspension clamp for bacon. A. A. Harnischfeger, New York, N. Y.

852,965. Dough mixing and kneading apparatus. John Koelner, Milwaukee, Wis.

853,060. Rotary waffle iron. W. L. Carter, Gulfport, Miss.

853,066. Nut grading and shelling machine. J. C. Crellin, Liverpool, Eng.

Patents issued May 14th, 1907.

853,294. Meat-slicing machine. Albrecht Brinnhauser, Nuremburg, Germany.

853,408. Cheese cutter. Thomas Hill, Joggin Mines, Nova Scotia.

853,479. Meat saw. J. E. Smith, Fort Wayne, Ind., assignor of one-half to S. C. Kiser, Huntingdon, Ind.

853,493. Ice cream scraper. C. H. Bradbury, Boston, Mass.

853,497. Sectional can. E. W. Carnes, Chicago, Ill., assignor to American Can Co., New York, N. Y.

853,547. Container top. J. R. Harbect, Detroit, Mich., assignor to Kemiweld Can Co., same place.

853,725. Nutmeg container and grater. C. L. Newton, Cincinnati, Ohio.

853,740. Candy-working machine. August Schober, Chicago, Ill.

853,748. Baker's oven. William Tank, New Orleans, La.

853,894. Meat-chopping machine. F. W. Orth, Portland, Ore.

853,940. Process of bleaching and sterilizing corn. Otto Zimmerman, Ludwigshafen-on-the-Rhine, Germany.

853,943. Process of manufacturing products from cornstalks, sugar cane, etc. Viggo Drewsen, New York, N. Y.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For syrup. Crescent Mfg. Co., Seattle, Wash. The word "Mapleine."

For jams, jellies and marmalades. David Jones, New York, N. Y. An elliptical panel containing the words "Rose & Lily" and representations of roses and lilies.

For canned fish. Northwestern Fisheries Co., Seattle, Wash. A representation of a baby within an onamental circular border. A representation of a hanging fish between elliptical panels each containing a picture of a young child.

For olive oil. Basilea & Calandra, New York, N. Y. The word "Calbas."

For coffee. John Blaul's Sons Co., Burlington, Iowa. The word "Vaja."

For chewing gum. W. V. Moser, Canton, Ohio. The word "Whale" and a representation of a whale.

For canned, smoked, pickled and preserved fish. Bergens, Varmrogeri, Molt & Co., Bergen, Norway. The words "Sirius Brand" and a representation of a star betweeen representations of birds.

For scouring and cleansing preparation. Gibson Soap Co., South Omaha, Neb., assignors to The Cudahy Packing Co., Chicago, Ill. The word "Solvene."

For candy. A. Slauson & Co., New York, N. Y. The words "Scotch Mints."

For soap. Robinson Bros. & Co., Portland, Me., and Malden, Mass. The words "Robinson Bros. & Co. Oat Meal D. No. 31. Boston." Also the word "Newport." Also the words "Robinson Bros. & Co. Pumice for the Hands. Boston."

For flour. Lyon & Greenleaf, Wauseon, Ohio. The words "Clipper," "Good Luck" and "Waseo."

For candy. D. D. Long, Oswego. N. Y. The words "Ox Heart" and a representation of a leafed stem and a monogram "C O W."

For chocolate. James de Fremery & Co., Oakland, Cal. The words "Peek-a-boo."

For prepared gelatin. Whitman Grocery Co., Orange, Mass. The word "Minute."

For starch. New York Glucose Co., New York, N. Y. The word "Globe." Also a representation of a globe surmounted by an eagle.

For soap. The N. K. Fairbank Co., Chicago, Ill. The word "Copco."

For cottonseed oil soap. Union Oil Co., Providence, R. I. The words "Union Oil Company. Yorkshire Soap, Providence, R. I."

For soap. The Remmers Soap Co., Cincinnati, Ohio. The words "Sweet Marie."

For canned vegetables. J. J. Peres & Co., Memphis, Tenn. The word "Firebrand" and a representation of two Indians seated before a fire over which is suspended a kettle.

For canned salmon. Thlinket Packing & Trading Co., Portland, Oregon. The word "Tepee" and a representation of Indians seated round a fire before a tent. The words "Sea Rose" and a representation of roses and a body of water. The word "Peasant" and a representation of a woman carrying a filled basket on her arm. The words "Arctic Belle" and a representation of an Esquimau woman spearing fish.

For coffee. The Independence Coffee and Spice Co., Denver, Col. The word "Manitou" and a representation of a swastika.

For canned fruits. California Canneries Co., San Francisco, Cal. The words "Silver Crest" and a representation of a lion rampant upon a heraldic bar and holding aloft a crown.

For canned fish. Northwestern Fisheries Co., Seattle, Wash. The words "Admiral Dewey" and a representation of a battleship.

For cheese. Chautauqua Refrigerating Co., Jamestown, N. Y. The word "Imhof" upon a shield which is surmounted by the head of a cow and wings, above which is a star.

For prepared beverages made from milk and cream. A. H. Thoumaian, Baltimore, Md. The word "Lozak."

For pickles. Alart & McGuire, New York, N. Y. A rectangular panel con-

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World

Columbus, Ohio

Sample free, or four months' trial for 10 cents

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.

"X-MAS PRESENT"

USEFUL AND BEAUTIFUL

No other firm could afford this but us

This is the first time we have ever made this offer—this beautiful 4-piece set of Silverware (guaranteed); full size for family use packed in case; **for only** **97c**

It is done solely to advertise our product and only one set will be sent to each family, with **positively no duplicate orders.** The plate is heavy and the pattern one of the latest and most fashionable—the famous "Rose." The pieces are **Fit to Grace any Table and Will Last for Years.**

ORDER TO-DAY—This price includes all packing, shipping and delivery charges prepaid to your door. Send cash, money order, or 2c. stamps to

Rogers Silverware Co.

Dept. C. No. 114 Fifth Ave., New York

Sell It Under Money Back Plan

We who make **Nicelle Olive Oil** have such an abounding confidence in its magnificent quality that we will refund the money to any purchaser who doesn't find **Nicelle** superior to any brand they have ever used.

Can confidence go further?

Nicelle is the very perfection of olive oil. It is the highest producible type of edible oil.

NICELLE OLIVE OIL CO.

105-109 HUDSON ST., NEW YORK

Attention!

Mr. Grocer, did you ever stop to think that very often the cheap prices quoted you are in excess of the quality of the goods you buy?

Lustre Lamp Chimneys

are the one price to everyone, made by union workmen and from the best material money will buy. A trial will convince you

R. E. TONGUE & BROS.

Allegheny Ave., Amber & Collins Sts.

PHILADELPHIA

BRANCH, NEWARK, N. J.

taining a diamond-shaped figure with the letters "O K" therein, and the words "Extra Spiced Pickles Packed in pure Malt Vinegar. Alart & McGuire, New York."

For coffee. American Coffee Co., of New Orleans, Ltd., New Orleans, La. The phrase "Every Cup's a cup of joy."

For prepared mustard. Charles Gulden, New York, N. Y. The words "Moutarde Surfine."

For canned oysters, sardines and salmon. Allen Bros. Co., Omaha, Neb. The letters "A. B. C."

For teas. Allen Bros. Co., Omaha, Neb. The word "Bouquet."

For coffee. Allen Bros. Co., Omaha, Neb. The word "Gaicty" and a representation of a young woman wearing a large hat with feathers and a flowing boa and carrying a long wand across her shoulders.

For coffee and chicory compound. Columbia Coffee Mills, Ltd., New Orleans, La. The words "Javer Brand" and a black disk containing a monogram "C C M" in white.

For coffee. W. H. Harrison & Co., Cincinnati, Ohio. The words "St. Nicholas."

For cereal substitute for coffee. J. H. Gerner, Lowville, N. Y. The word "Javana."

For peanuts. E. W. Brewer, Fullerton, Cal. The words "Show Me."

For tea. Corbin, Sons & Co., Chicago, Ill. A diamond-shaped figure containing the words "The Tycoon Tea," below which are the letters "I. C. & M. C."

For macaroni. Sarafino Rocca, Chicago, Ill. The word "Rocco" in monogram form.

For Coffee. D. H. Hoffman, New Orleans, La. The word "Globe."

For flour. Tranchant & Finnell, Osborne, Ohio. The words "Osborne Mills."

For tapioca and split peas. Siegel, Cooper & Co., Chicago, Ill. The word "Hazel" and a representation of hazel leaves and nuts.

For nutmegs, celery salt. mustard, allspice, cinnamon, paprika sage, pepper, savory, curry powder, cloves, mint, cayenne, celery pepper and thyme. Siegel, Cooper & Co., Chicago, Ill. The word "Hazel" and a representation of hazel nuts resting upon a leaf.

For vinegar, catsup and pickles. Siegel, Cooper & Co., Chicago, Ill. The words "Milford Manufacturing Co." and a landscape.

For corn starch. New York Glucose Co., New York, N. Y. The word "Radium" and a representation of a cornstalk.

For flour. Gronseth & Olsen, Duluth, Minn. The word "Viking" and a representation of a ship.

For baking powder. Cleveland Baking Powder Co., New York, N. Y. A circular disk containing the words "Purity, Strength, Perfection," and surrounded by an annular red band.

For soap. The Remmers Soap Co., Cincinnati, Ohio. A representation of a female figure in evening dress and the words "Sweet Marie Toilet Soap."

For bread. Fred. Nielsen, Milwaukee, Wis. A representation of a ribbon bow and a seal thereon containing the words "Blue Ribbon Bread."

For candies. Reiss & Brady, New York, N. Y. The word "Cresca."

For specially-prepared butter prints. McCanna & Fraser Co., Burlington, Wis., and Philadelphia, Pa. The words "Globe Butter" and a representation of the globe. A monogram "W. R." and the words "Wilde Rock."

For candy. E. H. Farnsley, Omaha, Neb. The word "Pit-Pat."

For canned salmon. Northwestern Fisheries Co., Seattle, Wash. The words "Equator Brand" and a representation of a two-masted sailin vessel.

For flour. Abraham & Strauss, Brooklyn, N. Y. The word "Montauk."

For pumpkin seed flavored candy. The Punk Co., Meadville, Pa. The word "Punk" upon a representation of a pumpkin.

For bread. Edgar Young, Buffalo, N. Y. A kitchen scene, showing a maid cutting bread.

For baking powder. Raines & Co., New York, N. Y. A black disk within a wreath having a small black shield at its lowest point and surmounted by an eagle and flags.

For washing-blue. The Webb Mfg. Co., Nashville, Tenn. The word "Spurlocks."

For tea. Jones-Paddock Co., San Francisco, Cal. The word "Summit."

Neither Side Wants Pennsylvania Sulphured Peach Case Tried at Once.

Case Brought Against Altoona Grocer Likely to Be Postponed Until Federal Department Issues Definite Ruling on Use of Sulphur in Food.

There is much reason to believe that the Pennsylvania Dairy and Food Department is not at all desirous of bringing the case started against sulphured peaches to trial at any time in the near future.

Under the new Pennsylvania food law appeals from magistrates' decisions are not a matter of right, but must be granted by the Common Pleas Court. The department is opposing the appeal of the Altoona case, and argument upon it will be heard in January next. There is hardly any question but that it will be granted and the case set down for trial in due course. Just when "in due course" means that it will be reached is uncertain, but neither the grocery interests representing the defendant, nor the Dairy and Food Department, are anxious to try it, and the case will therefore probably be postponed from time to time. There is a definite motive in this—holding the matter up until the Federal department issues something official concerning the use of sulphur in food. Everything issued so far has been tentative. The Federal Food and Drug Board are reported as strongly in favor of no trial for the time being, as they do not wish their hands to be forced. If the Federal Board decides to permit the permanent use of sulphur the Pennsylvania case will probably be dropped.

Editor of "Postmaster and Carrier."

Fred. Chase, editor of "Postmaster and Carrier," Dallas, Texas, writes under date of October 8, 1907: "Dear Sir:—I beg to thank you for the bottle of Absorbine, Jr. My wife has been a sufferer for a year from malignant tetter, and found no relief from either physicians' treatment, nor so-called specifics. Absorbine, Jr., however, is rapidly affecting a cure, all inflammation and roughness of the skin having disappeared." Absorbine, Jr., for mankind is an antiseptic, germicide and discutient, mild and pleasant to use. Cures varicose veins, varicocele, hydrocele; removes wens, goitre and all soft bunches from mankind. $1 a bottle at your local druggists, or postpaid upon receipt of price. W. F. Young, P. D. F., 9 Monmouth street, Springfield, Mass.

Buy Your Fruit Cake Now.

You can obtain some very nice fruit cake at a price that will enable you to sell at a good profit if you will get in touch with J. S. Ivins' Son, Philadelphia. Ivins' Holiday Fruit Cake is the regular so-called English Dark Fruit Cake, and was baked a few weeks ago in order that the full flavor of the good things that enter into it could be obtained. While the price to you is low, the cake is high class and will prove its worth by a trial.

GET YOUR PRINTED
Posters and Show Cards
from our new salesrooms. More room and larger line of stock carried.
GROCERS' PRINTING COMPANY
108 N. Front Street
PHILADELPHIA

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obtained on inventions and designs. Trade-marks, prints and labels registered.
R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C

Look! Look! Look!
I will build you a push cart of any description for $15, and guarantee it for one year.
B. HAWKINS' SONS
609 Lombard Street PHILADELPHIA, PA.

DANDELION
VEGETABLE BUTTER COLOR
A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.
MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

KIRK, FOSTER & CO. WHOLESALE GROCERS, 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

Goods That Are Needed

KIRK, FOSTER & CO. WHOLESALE GROCERS, 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

That is what we carry in stock, always striving to serve our trade promptly with seasonable goods at right prices

SUGAR SYRUPS.—Absolutely pure, the product of cane sugar, wholesome and nutritious. **XX Sugar Syrup**, at 16c.; **Excel Sugar Syrup**, at 21c.; **Sunlight Syrup**, at 20c.; **AAA Sugar Syrup**, at 24c.; **Fancy Grainy Sugar Syrup**, at 30c.; **Ex. Fancy New Century Syrup**, at 32c.

NUTS, RAISINS, ETC.—Thanksgiving Day, Nov. 28th; the great day for family re-unions; turkey, cranberry sauce, pumkin pie and nuts—fit for a king. We quote **Soft Shell Almonds**, at 15c.; **Choice French Walnuts, "Marbots"** at 14c.; **Slelly Filberts**, at 12c.; **Brazil Nuts**, at 13c.; **Pecan Nuts**, at 14c.; **Choice Layer Figs**, 3-Cr., at 10c., **Calf. Package Figs**, at 85c. a box; **New Persian Dates**, at 5½c.; **London Layer Table Raisins**, at $2.50 per box.

CANDY, POPCORN, ETC.—We are booking orders now to be charged and shipped Dec. 1st, reaching you in good time for the Holiday trade. A few of the most popular varieties we quote as follows (all in 30 lb. pails): **Extra Mixtures**, at 7½c.; **Cream Jelly Mixtures**, at 9½c.; **Elcroftan Mixtures**, at 8¾c., **Nobby Mixtures**, at 9¼c., **Cadella Mixtures**, at 12c.; **Fine French Mixtures**, at 13c.; **Quaker City Cream Chocolates**, at 11c.; **Machine Toys**, at 8c.; **CHOICE HAND-MADE TOYS, 40 lb-Tins, at 9c.; Pop Corn Fancy, heavy sugar-coated**, barrels at 8½c.; **No. 1 Pop Corn**, barrels at 8c.; **Yankee Pop Corn**, 40 measures to the box, at 90c.

KIRK, FOSTER & CO. WHOLESALE GROCERS **209** NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Two square show cases, 8 feet long. Address D. K. Dimm & Bro., Granville, Mifflin Co., Pa. 22

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—For cash, one all-glass candy 8 foot floor show case; one all-glass cigar 5-foot floor show case; two 4-foot Enterprise syrup pumps; one 8-pound counter coffee mill; one 26-pound even balance Troemner scales; one 5-pound even balance Troemner scales; four tea-coffee canisters, base delivery, holds 35 pounds each; one 8-compartment spice canister, base delivery, holds 15 pounds each; one $125 Hallwood cash register; one combination popcorn-peanut roaster, costs $104; paper holders; oval show cases; candy trays; candy jars; candy scales. Will give discount from first cost. All in first-class condition. Must be sold by December. P. O. Box 137, Renovo, Pa. 23

MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only $2, if satisfactory. May we send you full description?—FREE. American G. Collecting Agency, Castorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free. tf.

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 236.—In best residential district of Norristown, Pa., one of the busiest towns in Eastern Pennsylvania. Store established for twenty years. Does $22,000 to $25,000 yearly on stock of $2,000. Uses one team, but horse not for sale. Nets 10 per cent. Owner going into other business and will sell at inventory. Take about $2,500. Can be greatly increased.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price inventory.

No. 258.—On North Tenth street, Philadelphia. Store 18 x 45. Does $350 per week, two-thirds cash. Stock about $1,000. Net profits 15 per cent. Uses one team. Good dwelling connected. Owner is in other business and cannot give time. Store established for thirty years and is making money. Good chance to handle meats. Price inventory.

No. 263.—In near Philadelphia suburb. Groceries and provisions. Store 40 x 40 feet. Yearly business, $25,000, half cash. Stock carried, $1,500. Net profits 15 per cent. Good dwelling connected. Uses two teams. Business established and prosperous. Good reason for selling. Price, inventory.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,500-$2,800. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 308.—In Germantown. Does $200 weekly. Stock $500. Nets clean 10 per cent. profit above everything. Owner going into other business and will sell at inventory. With meats added this business will increase 50 per cent.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 315.—Near Wayne Junction, Philadelphia. Store 12 x 20 feet. Does $200 weekly, all cash. Stock $700. No team used. Small dwelling connected. Clear net profits 25 per cent. as expenses are low. Owner making business change. Price, inventory.

No. 316.—In Wayne Junction, Philadelphia. Size 18 x 25 feet. Does $300 weekly, two-thirds cash. Stock $600, clear net profits 20 per cent. One team. Dwelling connected, for sale or rent. Illness cause of selling. Store thoroughly established. Will sell at inventory.

No. 317 and 318.—In West Philadelphia. Two stores owned by same owner or will sell separately. No. 1 is 22 x 30 feet, does $350 weekly, three-quarters cash. Stock $400. Nets 20 per cent., as sells many meats. No. 2 is 16 x 25 feet, does $250 per week, two-thirds cash. Stock $250-$300. Net profits 20 per cent. These stores are extremely profitable little places and can be bought at inventory prices, which means less than $1,000 each.

No. 319.—In North Philadelphia. Store 18 x 30. Does $300, two-thirds cash. Stock carried $1,000. One team. Net profits 15 per cent. Dwelling connected, for sale or rent. Owner retiring from business and will sell at inventory. This store was established by the present owner 29 years ago.

No. 321.—In West Philadelphia working neighborhood, not aristocratic but busy. Store 17x35 feet. Does $250 weekly, all cash, on stock of $400. Owner takes $40 in cash out of the business every week. No team. Dwelling connected. Owner retiring and will sell at price about representing inventory. This store has been established 17 years.

No. 322.—In Wissahickon, Philadelphia. Store 16x25 feet. Does $500 weekly, all cash. Stock $1,000. Nets actual 14 per cent. profit. Low fixed charges. Sickness cause of selling. Price inventory. No team, but business could be greatly increased by using one.

No. 323.—In a good section of North Philadelphia, store 18x30. Does $300 weekly, all cash. Does large tea and coffee business, which increases net profits on whole business to 15 per cent. Stock carried $500. Push cart delivery. Fixed charges low. Owner cannot get reliable manager, and has no personal taste for the business. Price inventory. Good little dwelling connected.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 325.—In best business part of Frankford, Philadelphia, store 18x35 feet. Does $300 weekly, all cash. Stock $350. Push cart delivery. Clear 10 per cent. This store is making a good cash income every week, but owner does not like groceries, and wants to return to trade. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 327.—On outskirts of Philadelphia grocery, ice cream and confectionery. Only store of kind in place. Store 20x35 feet. Does $350 to $400, two-thirds cash. Good house connected. Second story used for ice cream and restaurant. Stock $600 to $700. Net profits 10 per cent. Fixed charges low and business profitable, but owner cannot attend personally and cannot get satisfactory manager. Price inventory.

No. 328.—In West Philadelphia, store 15x27 feet. Does $500 weekly, all cash. Stock $400; One team, Business thoroughly profitable, netting 10 per cent. Good house. Owner financially independent, and wishes less responsibility. Price inventory.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

ONE OF THE BEST WEST PHILADELPHIA STANDS.

Located on one of the principal streets of West Philadelphia. Size 25x72 feet. Doing $550 weekly, mostly cash. Stock about $2,000. Nets 10 per cent. Uses one team. The owner is not at home in the grocery business, and wishes to retire from it. Store is very profitable, and will stand the deepest examination. Price inventory.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 30, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $1,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WHO WANTS TO GIVE A GENERAL STORE FOR A GOOD FARM?

A client of ours in Atlantic County, N. J., has a 13¼ acre farm, high, cleared and level, directly on the new electric line from Philadelphia to Atlantic City and only seven miles from the latter; good house, barn and other buildings, including large chicken house and yard; two good wells; 100 fruit trees. Splendid place for profitable poultry business, owing to closeness to Atlantic City. Owner wants to exchange for general store in New Jersey or Pennsylvania. He will sell for $4,000 cash or $4,500 trade, subject to mortgage of $2,500.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

WANTED—Competent clerk to work until after the holidays with possibility of permanent position. Must have usual qualifications and furnish references. Chris. Crabiel, Milltown, N. J. 22

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods*.

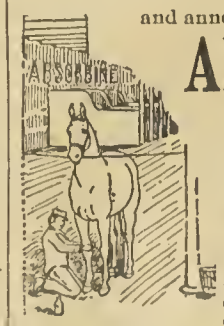
Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.

IT SAVES TROUBLE

and annoyance many times to have



ABSORBINE

handy in case of a Bruise or Strain. This remedy is rapid to cure, pleasant to use, and you can work the horse. No blister, no hair gone.

ABSORBINE cures Lameness, allays pain, removes any soft bunch quickly. $2.00 per bottle delivered or of regular dealers. Book 6-B free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Badly Strained Joints or Ligaments. Kills Pain.

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

We Are Advertising This Trade-Mark

This trade-mark means to Jams and Marmalades what "Sterling" means to silver; the best that can be made; sound fruit and sugar; absolutely pure. Better get acquainted with it.

Assorted case, 2 doz. 1-lb. jars, $4.50.

MARMALADES—Orange and Grapefruit

JAMS—Fig, Peach, Grape, Strawberry and Blackberry

H. P. D. KINGSBURY
REDLANDS - CALIFORNIA
WM. T. SHERRON, Agent
31 South Front Street

"An Emblem of Purity"
Carter & Williams' PEANUT BUTTER

Packed in tumblers and screw-top jars
Retails at 10 and 15 cents
TRY A CASE FROM YOUR JOBBER

CARTER & WILLIAMS, Mfrs.
PHILADELPHIA, PA.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

If You Are Particular We Want to Know You and We Want You to Know US

If you want your Foreign and Domestic Fruit display to be just a little handsomer than your neighbors; if you would like people who want the *best* to go out of their way to come to you for it, get what you need from us. That's our hobby, the best of everything in our line at the lowest possible prices.

If you would like to keep posted on quotations, write us and we will send them to you regularly.

R. DAETWYLER & CO.
New Market and Callowhill Streets
PHILADELPHIA

FOREIGN AND DOMESTIC FRUITS.

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, November 18th. Terms, net 10 days.
First orders must be accompanied by references.

JAMAICA BANANAS.

Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag ..... $4.25 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	4.00
Fancy Brights 150-176 size, per box	4.00
Fancy Brights, 200-216 size, per box	3.50
Fancy Brights, 250 size, per box	2.75

Golden Russetts 10 to 15 cents per box less than above prices.

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.00
Fancy Bright, 80's, per box	4.50
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.25
Golden Russetts, 80's, per box	3.75

FOREIGN ORANGES.

Jamaicas, about 400 to bbl	$4.50
Jamaicas, boxes, 150-176	3.25
Jamaicas, boxes, 200-210	2.75
Jamaicas, boxes, 250-288	2.25

ALMERIA GRAPES.

Fine Quality, kegs, 61 lbs.	$4.50 to 5.00
Choice, kegs, 61 lbs.	4.00
Good Quality, kegs, 62 lbs.	3.50
Good Quality, kegs, 60 lbs.	3.00

NEW CROP PERSIAN DATES.

Finest Hallowee, weighing about 65 pounds, per pound	.05
Finest Khadrowee, weighing about 65 pounds, per pound	.04¾
Finest Sair, weighing about 65 pounds, per pound	.04½
Finest Fard, weighing about 60 pounds, per pound	.06½
Finest Fard, in cases containing 9 boxes, weighing 13 to 14 pounds per lb.	.08

CRANBERRIES.

Cape Cod, fancy, large	$10.00
Cape Cod, Early Black, per bbl.	9.00
Cape Cod, not so dark, per bbl.	7.50
Fancy Cod, large dark, bushel crate	3.00
Fancy Jersey, medium dark	2.50

FANCY CALIFORNIA AND MESSINA LEMONS.

Fancy California, 300-360 size, per box	$4.50
Fancy Messina, 300 size, per box	4.00
Fancy Messina, 360 size, per box	3.50 to 3.75
Choice Messina, 300 size, per box	3.25 to 3.50
Choice Messina, 360 size, per box	3.00

NEW CROP TURKEY FIGS.

Extra fancy quality 5-crown, 10 to 12-pound boxes, per pound	0.12
Exta fancy quality 4-crown, 10 to 12-pound boxes, per pound	0.11
Extra fancy quality 3-crown, 10 to 12-pound boxes, per pound	0.10
Fancy quality glove boxes weighing about 14 pounds, per box	0.10
Fancy quality locum pulled boxes, 4 to 5-pound boxes, per pound	0.14

FANCY JERSEY SWEET POTATOES.

Fancy Prime, per barrel	$3.50
Choice Prime, per barrel	3.25
Fancy Medium, per barrel	2.50
Choice Medium per barrel	2.00

ONIONS.

REGULAR BUSHEL CRATES.

Strictly Fancy White	$1.75
Strictly Fancy Yellow	1.25
Fancy Valencia Onions, per crate	1.35

VEGETABLES.

We carry a full line of vegetables in our truck department, but as the market fluctuates daily on this line of goods, orders will be filled at lowest ruling market prices on day of shipment.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.

	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.13
No. 1 Rio	.12
No. 2 Rio	.10
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ... per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ¼ and ½ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ... per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb., plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.95
Standard Shoepeg, 2 lb., 2 doz	.90
Standard, 2 lb., 2 doz	.80
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1 45
Belle Brand, 2 doz	.90
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	1.00
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz	1.20
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	.95
Gallons	
String Beans—	
2 lb., 2 doz	.85
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	1.10
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.95
Standard, 3s, 2 doz	.92½
Gallon, ½ doz.	3.15
Fair Quality, 3s.	.90
2s, 2 doz	.80

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1 45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.50
Beaver, ½ lb., flat, 8 doz	2.30
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	1.20
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.10
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil. 100	3.50
¼ lb., oil, with key, 100	3.75
Glen Cove, ¼ oil, 100	4 00
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.05
Blackberries, 2 lb., 2 doz	1.25
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.50
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 50
Grated Pie Pineapples, James, 3 lb., 2 doz.	.95
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1 50
Standard Peaches, Rialto, 3 lb., 2 doz	2.50
California Apricots, 2 doz	
California Cherries, 2 doz	
California Peaches, 2½ lb., 2 doz	
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.12½
Evaporated, 1 lb. packages, 4 doz	13
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.14
Best, 25 lbs	.15½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ... per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	.06½
Stuffed, 1 lb ... per doz.	
New Prunes—	
40- 50, 25 lbs	
50- 60, 25 lbs	.08
60- 70, 25 lbs	.07½
70- 80, 25 lbs	.07
80- 90, 25 lbs	.06½
90-100, 25 lbs	.06¼
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs ... per box	
Seedless Muscatels, 50 lbs	
Seeded, 36 1 lb. packages	.11
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¾
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.04
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, Large Sack	.95
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.23
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ... per cwt.	.95

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.60
Lady Washington Beans, about 200 lbs. to bag	2.75
Green Peas, dried, about 165 lbs. to sack	
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¾
Imported Lima Beans, about 90 lbs. to sack	.06¾
Split Peas, 210 lbs ... per bbl.	7.90
Less quantity	.04
Lentils, about 100 lbs. to sack	.08¾

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.45
Kingsland, N. O.	.35
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
Orange Brand Syrup	.35
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz.	1.90
California Amber Drips, 2½ lb. cans	2.20
California Amber Drips, 3 lb. cans, 2 doz.	2.50
California Amber Drips, ½ gal. cans, 1 doz.	2.15

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.90
Fine Granulated, 100 lb. sacks	4.90
Confectioners' A	4.85
No. 1, A	4.80
Light Yellow	4 35
Fine Granulated, 2 lb. bags	5.20
Fine Granulated, 5 lb. bags	5.10

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.35
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.65
Red Cross, 4 doz	4.60
Star, 4 doz	4.55
Dime Brand, 4 doz	4.00
Lion, 4 doz	4.60
Premium, 4 doz.	4.35
Hires' Silver, 4 doz	4.70

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4 25
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.75
Our Pet, baby size, 6 doz	3.00
Peerless, small size, 4 doz	2 20
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ... per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ... per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl White Floating	100	4.00
Ark	100	2.20
Babbitt's	100	3.75
5 box lots freight paid, with 1½ box "1776" or 100 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	60	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.50
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2 08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00
Old Dutch Cleanser, 4 doz.		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by **FRANCIS H. LEGGETT & CO.**, West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars, per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 3 dozen, per case,	2.80
Quarts, 2 dozen, per case,	2.80
Sugar Syrup—	
Pure, extra fancy	.85@.88
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen, per case,	1.95
Tins, 2½-lb., 2 dozen, per case,	2.30
Tins, 3-lb., 2 dozen, per case,	2.50
Tins, 5-lb., 1 dozen, per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@95	40.00
Georges, count 110@115	25.00
Shore 2s, count 225@250	30.00
Medium Irish 2s, count 450	22.00
Norway, count 400@450	25.00
Norway, count 300@350	28.00
Norway, count 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.13
Halibut, fancy chunks, Iceland, 20 lbs	.20
Bloaters, Cromarty, 100s	

TEAS.

Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.15@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
[illegible]ng—	
Common to fair	@.15
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Souchong—	
Common to fair	.16@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.30
Cinnamon, Mats	.10½
Cinnamon, Twaio	.17
Cinnamon, Ceylon	.21@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.80
Cloves, Zanzibar	.19@.20
Cloves, Amboyna	.22
Cloves, Penang	.30@.35
Ginger, African	.08
Ginger, Jamaica, bleached	.18½@.20
Ginger Jamaica, unbleached	.17@.19
Ginger, Calcutta	.08
Nutmegs, 75-80s	.25@.35
Nutmegs, 105-110s	.18@.20
Nutmegs, 130-140s	.15@.18
Black Pepper, Singapore	.10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	.25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Extra white 2½s, unpeeled Calif.	
Standard white 2½s, Calif.	
Tips, green, 1s	
Tips, white, California, 1s	
Beans, Baked—	
Standard, plain 1s	.42½
Standard, plain or sauce, 2s	.50@.60
Standard, plain or sauce, 3s	.70@.85
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.50@1.60
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.60
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	.60@.80
Beans, Stringless—	
Fancy 2s	2.25@2.50
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	.90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1.10@1.15
Fancy New York 2s	.90@1.00
Standard New York 2s	.75
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.30@1.35

—3—

Telephone 2s	
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.15@1.20
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.25
Fancy Maine 2s	1.00@1.10
Extra standard 2s	.75@.90
Pumpkin—	
Fancy, 3s	.85@1.15
Fancy, gallons	2.75
Squash—	
Fancy 3s	1.15
Tomatoes—	
5½-in. cans, fancy New Jersey	1.50
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	4.50
Gallons, extra standard Maryland	4.25
Quarts, glass jars	
Beets—	
Fancy Strawberry 3s	1.50@1.75
Cut 3s	1.00@1.10
Sweet Potatoes 3s	.90@1.00
Sauer Kraut 3s	.80@1.10
Spinach—	
Standard Maryland 3s	1.45@1.50
Fancy New Jersey 3s	1.50@1.75
Gallons	4.75

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.80
Extra 2½s	3.20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	3.00
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.75
Extra 2½s	3.00
Extra standard 2½s	
Fancy 3s	
Standard 2½s	
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.75
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.50
Extra standard 2½s	

EASTERN.

Pears—	
Choice New York 2s	1.50
Choice New York State 2½s	2.60
Standard 2s	1.25
Pineapples—	
Sliced or grated 2s	2.00@2.20
Sliced or grated 1s	1.00@1.10
Pie, grated, gallons	3.60
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.25
Strawberries—	
2s, fancy	2.50
2s, extra	
Raspberries—	
Red, fancy, 2s	1.80
Standard 2s	

FISH.

Lobster—	
Flat 1s	4.50
Flat ½s	2.50
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	
Medium Red	
Red 1s	1.25@1.35
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.10
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.13
Smyrna Sult., fancy, 6 cr., 30 lbs	.14
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	.10

—4—

Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	.08
California, 4 cr., 50 lbs	.09½
California, 3 cr., 50 lbs	.08
California, 2 cr., 50 lbs	.08
Figs—	
Baskets, 1 lb. and 2 lb.	.15 @.18
Layers, 2¾-in., 10 lbs	.09
2½-in., 12 lbs	.10¾
2¼-in., 12 lbs	.09¾
2-in., 12 lbs	.08¾
Currants—	
Fancy, 1-lb. cartons	.10
Cleaned, 1-lb. cartons, choice	.08½
Bulk, choice, 50 lbs	.08¼
Natural, choice	.07¾
Citron—	
According to quality	
Lemon Peel—	
According to quality	
Orange Peel—	
According to quality	
Fard Dates—	
60 lbs., bulk	.07½
1-lb. pkgs., 30-lb. case	.09
Persian Dates—	
60 lbs.	.07
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.17
30x40, choice	.11
40x50, choice	.09¾
50x60, choice	.07¾
60x70, choice	.07¼
70x80, choice	
Choice. 50-lb. box—	
60x70, 80x90	
70x80, 90x100	
Prunes in cartons—	
Fancy 40x50	.11½
50x60	.10
60x70	.09½
70x80	
Prunes, Oregon, 25-lb boxes.	
30x40	.10
40x50	.09
Apples—	
Fancy, 50 lbs.	
Fancy, 1-lb cartons	
Prime, 50 lbs.	.11
Choice, 1-lb. cartons	.13
Peaches—	
Fancy, peeled, 25 lbs.	.30
Unpeeled, fancy, 25 lbs.	.15½
Extra Choice Muir	
Apricots—	
Royal, extra fancy, 25 lbs	
Moorpark, fancy, 25 lbs	.27
Royal, fancy, 25 lbs	
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.39 @.46
Valencia, 28 lbs	.36 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.23
French Princess	
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.12½
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.12 @.14
Louisiana Paper Shell	
Walnuts—	
Chili, 1907 crop	.13
Grenoble, 220 lbs	
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.17
Extra choice, boxes, 25 lbs	.13½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	14.50@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ⅛s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	18.00@20.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.	.06@ .09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.	Column
Butter, all grades	7
Eggs	27
Dressed Fowls	45

DECLINES.	Column.
Cheese	27
Beans, Dried	29
Hams	43-44
Lard, Pure and Compound	44
Sauer Kraut	46
N. O. Malasses	60

ADDITIONS.	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammunition	4
Axle Grease	5
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	5
Barley	29
Baskets	62
Bath Brick	59
Beans	29
Blacking, Shoe	6
Bluing	6
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	28
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candies	15
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialities	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Puddine	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	60
Tacks	59
Tapioca	31
Tar	4
Teas	
Tobacco, Chewing	6
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

Confectioners' Lozenge	5.25
" Powdered	5.25
" Crown A	5.45
" Crystal A	5.10
" Coarse Granulated	5.35
Eagle Tablets	6.30
Crystal Dominoes	7.35
Cut Loaf	5.80
Patent Cubes	5.35
Powdered	5.20
Extra Fine Granulated	5.20
Coarse Granulated	5.20
Granulated	5.10
Fine Granulated	5.10
" in 50-lb. bags packed 2 in 100-lb. bag	5.15
" in 25-lb. bags packed 4 in 100-lb. bag	5.15
" in 10-lb. bags packed 10 in 100-lb. bag	5.25
" in 5-lb. bags packed in bbls	5.30
" in 5-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. bags packed in bbls	5.40
" in 2-lb. bags packed in 100-lb. bags	5.40
" in 2-lb. cartons in cases	5.30
" in 2-lb. paper packages in cases	5.30
Confectioners' A	4.90
1—Keystone A	4.85
2—American A	4.80
3—Centennial A	4.75
4—California A	4.70
5—Franklin B	4.65
6—Keystone B	4.60
7—American B	4.55
8—Centennial B	4.50
9—California B	4.45
10—Franklin Extra C	4.40
11—Keystone Extra C	4.35
12—American Extra C	4.30
13—Centennial Extra C	4.25
14—California Extra C	4.25
15—Franklin C	4.25
16—Keystone C	4.25

TEA.

	Per lb.
Japans—Basket-fired	18 @ 35
Japans—Pan-fired—Common to fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
Formosa—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
Foochow—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
Gunpowder—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

Moyune—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
Imperial—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
Young Hyson—Superior to fine	13 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
India—Common to Fine	17 @ 38
Ceylon—Common to Fine	17 @ 40
English Breakfast—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

	In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea	.50
Almoco, lead foil package teas, ¼s and ½s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas	40

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades per doz.	.90

Caricol Blend, Martindale & Co.:— Per lb.

5-lb. Silver Sacks	.22
1-lb. Silver Sacks	.22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—

100 lb. barrels per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

—3—

McCormick & Co's Banquet Brand— Per doz.

No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 1 doz per doz.	.90
Colburn's, quarts, 3 doz per doz.	.90
Colburn's, ½ gals., 1 doz per bbl.	1.80
Violet, pints, 2 doz per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz

¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75
Davis' O. K., ¼-lb., 4 doz per doz.	.45
Davis' O. K., ½-lb., 3 doz per doz.	.90
Davis' O. K., 1-lb., 2 doz per doz.	1.65
Davis' O. K., 5-lb., ½ doz per doz.	7.20
Cleveland's, 10-c. size, 4 doz per doz.	.84
Cleveland's ¼-lb., 4 doz per doz.	1.23
Cleveland's, ½-lb., 2 doz per doz.	2.28
Cleveland's, 1-lb., 1 doz per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans. 1 doz. cases	1.65
Leslie's, 5-lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz	.45
Parrot and Monkey, 4 doz	.45

Rumford's Yeast Powder:—

4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass. 4 doz	1.04
6 oz. glass, 6 doz	1.03
6 oz., 1 gross, in bbl per gross,	12.25

Rumford Baking Powder:—

5c.-tins, 4 doz per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

—4—

Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case....per doz.	12.00
" 1 " 1 " .... "	2.50
" ½ " 2 " ... "	.55
" ¼ " 3 " .... "	.75
Purity Brand 5 " ½ " .... "	6.00
" 1 " 1 " .... "	1.50
" ½ " 3 " .... "	.80
" ¼ " 3 " .... "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M per ¼ gross	4.50
Jacquot Blacking, No 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4. "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70

Whittemore Bros. & Co:—

Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black; 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos Peaberry, extra fancy	.12½
" Fancy	.09¼@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.12
" Choice	@.11½
Washed Caracas, Fancy	.13½@.14
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ½ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.13
" Prime	@.11
" Choice	@.09½
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 35/100
Lion	13⅛	13¼

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins, .26

Saindo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14 1/10
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box, per box	3.90
12 tins in box, per carton	.95
2 lb. tins, per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans, per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends, per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross, per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05½
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04⅜
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Gun Caps, E. B., per M	.60
Gun Caps, musket, per M	.65
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB, bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz.	5.20
Sawyer's, No. 1, 6 doz.	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz.	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz.	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.30
" First, "	.29
" Second, "	.28
" Third, "	.27
" Imitation, 30–60 lbs	.25
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.31
Ladles, 30–60 lbs., bakers' use	.23-.24
Print Butter:—	
Star or S. D. brands, 1 lb., 20–50-lb. bxs.	.33
B. B., E. D. brands, 20–50-lb. boxes	.32
J. J., C. V., Gilt Edge, Gold Medal, 20–50-lb. boxes	.31
Sheaf ("400") Elgin, 20–50-lb. boxes	.30
Sheaf	.28-.30
B. S. Gilt Edge, cartons	.33
Gurnse, pounds or half pounds	.31
Belle Spring	.29

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10⅞
" 16's, "	.11⅞
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¾
Peerless " " "	.10¼
Bright Light, " " per box	2.50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	
Martha Washington, long 12s, per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints, per gross	4.20
Mason's, quarts, per gross	4.45
Mason's, half-gallons, per gross	6.20

—8—

Jelly Tumblers—	
Barrels, 22 doz., per doz. (No charge for barrels.)	.16½
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.70
Jar Rubbers—	
Lip, wide, per gross	.85
Acme, wide, 1 doz. cartons, per lb.	.45
" medium, 1 doz. cartons "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium, per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram, per doz.	.25
" Sage "	.25
" Thyme "	.25
" Savory "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory, per case	1.00
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—	
½-lb. cartons, 1 doz., per doz.	.40
¼-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 doz., per doz.	.90
¼-lb. square cans, 2 doz. "	.80

CANNED GOODS.

	Per Doz.
Tomatoes—	
Mrs. Hancock's Frying	1.25
Frying, Good Luck Brand	1.15
DuBois' Frying	1.20
Jersey King, No. 3, Standard Jersey	1.05
Blue Hen Chickens, No. 3	1.00
Rio Grande, fancy, Jersey	1.05
Silver Lake, fancy, Jersey	1.10
Alta, No. 2	.72½
Alta, No. 10, 1 doz	3.15
Bull Dog, No. 2	.70
Lima Beans—	
Tinsley's, extra small	1.35
Silver Lake	
Little Darlings	1.25
Acorn	1.10
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87½
String Beans—	
Extra Fancy Small	1.65
Mikado, Penna., fancy	1.00
Cloister, fancy N. Y.	1.45

It's a Blend That Nearly Everybody Likes

It's name is **Spring Garden.** Your customers will find it the finest tea they ever bought for 60 cents per pound. We sell it to you for:

In 100-lb. Barrels	18	cents per lb. net
In 5-lb. Silver Bags (Packed in cases containing 100 Pounds)	19	cents per lb. net
In 1-lb. Silver Bags	19½	cents per lb. net
In ½-lb. Silver Bags	20	cents per lb. net
In ¼-lb. Silver Bags	21	cents per lb. net

Thomas Martindale & Co., Philadelphia, Pa.

POPPING CORN
C/S 50/10 oz. Pkgs.
C/S 100/10 oz. Pkgs.
C/S 24/20 oz. Pkgs.
C/S 48/20 oz. Pkgs.
ASK FOR PRICES

Say, Mr. Grocer:—

Popping corn, like nearly everything else, is mighty high this season, still you can sell a 20-oz. package **"Brad's Tip-Top"** at 10 cents and make a fair profit; a 10-oz. package at 5 cents, or a 1-lb. package **"I-X-L"** at 10 cents showing better profit, so it's up to you. Ask your Jobbers, or write,

BRADSHAW CO.
New York

Cases of 40 /1s

WE HAVE THE BEST OF REASONS FOR TALKING ABOUT IT

We make a point of exploiting the fact that you will find "The Bottom as Good as the Top" in **Apelpi Evaporated Apples,** simply because usually the top is very much better than the bottom. We pride ourselves on this particular brand, have built up a big demand for it on its quality alone—you can do the same thing.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON Distributers — **28 So. Front Street** Philadelphia, Pa.

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY

—9—

Boyer's, 2s	.82½
Acorn, 3s	1.05
Acorn, No. 2	.77½
Safe, No. 2	.60
hite Wax Beans—	
Acorn	.70
Champion	.65
Compass, No. 10, 1 doz	3.00
ked Beans—	
B. & M., No. 3	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.92½
Campbell's, No. 2, sauce	.92½
Oxford, No. 3	.90
Narragansett, No. 2, tomato sauce	.97½
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	45
Victory, No. 1, tomato sauce, 4 doz	.47½
Martin Wagner Co., No. 3, plain	.92½
Martin Wagner Co., No. 3, tomato sauce	1.00
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.50
Schimmel's, No. 2, sauce	.87½
Schimmel's, No. 2, plain	.82½
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz "	3.00
d Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Martin Wagner's Extra Quality	.80
Van Camp's, No. 2, 2 doz. per doz.	.82½
rn—	
Kornlet	1.65
Winoor, kernelled	1.40
Paris, fancy Maine	1.20
American Beauty, extra fancy, Shoe Peg	.95
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.85
Shoe Peg, Susquehanna	.85
Shoe Peg, Osborn's	.75
Mark, crushed	.77½
Rex, No. 2, Fancy Whole Grain	.72½
Vanity, No. 2, Whole Grain	.70
Royal Exchange, Whole Grain	.67½

—10—

Peas—	
French, very fine, 100 cans	15.75
French, fine, 100 cans	13.75
French, medium, 100 cans	12 00
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1.25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	1.02½
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.55
Beets—	
Red Jacket, No. 3, small	1.45
Silver Lake, fancy, No. 3	1 05
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.25
Shawnee, No. 3	1.27½
Farren's, No. 10	4.25
Sweet Potatoes—	
Plantation, No. 3	
Victory, No. 3, 2 doz	1.05
Pumpkin—	
Silver Lake, No. 3	.95
Catawba brand, extra fancy, N. Y. State, No. 3	.92½
Andrews & Co., No. 2	.55
Silver Lake, No. 10, 1 doz	2 45
Asparagus—	
Extra mammoth, No. 2½	4.50
Superior, large, No. 2½	4.10
Staple, medium, No. 2½	3.95
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3.60
Grand Island, medium	3.50
El Rio, medium, No. 2½, 2 doz	3.50

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2.65
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s,	2.40
Cherries—	
Extra quality, 2½s	3.40
Extra standard, 2½	3.40
Standard, 2½	3.00

—11—

Peaches—	
Extra standard, lemon clings, 2½s	
Extra standard, sliced lemon clings, 2½s	2.85
Tioga, extra standard	2.62½
Agate, standard	2.25
Extra standard, sliced lemon clings, 1 lb., 4 doz	
Prize Medal, lemon clings, No. 10, 1 doz	8.50
Plums—	
Extra standard egg	
Extra standard green gage	
Standard egg	
Standard gage	

DOMESTIC CANNED FRUIT.

Apples—	
Derby, No. 10, 1 doz	3.40
Pride of Shenandoah, No. 3, 2 doz	1.00
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	1.20
Jersey Duke, 2s	1.15
Blueberries—	
Loggies, No. 2	1.55
Loggies, No. 10	7.00
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Maryland Leader, yellow, No. 3	1.97½
Maryland Leader, white	1.92½
Gypsum, No. 3, pie	1.50
Pears—	
Matchless, extra fancy, No. 2	1.65
Fowling Creek, good, No. 3	1.25
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.75
Pride of Rochester, fancy, preserved, No 2	1.90
Rhubarb—	
Ayres, No. 10, 1 doz	3.00
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	2.00
Silver Lake, No. 10, 1 doz	
Defence, No. 2	2.25
Pine-apple—	
Phonograph, grated, No. 2	2.00
Phonograph, sliced, No. 2	1.95
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.00
General, E. & C., sliced, No. 2	1.85
Indian River, E. & C., No. 2	1.70
Terrapin, E. & C., sliced, No. 2	1.65
Wagner's, E. & C., No. 2	1.60
Orange Grove, E. & C., No. 2	1.50
Wallace, grated, No. 2	1.40
Singapore Chunks, No. 1½, 4 doz	1.17½
Wallace, E. & C., sliced, No. 2	1.30
Singapore, cubes, No. 1½, 4 doz	1.12½
Wagner's, No. 1, cocktail, 2 doz	1 00
P. & B., grated, No. 3	1.00
James, No. 3, pie, grated	.95
Singapore, cubes, No. 1, 4 doz	.80

—12—

The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.	
Tan Chop Hin, ¾-lb. chunks per doz.	.80
" 1 " " "	.87½
" 1½ " " "	1.17½
" 1¾ " sliced "	1.35
" 1¾ " grated "	1.35
" 2½ " whole "	1.85
Packed in their own juice:—	
1½-lb. chunks, extra heavy syrup...per doz.	1.45
1¾ " sliced "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	
Star, No. 1, 4 doz	
Lobster—	
B. & M., No. 1, flat, 4 doz	4.20
B. & M., No. ½, flat, 4 doz	2.20
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 doz	1.35
Star brand, No. ½, flat, 4 doz	2 25
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.35
Shrimps—	
Barataria Canning Co., new, No. 1, 2 doz	
Lopez & Dukate (Barataria), new, pickled, No. 1, 2 doz	1.20
Mackerel—	
Picker's, soused, No. 1, 4 doz	1.60
Pickert's, soused, No. 2, 2 doz	2 50
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.50
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.15
Boyer's, No. 2, 2 doz	2.07½
M. & B., No. 1, 2 doz	1.07½
Stewart's, No. 2, 2 doz	2.00
Stewart's, No. 1, 2 doz	1.00
Victory, No. 1 doz	1.05
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Salmon—	
Foust, Sockeye, 1 lb, flat	1.95
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.85
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.15
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Humes, Karluk, No. 1, tall, 4 doz	1.35

Ritter's Guaranty

In compliance with the rules and regulations for the enforcement of the Food and Drugs Act published by the Commission appointed for this purpose, we have filed a guaranty covering all our products with the Agricultural Department in Washington under the serial number 1017.

In the future all our products will be labeled in accordance with Regulation Nine as follows: *Guaranteed under the Food and Drugs Act, June 30, 1906, No. 1017.*

This guaranty is sufficient and covers every sale we make and no individual guaranties are necessary.

It has always been our aim to manufacture pure and wholesome food, to comply with existing laws and to protect all who buy our products, and we shall carry out this principle in the future.

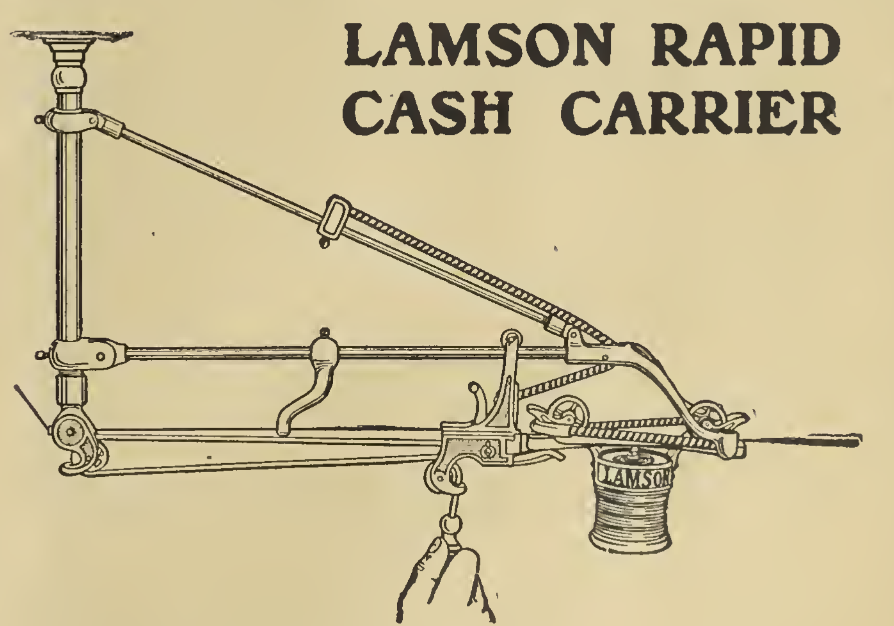
We hope to deserve your continued confidence and patronage.

Philip J. Ritter Conserve Co.

PHILADELPHIA, PA.

Fruit Butters — Preserved Fruits — Fruit Syrups
Cranberry Sauce — Catsup — Honey
Mince Meat — Chili Sauce — Mustard
Jellies — Salad Oil — Baked Beans
Jams — Crushed Fruits — Soups
Canned Fruits — Canned Vegetables

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.32½
White Raven, ½s	.95

Plain.

La Champagne, ½'s, key	25.00
" ¼'s, key	17.00
Lucullus, ¼'s	13.00
C. Morel, ¼'s	10.00

SARDINES—Boneless.

Le Marchand, ½'s	
La Champagne, ¼'s, key	
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	13.50
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8.25
Mustard—	
¼s, Irma, 100 cans	3.42½
¾s, Eureka, key, 100 cans	3.27½
¾s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3 00
¾s, Underwood's, 50 cans	3.95
¾s, Irma, 50 cans	3.45
¾s, Harbor, 48 cans, wrapped	3.40
¾s, Booth's, extra, in cartons, 50 cans	2.75
¾s, Continental, key, 48 cans	2.50
¾s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.67½
¼s, Continental, key, 100 cans	3.40
¼s, Le Baron, 100 cans	3.20
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30
Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.

	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.55
Fairbank's, with key, No. 1, 2 doz	1.25
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	7.60
" with key, No. 14, ½ doz	16.50
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Dried Beef.

No. 1, 2 doz	1.85
No. ½, 2 doz	1.05
Glass, No. ½, 2 doz	1.35
Glass, No. 1, 2 doz	2.35
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.72½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.55

—14—

Acme Sliced Smoked Beef.

	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz.	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.25
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.22½
Armour's, No. 2, 1 doz	2.25
Libby's, No. 1, 2 doz	1.35
Libby's, No. 2, 1 doz	2.35
Kingan's, No. 1, 2 doz	1.15
Kingan's, No. 2, 1 doz	2.15

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.45
Libby's, No. ½, 4 doz	.80

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—

	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—

	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2 25
Tongue	1.25	2 25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted 1 lb., 4 doz	.85
Campbell's Assort., No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONERY

Croft & Allen Co.—		Per lb
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.12
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co., Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	4
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate ... per jug	.85

HERE IS YOUR QUESTION ANSWERED

Why put in **Croft's Swiss Milk Cocoa** when you are selling five brands now? Well, because it is different from the rest, for one reason. It is the only cocoa packed in glass. It stands alone, and you know how novelty helps a thing to sell. The grocer who infuses a little novelty into his business is the grocer who succeeds.

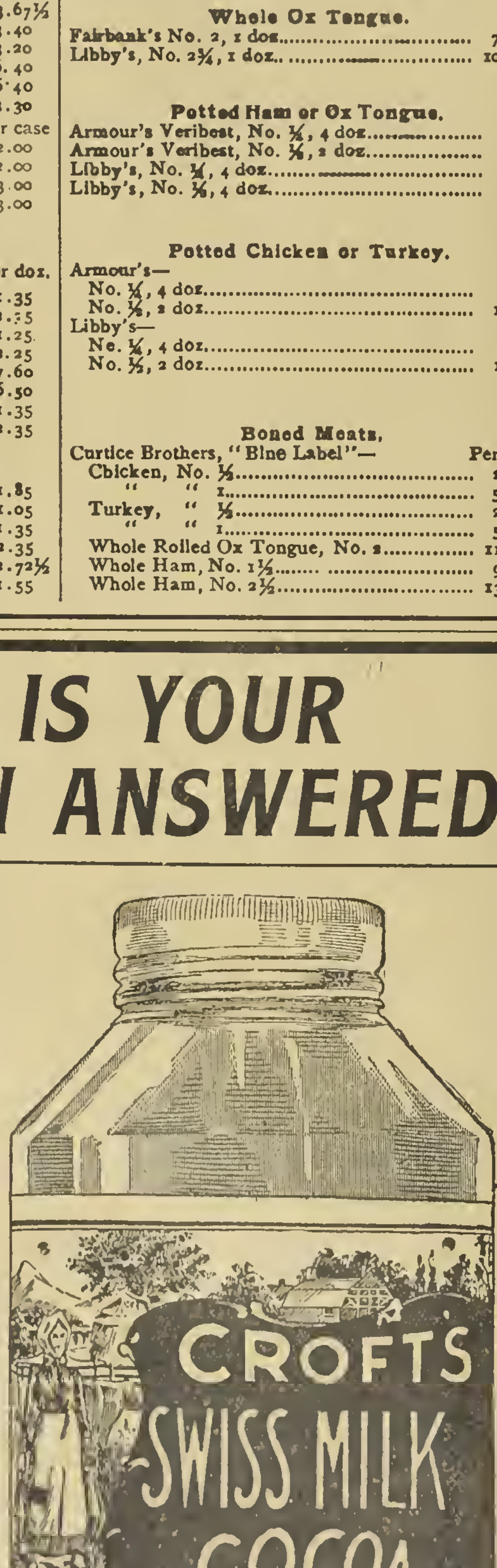
Another thing, **Croft's Swiss Milk Cocoa** is better than the rest. That isn't a bluff, honestly. We take out of our cocoa, in the making, a substance which other manufacturers allow in, greatly to the injury of the flavor of their goods.

Now do you know why you should sell it?

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes



CROFT & ALLEN CO. *Philadelphia* PENNSYLVANIA

It Collects The Accounts For You

Merchants who use the McCASKEY ACCOUNT REGISTER say it is the GREATEST COLLECTOR ever invented.

ARE YOU LOOKING for some way of taking care of your accounts that will

CUT OUT the LABOR and EXPENSE?

Reduce the Chances for Error?

Stop Goods going out of your store UNCHARGED?

Give you COMPLETE INFORMATION about your Business?

Draw NEW TRADE to your store?

PLEASE your CUSTOMERS and COLLECT YOUR ACCOUNTS?

If so, you should investigate the McCASKEY ACCOUNT REGISTER SYSTEM.

A FREE 64-page Catalog for the asking.

THE McCASKEY REGISTER CO., 30 Rush St., Alliance, Ohio

Manufacturers of the Famous Multiplex Duplicating and Triplicating Pads; also End Carbon, Side Carbon and Folded Pads.

New York Office: 140 West Forty-second St., G. M. Orton, Mgr.

New Jersey Office, 15 Clinton St., Newark.

C. T. Baxter, Dist. Mgr. for Maryland, Delaware and Eastern Penna. Office at 406 Central Trust Bldg., Cor. Market and 4th Streets, Philadelphia, Pa.

J. D. Lasley, Dist. Mgr. for Virginia, North and South Carolina and District of Columbia. Office at Room 15, Central Nat'l Bank Bldg., 7th Street and Pennsylvania Avenue, Washington, D. C.

AGENCIES IN ALL PRINCIPAL CITIES

—17—

KETCHUP.

rtice's "Blue Label" Tomato Ketchup:—	Per Case.
Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

alter Baker & Co's:—	Per lb.
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.32
German, sweet, 6 to 12 lbs	.24
Auto, sweet, 6 lbs	.32
Cocoa, ¼-lb. cans, 12 lbs. in box	.40
Cocoa, ½-lb. tins, 12 lbs	.40
. H. Baker s:—	
Best Cocoa, ½-lb. size ... per lb.	.37
" ⅕-lb. " ... "	.38
Premium Chocolate, ½s, 12 lbs	.34
" ¼s, 12 lbs	.34
Best Sweet Chocolate, ¼s	.21
Best Sweet Chocolate, 1-5s	.21
Vanilla Sweet Chocolate, ⅙s	.29
ershey's—	
Milk, ⅙s, 6 lb ... per box	1.55
ocoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.43
" " ¼s, 6 lb	.45

nsdorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1½-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

nsdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36
ooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box ... per doz.	1.88
½-lb. tins, 2 doz. in box ... "	3.50
1-lb. tins, 1 doz. in box ... "	6.50
5-lb. tins, 1 doz. in case ... per lb.	.52
10-lb. bags, 1 doz. in case ... "	.50

—18—

Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes ... per lb.	.38
" ½-lb. tins, 6-lb. boxes ... per lb.	.37
Wilbur's Chocolate—	
Premium, ⅛s, 12-lb ... per lb.	.35
Sweet Clover, ⅙s, 6-lb ... per box.	1.65

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ½s	.36
Cocoa, labeled, ⅕s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30
Ideal Chocolate and Cocoa Co.:—	
Ideal Cocoa, ½-lb. size ... per lb.	.40
" " ⅕-lb. " ... "	.41
" Baking Chocolate, ½-lb size ... "	.27
" " " ¼-lb. " ... "	.29
" Milk Chocolate, 6-lb. box ... per box	1.65
" Vanilla, Sweet, 6-lb. " ... "	1.65
Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.38
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.38
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.38
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.38
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box ... per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.42
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.42
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.42

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.42
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.42
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.42
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.42
Diamond Chocolate, sweet, ¼-lb. pkgs.	
6-lb. boxes, 12 boxes in case ... per lb.	.27
12 " " 6 " " ... "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Peter's Milk Chocolate:—	
No. 61—½ lb. size, croquettes ... per lb.	.48
No. 62—¼ lb. " " "	.48
No. 63—½ lb. " flat packets ... "	.48
No. 64—¼ lb. " " " "	.48
No. 93—⅛ lb. " " " "	.48
No. 66—⅙ lb. " " " "	.50
No. 67—1/16 lb. " " " "	.50
No. 68—1/80 lb. " " " "	.50
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ⅛s, 2 doz. in box	1.95
" " ¼s, 6 lb. "	.39
" " ½s, 6 lb. "	.38
" " 1s, 12 lb. "	.37
" " 5 lb., 6 cans in box	.37
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Superior Sweet, 6 lb. "	...
" Premium, ¼s, 12 lb. "	...
" " ½s, 12 lb. "	...
Hawley & Hoop's Breakfast Cocoa—	
A No. 1, ½-lb. tins, 12 in box	.34½
" ¼-lb. " 24 "	.35½
Cocoa Shells, cleaned, bags ... per lb.	.01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes ... per lb.	.30
½-lb. " " 24-lb. " ... "	.29
Special 10-c. packages, 30 to box ... per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ⅓-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ⅓-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ⅕-lb. " 6-lb. "	.31½
" ⅕-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ⅛s, 6-lb. boxes	.26½
" ⅛s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes ... per box,	1.35
" 3-c., 72 " ... "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

—20—

Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	4.30
Defiance, 4 doz	4.30
Magnolia, 4 doz	4.80
Rose, 4 doz	4.65
Dime, 4 doz	3.90
Winner, 4 doz	4.65
Baby, 1 doz., glass	1.90
Red Cross	4.60
Peninsular	4.60
Dr. Hand's, 2 doz	3.10
Leader	4.30
Banner, 4 doz	4.50
Star, 4 doz	4.45

EVAPORATED MILK.

Peerless, family size, 4 doz	3 70
Peerless, 5c. size, 4 doz	2 20
Yacht, family	3.50
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	3 95
Silver Cow, 5c. size ... 6 doz.	3.25
Pet, 10-c. size, 4 doz ... per case	3. 30
Pet, 5-c. size, 6 doz ... per case	2.80
Van Camps, 6 doz., small	2.85
Van Camps, 4 doz., family	3.55
Van Camps, 4 doz., large	4.00

HIRES CONDENSED MILK AND CREAM

	Per case.
Hires Condensed Milk	5.60
Queen	4.60
Blue Ribbon	4.35
Premium	4.35
Silver	4.75

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	4.25
Five cases or more	4.20
Twenty-five cases or more	4.15
Fifty cases or more	4.10

Do You Want to Make $300 More Every Year?

It is a mighty nice thing to be able to increase your profits by such a tidy sum as $300 a year on an investment of less than $20, but that is what you can do if you will put in an **Acme Peanut Roaster** (equipped for kerosene, gas or gasoline), the simplest and cheapest automatic roaster made. Anybody can operate it. There is nothing to get out of order and little or no expense in running it.

Give your customers a chance to buy freshly roasted peanuts and you will make from $1 to $3 a day. We would like to tell you more about it.

ATSATT BROS.

24 Pearl St. MATTAPOISETT, MASS.

BLOOKER'S COCOA

IS A LUXURY TO THE PALATE
A NECESSITY TO THE STOMACH
AN ECONOMY TO THE POCKET

ALL GROCERS SHOULD HAVE IT

American Depot, 46 Hudson St., New York

In stock by H. KELLOGG & SONS, 19 South Front Street, Philadelphia, Penna.

Anker's **Bouillon Capsules**

SEE THEM MELT!

Put a package of these on your counter, with a little card telling what they're are good for, and they'll melt away like snow. ANKER'S BOUILLON CAPSULES make bouillon, soup or beef tea, and everybody likes one of the three, especially when they're so delicious as they are. Ten capsules in a box—drop one in hot water. Good goods and a good profit.

ROYAL SPECIALTY CO., Sole Manufacturers 92 READE STREET NEW YORK

They're Tired of the Imitations

Don't you think your trade are about tired of the rainbow-hued imitation gelatine that desire for novelty has given some vogue during the last few years?

Don't you think they'd like some real gelatine—the pure, fresh, old-fashioned gelatine made of fine calves' stock, clear spring water and nothing else.

You'd probably be surprised at the eager welcome **Chalmers' Gelatine** would get from your customers. Try it. Granulated or shredded.

JAMES CHALMERS' SONS, Williamsville, N. Y.

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ¼s	.26
" ½s	.28
" ¼s and ½s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs	.11
" " in boxes, 25 lbs	.10½
" " in barrels, 140 lbs	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs	.10
Bakers', Macaroon, barrels, 140 lbs	.10¼
" Slice, " 120 lbs	.10½
" Strip, " 120 lbs	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	.09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

—22—

Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
Saltines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07
Package Goods—		Per doz.
Animals		.50
Butter Thin		1.00
Gingerettes		1.00
Gold Medal Soda (small)		.50
" " (large)		.90
Graham Wafers		1.00
Ivinettes		1.00
Milk Lunch		1.00
Our Ginger Snaps		.50
Pink Tea		1.00
Sugar Snaps		.50
Saltona Biscuit		1.00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN
WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish p. dz.	1.75

—23—

Wein Senf, in bbls...per gal.	
" 1 gallon stone jars...per jar	.75
" 5 gallon kegs...per keg	2.50
Prepared Mustard, in bbls...per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case...per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
...loaf,	.26½
Sap Sago, 3 to a lb...cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs...loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
in tin...per lb.	.26
" 1-lb. tins...per case	3.25
Camembert, in wood boxes...per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz	1.45
Parmesan, grated, ready for use, large bottles, per doz	
Parmesan, grated, ready for use, small bottles, per doz	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1...loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each...per lb.	.19
Limburger Cheese, No. 1...box, 18; ½ box, 18; less	.19
Muenster Cheese...per lb.	.19
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box...per box	3.00
" (Gem size), 6 in box "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case...per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size, per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.25
Neufchatel (Cow brand), 25 in box...per box	1.10
Neufchatel, Mohawk Brand	.80
Mohigan Brand	1.05
International Cream	1.10
Star Cream, or Phila., 12 " ... "	2.30
Miniature Cream, or Phila. 12 " ... "	1.15
Hand Cheese, 8 doz "	1.45
" 4 " "	.75
" 4 " Thuringer "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box "	1.25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages...per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight)...per lb.	.48
Wiener Wurstel, 16 in tin...per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervelat Sausage (Rolff's)...per lb.	.48
Imported Frankfurters...per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size...per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short...per lb.	.24
" " long "	
" Mortadella, Dry...per lb.	.25
" Knackwurst, 25 in box, per box, $4.75...per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .21½; less	.23
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.22
" Cervelat, Crescent, 50 and 100-lb. boxes, .16½; less	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23½; less	.24
" Salami (E), 50 and 100-lb. boxes, .21; less	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.21
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less	.18
" Tongue Sausage...per lb.	.18
" Smoked Braunschweiger Liver Sausage...per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz	.90
" Petit Delicatess Frankfurters, with Sauer Kraut...per doz.	.90
" Lebanon Beef Bologna...per lb.	.16
" Paprika Speck "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen...per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz	4.75
" (Derby Brand), quart glass jars per doz	5.75
" (Derby Brand), 10-oz. jars, per doz	2.50
Calves' Head, in round tins...per doz.	1.65
Pickled Meats, in glass "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

SOLVING HAM PROBLEMS

All of the problems of your ham department are solved by selling PREMIUM HAMS — the same yesterday, to-day and forever. We can and do control our raw material, and so PREMIUM HAMS steadily maintain the same perfect quality.

And the advertising we do for them brings a steady stream of trade to the grocers' door.

Swift & Company, U. S. A.

Do You Know What Ramly Stands For?

We'll tell you—the finest Turkish cigarette ever made to sell for 10 cents. It is the one that is so widely imitated by our competitors.

If you want particular smokers to come to *you*, put the **Ramly** in stock.

MENTOR CIGARETTE CO.
404 Atlantic Avenue - - BOSTON, MASS.
Philadelphia Representative:—ARTHUR HAGAN & Co., 151 N. Third St.

$3.00 FROM $1.50

James T. Shinn's **Liquid Rennet** has been on the market so long that it seems hardly necessary to speak of its quality; most people know it as the finest, cleanest rennet made.

Not all grocers know that they can double their money on this specialty, however—an unusual chance with an article so high-grade.

Costs $1.50 per dozen, brings back $3.00.

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

—25—

Beef Salad, in glass......per doz. 1.00
" " in pint jars, glass...... "
" " in quart jars, glass...... "
Lamb tongues, in glass...... " 1.60

HOLLAND AND SCOTLAND HERRINGS.

Kegs or Pails.
Holland Herring, mixed, "Y. M." ⅛ bbl. 5.50 60–75
" milkers, " ⅛ bbl. 6.50 75–85
" mixed, Standard, bbl. ⅛ bbl...... 5.50–6.50
Holland Herring, milkers, Standard, bbl. ⅛ bbl......
Scotland Herring, mixed, large fulls, bbl. ⅛ bbl. 8.00......
" milkers, large fulls, bbl. ⅛ bbl. 8.00......
Marinirte Herring, Imported, about 40 in pail. 1.25
Roll Herring, Imported, about 25 in pail...... 1.00
Spiced Herring, Imported, about 40 in pail. 1.00
Norway Stockfish, dry......per lb. 15
Matjes Herring......per pail

BISMARCK HERRING.

Pint size, round tins, with key......per tin .20
Quart " " " ...... " .35
2 Qt. " " " ...... " .55
4 Qt. " " " ...... " 1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .40
English Sprats, 36 bunches per box......
Kruger's Roll- and Brat-Haring, oval tins, per doz...... 2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)......per keg .75
" 5-lb. pails......per pail .55
" 10-lb. pails...... " 1.05
Cut Spiced Sardines, per 10-lb. pail.... " .75
" " 5-gal. keg......per keg 2.75
Russian Sardines, in glass jars......per doz. 2.25

NORWAY ANCHOVIES.

Original Package......per ½ bbl. 5.50
Repacked in 5-lb. pail......per pail .60
" in 10-lb. pail...... " 1.10
" in 5-gal. kegs......per keg 2.75
" in ½-lb. flat tins......per doz. .95
" in ½-lb. tall tins...... " 1.50
" in 1-lb. tall tins...... " 2.00
Fancy Kegs—1|1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg...... .20

SALT SARDELLEN.

Original Package, 1902......per anker 16.00
Repacked—kegs, about 8 lbs......per keg 3.25
" pint jars......per doz. 6.00
" large tumblers...... " 2.25
" small tumblers...... " 1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz 19 50 ½ kilo Cans, per dz. 19.50
½ " " 10.50 ¼ " " 10.50
¼ " " 5.50 ⅛ " " 5.50
⅛ " " 2.75 1/16 " " 2.75

GERMAN DILL PICKLES.

Regular Size.
60 gal. cask—about 2000......per cask
50 " bbl.— " 1200......per bbl.
15 " keg— " 500......per 100
10 " keg— " 300...... " 1.00
5 " keg— " 150...... "
10 lb. pail— " 50...... "

DOMESTIC SOURKROUT

Long Cut.
60-gal. cask......per cask
48 gal. bbl. ......per bbl. 6.50
10 " keg......per keg, 2.40
5 " " ...... " 1.25
10 lb. pail...... per pail,

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)......per lb. .18
Spitzkngeln...... " .25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg...per bundle .30
Basler Lebkuchen, No. 1, 6 " ... " .50
" " No. 2, 6 " ... " .75
" " No. 3, 6 " ... " 1.00
Amandines, 9-lb. tins......per tin 5.25
" small tins...... " .55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg...... 4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb, bags, per bag...... 2.50
Green Kern......per lb. .09½
Potato Flour...... " .07
German Dried Pears...... " .14
Dried Mushrooms...... " .60–.80
Juniper Berries...... " .08
St. John's Bread...... " .05
Bay Leaves...... " .06–.08

COTTOLENE.

30 2-lb. tins......per case 6.50
15 4-lb. " ...... " 6.50
6 10-lb. " ...... " 6.50
Freight prepaid on two-case lots.

—27—

EGGS.

Per Doz.
Nearby, candled and selected, 30-doz. crates... .33
Western......23– 32

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs. .15½
New York, Full Cream, new, 1st's, 40-lb. bxs. .15
Picnic, Full Cream, new, fancy, 20-lb. bxs...... .16

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb...... .27
Anchovies, in oil, ½ bottles...... 4.50
" " ¼ " 3.25
Anchovy Paste, fancy, per doz...... 4.75
" plain, per doz...... 3.75
Bouillon, Burnham, pints, 2 doz. in case...... 3.75
" " ½ pints, 2 doz. in case.... 2.00
Capers, Nonpareil, ½ gallon kegs...... 1.50
" " Quart, glass......per doz. 7.00
" " bottled, ½ size... .per doz. 2.35
" " " ½ " ..... " 1.90
" " " ¼ " ..... " 1.15
Canton Ginger, large pots, cases 6 jars, per case 4.65
" med. " " 12 " " 5.00
" small " " 24 " " 4.75
Cherries in Maraschino, in glass, 1-doz. case... 7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz. .90
" " 3 lb., 2 dz. case " 2.20
Currie Powder, pints, per doz...... 3.50
" 4 oz., " 2.25
" 2 oz., " 1.50
Russian Caviar, ⅛'s...... 2.85
" ¼'s...... 5.50
" ½'s...... 10.50
" 1's...... 20.00
French Peas, Extra Fins, per case...... 18.00
" Fins, per case...... 16.00
" Moyen's, per case...... 13.00
Kippered Herring, 6 doz. in case......per doz. 1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case... 12.00
Huntley & Palmer's Petit Beurre Biscuit, lb... .19
" " Dinner Biscuits, per lb... .29
" " Breakfast Biscuits, per lb. .32
(Packed 7 lbs. and 5 lbs. in a can.)
Red Pepper, Ring, pints, per doz...... 1.25
" " ½ pints, per doz...... .60
Salt, in 4-doz. stone jars...... 1.75
Morris' Extract of Beef, 4 oz., per doz...... 6.50
" " " 2 oz., " 3.55
Armour's Beef Extract, 2 oz., " 4.45
" " " 4 oz., " 8.20
Anker's Extract of Beef, 120 vials...... 4.00
" " " 4 oz......per doz. 4.00
" " " 8 oz...... " 7.25
" " " 16 oz...... " 13.50
Theodore Marquet Mushrooms:—
First Choice...... 28.00
Choice, 100 tins per case...... 26.00
Extra, " " ......
Hotel, " " 24.00

—28—

Truffles, 1/16......per tin, .30
" ⅛...... " .55
" ¼...... " 1.15
" ½...... " 2.25
Shrimps, Pickled, small size...... 1.00
Dunbar's Shrimps, 2 doz., per doz...... 2.25
" Figs in Cordial, 1 doz., per doz...... 5.00
Bishop's Figs in Cordial, 1 doz., per doz...... 6.50
Crystallized Ginger, 1-lb. tins, per doz...... 4.00
" " ½-lb. " " 2.25
Rose's Lime Juice, per doz...... 3.60
Victor Rose Water, per doz...... 2.25
" Peach Water, per doz...... 2.25
Pitted Olives, per doz...... 5.25

FLOUR.

Per Bbl
King Midas...... 6.80
Gold Medal...... 6.45
Millbourne...... 6.25
On Top...... 6.70
Ceresota...... 6 50
Pillsbury's Best...... 6.35
Taylor's Fancy...... 5.75
Semper Idem...... 5.00
Pride of the West...... 5.45
Sunbeam...... 5.35
Quaker City...... 6.25

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages...... 2.85
Franklin Pancake, 30 2s...... 3.65
Uncle Jerry's Pancake, 40 packages...... 2.85
Hecker's Buckwheat, 32 packages.....per case 4.10
Hecker's Buckwheat, 16 packages.....per case 4.60
Hecker's Flapjack Flour, 24 packages...... 1.90
Log Cabin Pan Cake Flour, 36 2s...... 3.25
Ralston's Purina Pancake Flour, 36 2s...... 3.00

HONEY.

Domestic, barrels......per gal. .69
Selser's, lunch bottles, 2 doz......per doz. .95
Selser's, medium bottles, 2 doz......per doz. 1.35
Schimmel's, 10- oz. bottles, 2 doz. in case...... 1.45
" 6- oz. " " " ...... .90

Bell's Seasoning
Always Found Upon Your Mother's Pantry Shelf

A NICE TURKEY DRESSING.—Toast 7 or 8 slices of white bread. Place in a deep dish adding butter the size of an egg. Cover with hot water to melt butter and make bread right consistency. **Add one even tablespoon of Bell's Seasoning** and 1 even teaspoon salt. When well mixed, stir in 1 or 2 raw eggs. **For goose or duck add one raw onion chopped fine.**

(From Bell's Receipts. Ask your Grocer.)

Sausages Flavored with Bell's Sausage Seasoning Are Delicious.

Everybody wants seasoning, and everybody will buy the seasoning that will make poultry and meats taste their best.

Bell's Seasoning is as far ahead of other prepared seasonings as it is of home-made seasoning. It makes every dish a delight to the palate, while it saves work and prevents many a failure.

The above advertisement tells some of its uses. You can sell it. Most Philadelphia jobbers handle it.

The WILLIAM G. BELL COMPANY
Sole Proprietors
50 Commercial Street, Boston, Mass.
WILLIAM H. SUTTER, Manufacturers' Agent, 5 SOUTH FRONT ST., PHILADELPHIA, PA.

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

—29—

FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, wbite, 100 lbs	2.25
" yellow, granulated, 100 lbs	2.25
" " table, 100 lbs	2.20
Western yellow, 100 lbs	1.85
Mother's, 36 packs	
Quaker, 36 packages	
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.25
Beans—	
California Lima ... per lb.	.06¼
Marrows, Fancy N. Y. State, grain bags ... bush	2.40
Marrows, Extra Choice, N. Y. State, grain bags ... bush.	2.30
Medium, Fancy N. Y. State, grain bags, bu.	2.45
Pea, fancy, N. Y. State, grain bags, bushel	2.40
Pea, fancy, Michigan, grain bags ... bushel	2.40
Red Kidneys ... "	2.60
Peas—	
Green ... per bushel	1 95
Scotch ... "	2.25
Split, yellow ... "	2.10
" green ... "	
Lentils—	
110-lb. bags ... per lb.	.08
Less quantity ... "	.08½
Shaker Corn—	
Fancy, barrels ... per lb.	
Less quantity ... "	
Hominy—	
Lea's Breakfast, 10 pkgs ... case	1.75
Lea's Pearl, 100 lbs ... per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	
Western Pearl, 100 lb. bags	1.85
Western Grits, 100 lb. bags	1 90
Barley—	
OO	.07
No. 3, 100-lb. bags	4.00
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl	8.15
" " kegs 100 lbs., per keg	4.22½
Oaten Goods, in cases—	Per case
Avena, 18 packages	
Banner Oats, 20 packages	4.15
Friends' Oats, 36 packages	3.00

—30—

Mother's, 18 packages	1.57½
Quaker, 18 small size	1.55
Quaker, 10 large size	2.20
Rolled Oats—	
Avena, per bbl., 180 lbs	7.20
Avena, per keg, 90 lbs	3.60
Standard, 180-lb. bbls	7.00
" 90-lb. bags	3 50
Sago—	
Fine, bags about 160 lbs	.05½
50-lb. lots	.06
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs ... per lb.	.06
" " less quantity ... "	.06½
" Pearl, 150 lbs ... "	.04¾
" " less quantity ... "	.05¼

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs ... case	3.05
Purina Cream Graham ... per bbl.	
Ralston Barley Food, 24 2's ... per case,	3.85
Purina Health Food 36 2's, Cartons "	4.50
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour, 20 5's ... per case	4.20
Egg-O-See, 36 packages	2.85
Egg-O-See Corn Flakes, 36 packages	2.85
Cook's Malto Rice, 36 2-lb. packages	4.25
Force Food, 36 packages	4.10
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.55
Wheatena, 36 Packs	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.80
Presto, 36 packages	3 35
Quaker Puffed Rice, 36 packages	2 70
Quaker Wheat Berries, 36 packages	2.75
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.85
Zest, 36 packages, 10 cent size	2.40
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3 90

—31—

HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs	4.75
Cases, 3 doz. pkgs	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling ... per doz	1.07½
" Acidulated ... "	1.07½
Cox's, large ... "	1.57½
" small ... "	.95
Plymouth Rock, Pink or White ... "	1.20
Nelson's ... per doz.	1.35
" small ... "	.95
Bromangelon, assorted 3 doz ... "	.87½
Fruit Puddine, 2 doz., asst. flavors ... "	.80
Jell-O, assorted flavors, 2 doz ... "	.87½
Jell-O Ice Cream Powder, 2 doz ... "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.90
Trypbosa ... per doz.	.92½
Imperial Wine Jelly ... per doz.	.95
" " ... per gross	11.00
Gelatine, McKinley's ... per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs ... per case	2.70
Kusto, 60 5-cent packs ... per case	2.00
Puddine, assorted, 2 doz ... per case	1.60
D-Zerta Jelly, assorted, 2 doz ... per doz.	.90

—32—

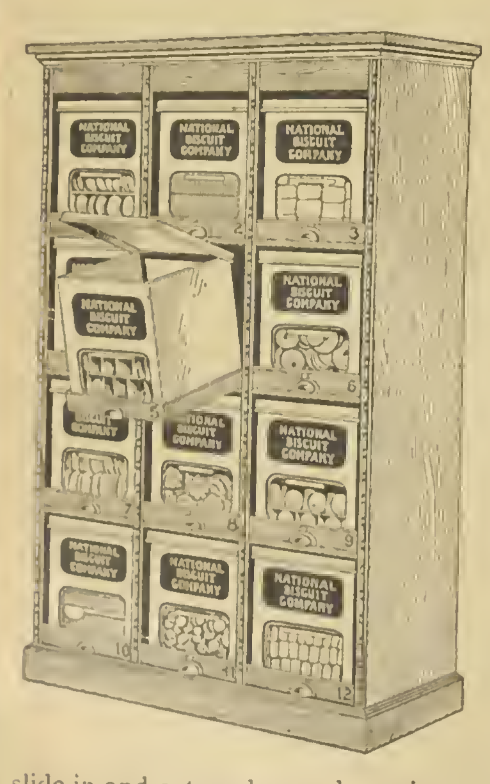
MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05½
" Elbows, " "	.05½
" Marcaroni, long, "	.05½
" " square "	.06¼
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05¼
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.91
Spice Drops, in baskets, 20 lbs	1.64
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle ... per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2 ... per doz.	9.00
" " " 3 ... "	6.50
" " " 4 ... "	4.50

How to Make Your Cake Trade Pay



The easiest, cheapest and simplest way to make your cake trade pay a decent profit is to put in a DURHAM DISPLAY CAKE CABINET.

This cabinet is the most useful store fixture ever introduced to the trade. It prevents your most serious losses—those caused by sampling and breakage.

The saving on these items alone will soon pay for the cabinet.

It is made of highly polished oak, in sizes to hold 12, 16, 20 and 24 cans of standard size. It is light in weight and so arranged that the cans rest upon elevated roller trays, easy to slide in and out, and as each can is numbered you save time and labor in taking and filling orders.

Send for full particulars and prices.

Durham Display Fixture Co.
RICHMOND, VA

HOW TO SEASON POULTRY

Cool weather brings the demand for poultry, and the demand for poultry brings the necessity of seasoning it with something. Will it be with home-made seasoning—a few herbs and spices thrown in and mixed at random, never twice alike, or will you sell our **Spiced Poultry Seasoning**?

Spiced Poultry Seasoning is composed of garden herbs and spices, blended always the same, in precisely the proportions needed to produce the acme of savoriness. It is safe to say that home-made seasoning can never be half as good as **Spiced Poultry Seasoning.** Just tell your customers this.

FOUNDED 1815

STICKNEY & POOR SPICE COMPANY
BOSTON, MASS.

—33—

obacco Cutters	1.50
larm Money Drawers	1.50
ag and Twine Holder	1.00
arrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
eef Cutters	6.00
ung Borers, Enterprise No. 2, 1½ to 2 in	1.60
an Openers, "Never Slip"...per doz.	.90
opper's Can Opener...per gross	13.80
heese Cutters	8.00
offee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
ruit Augers, 2 prong	1.50
easuring Faucets	2.00

hiladelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

herer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from
ese prices, f. o. b., Ilion, N. Y.

cales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" Butchers', without weights, No. 0
" " " " 1
" " " " 2
" " " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins. 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...	36.00	18.60	9 50	2.05	1.69
Ex. Norway, No. 3...	28.00	14.60	7.50	1.65	1 37
Ex. Norway, No. 4...	25.00	13.10	6.6,	1.50	1.25
Ex. Bloaters, xxx...	42.00	21.60	10.95	2.35	2.13
Ex. Shore, No. 1...					
Fancy No. 1,...	40.00	20.60	10.45	2.25	1 95
Large, No. 1...					
Med. Shore, No. 1 ...	29.00	15 10	7.75	1.70	1.41
Large Irish, No. 2...	25.00	13.10	6.05	1.50	1.25
Extra Irish, No. 2...	24.50	12.85	6.58	1.48	1.23
Medium Irish, No. 2..	23.50	12.35	6.33	1.43	1.19
Small Irish, No. 2...	22.50	11.85	6.08	1.38	1.15
Irish, No. 3...					
Large, No. 3...	20.00	10.60	5 50	1.25	1.05
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...	6.50	3.85			
Ocean Whitefish...	6.00	3.60			
Salmon, Halifax...					
Shad, No. 1, Mess...	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess...					
Haddock, Pickled...					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06½
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
White Rose, 1 lb. cakes, 24 lbs	.c8½
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

—35—

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	
Hake	

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.18
Small Extra Scaled Herring...per box	.18
Boneless Herring, fancy 10 lb. boxes, per lb.	
Smoked Salmon, whole fish...per lb.	.27
New Cromarty Bloaters, 50s...per box	1.15
" " 100s... "	2 20

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	
Fancy N. Y. State, 48 1 lb	
Choice N. Y. State, 50-lb. boxes	.10¼
Apricots—	
Fancy Royals, 25 lbs	.27
Extra Choice Royals, 25 lbs	.22¼
Choice Royals, 50 lbs	.19½
Cherries—	
California, unpitted, 25 lbs	.17
California, pitted, 25 lbs	.30
Currants—	
Gold Medal, recleaned, 36 1s	.08½
Gold Medal, loose, 25 lbs	.08¼
Private Growth, extra, cleaned, 36 lbs	.08½
" cleaned, 30 lbs. bulk	.08¼
Nectarines—	
White, 25 lbs...per lb.	
Peaches—	
Extra Fancy Muirs, 50 lbs	.15
Fancy Muirs, 25 lbs	.14½
Fancy Yellows, 50 lbs	.14
Extra Choice Yellows, 25 lbs	.13½
Extra Choice Muirs, 50 lbs	.14
Choice Muirs, 25 lbs	.13
Choice Yellows, 25 lbs	.12⅝
Pears—	
Fancy California, Bartlett, 25 lb	

—36—

PRUNES. Boxes.	New Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs...				
30– 40, 25 " ...	.10½	.09⅞		
40– 50, 25 " ...	.09½	.08¾		
40– 50, 50 " ...				
50– 60, 25 " ...	.08½	.08		
50– 60, 50 " ...	.08¼			
60– 70, 25 " ...	.08	.07¾		
60– 70, 50 " ...	.07¾			
70– 80, 25 " ...				
70– 80, 50 " ...	.07			
80– 90, 50 " ...	.06½	.05¾		
90–100, 25 " ...		.05		
90–100, 50 " ...	.06	.05¾		
100–120, 50 " ...		.04		

25–30, 25 lbs., Red Star, fancy, Silver	.11½
Ensign, fancy, pitted, 50 1s	.09
Raisins—	
Muscatels, 4 crown, 50 lb	.08⅝
" 3 " 50 lb	.08⅛
" 2 " 50 lb	.07⅝
Cal. Thompson Seedless, 50 lbs	.08½
Cal. Cleaned Sultanas, 50 lbs	.09½
Cal. Sultanas, 50 lbs	.08¼
Seedless Muscatels, 50 lbs	
Raisins, Seeded—	
Admiral, fancy, 40 1s	.10¾
Newburgh, fancy, 35 1s	.12½
Green Cord, choice, 36 1s	.12
Citron, 10 lbs	.18
" 25 lbs	.17¾
Lemon Peel, 10 lbs	.12¾
" 25 lbs	
Orange Peel, 10 lb	12¾
" 25 lb	

CEREAL COFFEE.

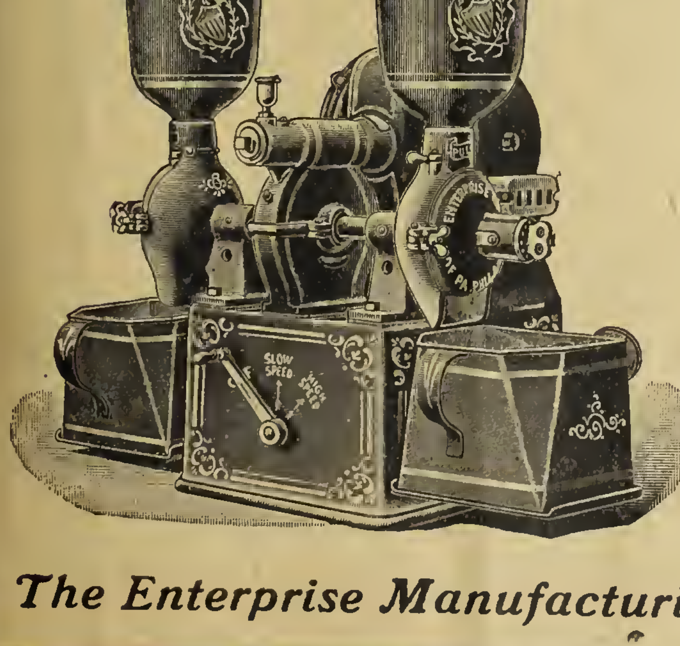
Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb... per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.72½
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.90

Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An

"Enterprise" *Electrically Driven* Coffee Mill



will save your clerks' time, your customers' time, and advertise your store. Write for catalogue describing our various Electric Mills, with capacities for granulating from four ounces to nine pounds of coffee per minute.

The illustration shows our double mill No. 08712, with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee per minute. Fitted with ¾ H. P. motor for direct current, or with ½ H. P. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

The Enterprise Manufacturing Co. of Pa. = = Philadelphia, U. S. A.

—27—

INK.

Arnold's, black, 3032.....per bottle	.48
Continental, red, 1 doz.....	.30
" black, 3 doz.....	.25
Royal, black, 3 doz.....	.25
Stafford, Commercial, 3032.....per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top.....	3.90	4.10	4.80
Acme, Victor Top.....	3.60	4.20	4.80
Pure Flint, Luster Top.....	3.00	3.60	4.20
Crystal, Crimp Top.....	2.10	2.70	3.30
No. 0, Tubular Lantern Globes.....		5 doz.	2.75
Cold Blast.....		4½ doz.	3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain.....per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners.....	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass.....	per doz	2.25
1- " Galvanized.....	"	2.10
5- " Lenox, Spout.....	"	5.00
5- " " Spigot.....	"	5.50
5- " Columbia.....	"	7.00
5- " Banner.....	"	8.00
5- " Climax, Pump.....	"	10.00
5- " Home Rule, Pump.....	"	12.00
Lanterns—		
No. 0, Standard.....	per doz.	4.75
No. 0. Dash.....	"	7.80
Cold Blast.....	"	8.00

LIME.

Prepared, 2 doz. in case.....per doz.	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.....per lb.	.05¼
" " 25 lb. boxes, ½ lb..... "	.06¼
Acme, 1 lb., sifting, 25-lb. boxes..... "	.05½

LYE AND POTASH.

Banner, 4 doz.....	per case	3.25
Babbitt's Potash, 4 doz.....	"	3.30
Lewis'.....	"	3.25
Red Seal, 2 doz.....	"	1.87½
" 4 doz.....	"	3.65
Popular, 4 doz.....	"	1.45

MATCHES.

	Per gro
Swift & Courtney's, 200's, 1-gross case.....	1.75-1.90
" 400's, 1 "	3.50-3.70
" 500's, 1 "	3.75-4.00
Blue Hen, 200's, 1 "	1.50-1.60
" 500's, 1 "	4.00-4.25

—28—

	Per Gross.
Vulcan Parlor, 65's.....	.41
" 100's, 5-gross in case.....	.90
" 500's.....	3.95
Vulcan Safety, 65s, No. 37.....	.55
" 65s, No. 2.....	.45
Columbia Safety, No. 2, 5-gross cases.....	.55
" No. 37, 5-gross cases.....	.50
" 100's, 5-gross cases.....	.90
" No. 15, gross cases.....	1.20
" No. 32, 5-gross cases.....	.55
Safety.....	.45
Mazeppa, Parlors, 500's.....	3.50-3.75
Searchlight, 500's.....	4.25-4.50
Press, 200's.....	1.80-1.90
" 500's.....	4.50-4.75
America, 200's.....	1.30-1.35
American Paraffine, 500's, ex. qual.....	4.25
Telegraph, blue bead, 5-gross cases.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
Our Darling, ½ gross, No. 4, 1,000.....	2.75
Superba, 1000s, 1 gross to case.....	5.00
Red Skin, 500s, 1 gross to case.....	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case.....	4.50
Lenox, 400s, 1 gross to case.....	3.00
Red Cross, 200s, 1 gross to case.....	1.30
Blue Ribbon, 165s, 5 gross to case.....	2.00
Blue Ribbon, 165s, 1 gross to case.....	2.05
Astral, 150s, 5 gross to case.....	.85
Astral, 150s, 1 gross to case.....	.90
Planet, 100s, 3 gross to case.....	.80

MINCE MEAT.

John Bower & Co.:—	
Barrels and half barrels, Superior.....per lb.	.08¾
18, 37 and 68-lb. buckets, " ..... "	.09
10-lb. buckets, 6 in crate, " .....per crate	6.25
5-lb. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " .....per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior..per lb.	.13
5-lb. gl. jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Fairmount.....per lb.	.07¾
18, 37 and 68-lb. buckets, " ..... "	.08
Wm. J. Troth:—	
Barrels and half barrels, Famous.....per lb	.08¾
18, 37 and 60-lb. buckets, " ..... "	.09
10-lb. buckets, 6 in crate, " .....per crate	6.25
5-lb. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " .....per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous..per lb.	.13
5-lb. glass jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Golden.....per lb.	.07¾
18, 37 and 60-lb. buckets, " ..... "	.08
Campbell's Mince Meat, 30-lb. pails..... "	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits, per lb.	.06
New Year, bbls and kegs and 30-lb. kits..per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits "	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls...per lb.	.07½
" 18 and 37 lb. Kanakins..... "	.08
" 10-lb. Kkns, 6 to crate...per doz.	9.80
" 5-lb. " " "	5.30
" 5-lb. Glass Jars, 6 to case "	6.25

—29—

National, 30-lb. Kits, bbls., ½ bbls.....per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls. "	.04¾
Atmore & Son, Extra Family—Seedless:—	
No. 5, glass jars.....per case 6 jars	4.50
No. 3, glass jars.....per case 6 jars	3.15
Family—Seedless.	
No. 5, wooden pails.....per box 6 pails	3.75
No. 10, wooden pails.....per box 6 pails	6.40
No. 18, 37 and 68, wooden pails.....	.09¼
Celebrated—Seedless.	
Barrels, Halves, Quarters.....per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs..... "	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz.....	2.00
Cartons Condensed, (3 dozen in case,) per gross.....	11.00
Keystone—	
Barrels, Halves, Quarters.....per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs..... "	.08¼
Wooden Kits, No. 20 and 35.....	.08

OILS.

Stove Gasoline.....per gal.	.18
Headlight, 150test..... "	.12¼

OLIVES.

	Doz.
H. Kellogg & Sons, Agents:—	
Theodore Marquet, Mammoth, 64 oz.....	15.50
" Extra, 64 oz.....	13.50
" Mammoth, quarts.....	7.25
" Extra, quarts.....	6.75
" Extra, pints.....	4.50
" Mammoth, ½ pints.....	3.15
" Extra, ½ pints.....	3.00
Fourees, 19 oz., fluted bottle.....	4.75
De Lucques, 20 oz.....	2.40
Farcies.....	3.75
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
Pim Olas, 10 oz.....	3.50
California, quart tins.....	3.50
California, pint tins.....	2.15
California, quart bottles.....	6.50
California, individuals.....	1.50

—40—

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz.....	4.90
" " pts., 2 doz.....	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.....	8.75
" Finest Sublime, qts., 1 doz.....	6.50
" " pts., 2 doz.....	7.50
" " ½-pts., 2 doz...	4.75
" " 8-oz. flasks, 2½ doz.....	7.50
" " 12-oz. flasks, 2½ doz.....	9.00
" Sublime, 8-oz. flasks, 2½ doz...	6.50
" " 12-oz. " 2½ doz...	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case.....	2.35
" " ½-gal. tins, 20 to case.....	2.20
" " 1-gal. tins, 10 to case.....	2.10
" " 5-gal. tins, 1 or 2 to case.....	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles.....	4.75
24 8 oz. bottles.....	7.50
12 18 oz. bottles.....	6.75
2 5 gal. cans, case.....	22.00
10 1 gal. cans, case.....	23.10
20 ½ gal. cans, case.....	24.20
40 ¼ gal. cans, case.....	25.30
80 ⅛ gal. cans, case.....	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case.....	7.25
Medium bottles, 2 doz. to case.....	7.75
Small bottles, 4 doz. to case.....	8 50
5 gallon tins, 2 tins to case.....	26 50
1 gallon tin, 4 tins to case.....	11.00
½ gallon tin, 8 tins to case.....	12.00
32 oz. tin, 25 tins to case.....	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.	
Quarts, Cal. style, 1 doz. in case....per case,	8.50
Pints, " 2 " " ..... "	9.00
½ Pints. " 2 " " ..... "	4.75
Oliver's Olive Oil—	
1 dozen quarts.....	6.00
2 dozen pints.....	6.75
2 dozen half-pints.....	4.25
6 1-gallon tins.....per gal.	2.00

Special prices for quantities, on application.

AMERICAN OIL.

Lubon's No. 8, 2 doz.....per doz.	.52
Lubon's, No. 16, 2 doz.....per doz.	.95
Lubon's No. 32, 1 doz.....per doz.	1.85
Table Oil, No. 61, bottles, 2 doz., per doz.....	1.00

MAKE MONEY
—WITHOUT WORKING FOR IT—

The difference between the **Ariosa** proposition and other package coffees: With the others *you* create the demand and get your profit on what you sell and that's all. With **Ariosa** the demand is already created everywhere, so you get your profit without working for it and in addition the vouchers coming to you with every case will be exchanged for almost anything you may need in your home or store.

Arbuckle Brothers
NEW YORK

—41—

PAPER.
WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs	"	.90
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.18½
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide	"	.03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03¾
White Tea Paper, 12 x 16, reg	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼	.48	.29		.31	.35	.45
½	.53	.35		.37	.43	.55
1	.71	.45	.78	.49	.55	.73
2	.89	.53	.97	.61	.71	.93
3	1.09	.65	1.25	.75	.89	1.15
4	1.25	.77	1.39	.87	1.05	1.33
5	1.45	.91		1.07	1.21	1.55
6	1.73	1.03	1 95	1.23	1.41	1.81
8	2.09	1.19	2.29	1.49	1.68	2.19
10	2.27	1.37	2.55	1.65	1.83	2.41
12	2.69	......	3.11	......	......	2.89
14	3.37	......	3.97	......	......	3.75
16	3.87	......	4.41	......	......	4.01
20	4.39	......	4.79	......	......	4.55
25	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25
Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10

—42—

Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.92½
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 3 doz	.92½

PICKLES.

Barrels, 40 gal., 1200s	11.25
10-gallon kegs, 700s	2.90
Sweet Pickles, 500s to 600s, 5 gal......per keg,	3.30
Sweet Pickles, 700s, 5 gal. "	3.60
Sweet Pickles, 1,000s, 5 gal. "	4.15
Sweet Pickles, 2,000s, 5 gal. "	5.00
Chow-Chow, No. 1, 5 gal. kegs	1.95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00
Williams Bros.—	Per Doz.
English Spiced Pickles, 8 oz., octagon (any assortment except onions	.85
English Spiced Onionz, 8 oz., octagon	.90
English Spiced Picklez, 10 oz., octagon	.90
English Spiced Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart	3.00
Sweet Gherkins or Sweet Mixed, 32 oz., octagon	3.10
Highland Brand Sour Gherkins, Sour Mixed, or Chow, 32 oz., octagon, quart	2.35
Sweet Gherkins or Sweet Mixed, 32 oz., octagon	2.35

Crosse & Blackwell's:—

	Octagonal Style.			
Chow-Chow, Gherkins, Mixed Pickles, Cauliflowers, Piccalilli, Walnuts, Onions	Qts. Casks. 4 doz.	Pts. Casks. 5 doz.	Pts. Casks. 4 doz.	½-Pts. Casks. 6 doz.
	5.75	3.25	3.50	2.10
Smaller Quantities.	5.90	3.35	3.60	2.25

Chow-Chow, quarts, stone	5.50

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.20

—43—

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls	.16
" " " 40 grain, bbls	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's......per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs	.12
" 14–16 lbs	.11¼
" 10–12 lbs	.12
Picnics, 6–8 lbs	.09¼
N. Y. Shoulders, 10–12 lbs	.10
Dried Beef, sets (city smoked)	.13
" Tenders and Knucks	.17
" Flats	.11
" Air Dried, sets	.18
" " Tenders and Knucks	.21
Jersey Pork, Butt......per bbl.	18.50
" Family "	20.50
Breakfast Bacon, rib in	.14½
" boneless	.15½
S. P. Bellies, 14-15 lbs	.11½
Bologna, 25-lb. boxes	.08
Boiled Boneless Ham	.21
Beef Tongues, smoked, 5-6 lbz......per doz.	10.00
Cooked Compreszed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—	
Honey-cure Brand Hams, skinback	.15½
" " large	.14½
" " medium	.14¼
" " small	.14½
" Breakfast Bacon	.15
" " boneless	.17
Beef, air-dried, regular sets	.20
" " insides and knuckles	.23
Ham Bologna	.10
Beef "	.10
Boiled Hams	.24
Beef Tongues......per doz.	11.00-12.00

—44—

Swift & Co.—	
Premium brand Hams, 10 lb	.15
Premium brand Hams, 12 lb	.14¼
Premium brand Hams, 14 lb	.13
Premium brand Hams, 16 lb	.13
Premium brand Hams, 18 lb	.13
Premium brand skinned Hams, 18–20 lb	.13½
Premium brand boiled Hams, skinned, fatless	.24
Premium brand Bacon	.21
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut	.17
Winchester brand skinned Hams, all aver	.12½
Winchester brand Picnics	.09½

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	10¼	8¾
Plain Tubs, 50 and 60 lb. cans	10¼	8⅞
10-lb. Tin Pails, 60 lbs	11¼	9⅝
5 " "	11⅜	9¾
3 " "	11½	10

John Bower & Co.—	
Pure Kettle Rendered, tierces	.11¼
" " tubz	.11¼
" " 3, 5 and 10-lb. cans.	.12½
Swift & Co.—	
Premium brand, tierces	.11½
Silver Leaf brand, tierces	.10½
Jewel, compound, tierces	.08½
Cotosuet tierces	.08¾

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native	.09½-.10½
Common to fair, native	.06½-.08
Western Dressed Beef—	
Choice, native cattle	.09½-.10½
Common to fair "	.06½-.08
City Dressed Veal—	
Prime	-.12
Good to choice	-.10
Dressed Hogs—	
Pigs	-.10
Hogs, heavy	-.10
" 180 lbs	-.10
" 160 lbs	-.10
" 140 lbs	-.10
Dressed Sheep and Lambs—	
Lamb, Western, good	.12
Lamb, Western, culls	.09
Sheep, choice	.09½
" medium	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90-1.00
Cow Tongues	.75-1.00

For Pickles Alone

Here is the T. & S. Pickle Cabinet, made revolving or non-revolving, as you like. Has no banana tree and is for pickles exclusively.

A handsome fixture. Solid oak or cherry, ball-bearing casters, with four three-gallon clean glass jars with covers. Dirt and insect proof and occupies only two square feet of floor space. Keeps pickles clean, fresh and inviting. A silent but effective salesman.

The Welles & Davis Mfg. Co.
WYALUSING, PA.

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia

CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc. HAMS Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
SUPERIOR AND FAIRMOUNT MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

You must Advertise or Lose! Then why not Advertise wisely?

The best advertisers in the country—and they are all thinkers—tell you how to advertise successfully in

BRAINS

FOR

The Retailer and Advertiser

The very best examples of clever, money-making advertising in the world are presented weekly.

If you advertise without reading BRAINS you miss the benefit of other men's experience, men who have given years to the study of advertising.

Five dollars a year is all it costs, and its worth it. Sample copy 15 cents.

JAMES KNAPP REEVE
PUBLISHER
DEPOSIT, N. Y.

—45—

Calf Heads, scalded		.50-.75
Sweetbreads, veal	per pair	.60-.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20-.25
Beef Kidneys	per doz.	1.00
Beef Livers		.05
Ox Tails	per doz.	.50-.65
Hearts, beef	per lb.	.03-.05
Rolls, beef		.10
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.15
" " western		.15

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	20 -.21
" Y. T., 5 to 7 lbs	.16 -.18
Old hens and toms	.17 -.18
Common to Good	.13 -.15
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22 -.24
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.22 -.24
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.22 -.24
Western, 4 to 4½ lbs. to pair, fancy	.18 - 20
" 3 to 3½ lbs. to pair, fancy	.18 -.22
" fair to good	.15 -.16
Fowls—	
Western, fancy	.13½-.15
Heavy Roasters, 4 to 5 lbs	.14 -.16
Fair to good	.12 -.13
Old cocks	.10 -.11
Western capons, fancy, frozen	
" " small, frozen	
Squabs—	Per doz.
Prime, large, fancy	4.00
Mixed	2.50-3.50
Dark	1.00-1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.13 -.14
Large Springers	.13 -.14
Fowls	.13 -.14
Roosters	.09½-.10
Ducks	.13 -.14

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

—46—

SAUER KRAUT.

Extra Quality, 50-gal. tierces	6 20
Extra Quality, 15 gals., kegs	2.30
Victory, extra fancy, No. 3, 2 doz. ... doz.	.90
Spring Garden, fancy, No. 3, 2 doz. ... doz.	.82½
Compass, No. 3, cans, 2 doz	.82½

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ¼ lb. per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ½ " "	8.50
P. P. Sauce, 2 doz., No. 1 "	1.50
Atmore's Genuine English Plum Pudding—Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ½ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	1.05
No. 5, toy pails	2.90
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ½ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.90
Apple, 30-lb. pails ... per pail	1.20
Apple, 20-lb. crocks ... per lb.	.07¾
Apple, Schimmel's, 30-lb. pails ... per lb.	.06
Prune, 30-lb. pails ... per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

—47—

		Per Doz
Curtice Bros. Preserves—		
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

Alum ... per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2.60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk ... per lb.	.08
" Lump, bulk ... "	.08
Butter Color, W. & R. ... per doz.	2.00
Bluestone, bulk ... per lb.	.09
Copperas ... per lb	.01¾
Camphor, gum, 1-oz. blocks ... "	1.10
" Flakes, bbls ... "	.02¾
" " less quantity ... "	.03
" Tar Balls, bbls., 250 lbs. ... "	.02½
Castoria, Fletcher's ... per doz.	2.80
" Pitcher's ... "	.85
Carbonate of Ammonia ... "	.11
Chili Tonic ... per doz	3.60
Epsom Salts ... per lb.	.01½
" Bee Brand, ¼-lb. carton, per doz.	.30
" " ½-lb. " "	.40

—48—

Glauber Salts	per lb.		.01¾
Glue	"		.11
Goff's Cough Syrup, 25c. size	per doz.		1.75
Goff's Herb Bitters, 25c. size	"		1.75
Goff's Oil Liniment, 25c. size	"		1.75
Goff's Sarsaparilla, 50c. size	per doz.		3.50
Goff's Worm Syrup, 15c. size	"		1.20
Goff's Horse and Cattle Pwd., 15c. size	"		1.20
Goff's Dyspepsia Tablets, 10c. size	"		.75
Gum Arabic	per lb.		.55
Haarlem Oil	per doz.		.40
Licorice, P. & S., 5c. stick, Imported	"		.36
" M. & R., 5-lb. boxes	per lb.		.23
" " Lozenges, 5-lb. boxes,	"		.27
" Y. & S., " 5-lb. glass front,	"		
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"		.24
" Root	"		.11
Putty, 25-lb. cans	per 100 lbs.		1.65
" 50-lb. cans	"		1.55
Petroleum Jelly, screw top, 5-c. size	"		.35
" " 10.c. "	"		.75
Paris Green, 100-125-lb. kegs	per lb.		29½
" ¼-lb. packages	"		.34
" ½-lb. "	"		.33
" 1-lb. "	"		.32
Jamaica Ginger, Hires', flasks	per doz.		.90
Sewing Machine Oil, 3 oz	"		.35
Rosin	per lb.		.04
Saltpetre, crystal, barrels, about 350 lbs.	"		.05½
" granulated, kegs, " 100 "	"		.05¾
Sulphur, Flour, 175-lb. barrels	per 100 lbs.		2.45
" 100-lb. bags			2.25
" less quantity			.03½
Squills, Syrup, 1 oz	per doz.		.34
Syrup of Figs	per doz.		2.00
Venetian Red	per lb.		.02½
Whiting	"		.02
		1 oz.	2 oz.
Glycerine	per doz.	.37	.65
Laudanum	"	.80	1.25
Paregoric	"	.35	.65
Peppermint	per doz.	.40	.58
Sweet Spirits Nitre	"	.40	.70
Sweet Oil	per doz.	.30	.40
Turpentine	"	.36	.45
Husband's Magnesia	per doz.		2.85
Bull's Cough Syrup	"		1.90
Roach Powder, Omega, 4-oz. cans			.80
" "	per gross		9.00

	Per Doz.	Per Gross
Roachsault, large	4.00	45.00
" medium	2.00	22.50
" small	.80	9.00

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75
McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

A Wonderful New Process

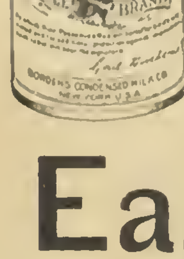
No pickles packed in glass can approach **Hoffman House** little pickles, packed in tin.

They are unquestionably the most delicious little pickles packed, not because they are packed in tin altogether, but because they are prepared by a new process, owned and used by us alone.

Tenders them without destroying crispness, gives them an extra spicy vim, and entirely eliminates that harsh vinegary bite that keeps the eater of some pickles from eating all he wants.

The tins are enameled inside—as safe and sanitary as porcelain.

Packed by THE J. WELLER COMPANY, Cincinnati, Ohio



50 YEARS THE STANDARD

BORDEN'S
Eagle Brand Condensed Milk

Three Generations Attest its Merits **Give Your Trade Satisfaction**

BORDEN'S CONDENSED MILK CO.

EST. 1857 "LEADERS OF QUALITY!" NEW YORK

—49—

Reliable Brand—	10c. size.	25c. size.
Castoria, Dr. Pitcher		2.00
Castor Oil, tasteless	.80	2.00
Death-to-Pain	.80	2.00
Diarrhoea Cure	.80	2.00
Vermifuge	.80	2.00
Cough Cure	.80	2.00

W. F. Young's Veterinary Remedies, wholesale prices—	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's	per doz.	4.25
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chili Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—		Per doz.
Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00
Sauer's Flavoring Extracts:—		
No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistachio, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen,	No. 25,	per doz.	2.00
" " " "	No. 2X,	"	.80
" " " "	No. X,	"	.45
" Lemon, " "	No. 25,	"	1.75
" " " "	No. 2X,	"	.80
" " " "	No. X,	"	.45

Ingersoll's Flavoring Extracts:—		
High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.85
" Lemon	"	.85
" assorted	"	.85
" small size	"	.45

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.20
Hanson's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

	Per gal.
Corson's Golden Russet, bbl	.20
Corson's Champagne	.18
" Dry Hard	.20
New Juice Cider, bbls	.18
New Juice Cider, ½ bbls., 28 gals	5.60
New Juice Cider, ¼ bbls., 14 gals	3.25
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅝
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03⅝
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05¼

SALT.
WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lin.	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 125 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 30 10-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS
TABLE SALT
PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz	doz.	.87½
Durkee's, large, 1 doz	per doz.	4.00
" small, 2 doz	"	2.40
Schimmel's, small, 2 doz	per doz.	.87½
My Wife's, large, 1 doz		2.30
My Wife's, small, 2 doz		1.45
Snider's Salad Dressing:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Luncheon, 3 doz	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.67½
Kegs, 150 lbs	per 100	.85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz		.77½
North of England Sauce, No. 8, doz		.77½
Chef Sauce, 2 doz., doz		.75
Snider's Chili Sauce:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

REFERENCES

Goldberg, Bowen & Co.
San Francisco, Cal.

H. Jevene Co.
Los Angeles, Cal.

Lutey Bros.
Butte, Mont.

Colorado Supply Co.
Pueblo, Col.

F. Dresser & Co.
Portland, Ore.

Hennessy Mercantile Co.
Butte, Mont.

Lion Grocery Co.
El Paso, Texas

J. A. FLESCH & SON

Architects and Designers

Of Store Fixtures for Modern Grocery Stores

1010 and 1012 Chicago Opera House Block
112 CLARK STREET

CHICAGO

CORRESPONDENCE FOR PARTIAL OR COMPLETE OUTFITS SOLICITED

FLESCH'S PATENT
COOLERS and COUNTERS

HENRY TROEMNER'S
SCALES, BINS, CANS, etc.

REFERENCES

S. P. Nissen Co.
Oak Park, Ill.

Simpson, Crawford Co.
New York City

Henry Siegel Co.
Boston, Mass.

Greenough Bros. Co.
Spokane, Wash.

Chris Keller
Lancaster, Ohio

Louis Kunkel
San Antonio, Texas

John B. Watson
El Paso, Texas

—53—

SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.07½
Caraway..............	.12	Mustard, Yellow..	.06½
Celery..................	.10	Rape, per lb.........	.05¾
Coriander, bleached	.05	Poppy, per lb.......	.10
Flax....................	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs..	per keg	1.80
" bulk, 25-lb. boxes..........................	per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes...	"	.04⅞
Arm & Hammer bd., ¼'s, 36 lbs................	per lb.	.05⅝
" " " lbs., 36 "	"	.04⅞
" " " ¼, ½, 36 lbs..........	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04⅞

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz..................	1.50
Hires' Root Beer, Carbonated, 2 doz..............	.87½
Hires' Ginger Ale, Carbonated, 2 doz............	.87½
Welchs Grape Juice, case quarts, 1 doz.........	4.50
" " " pints, 2 doz...........	4.75
" " " ½-pints, 3 doz.......	4.25
" " " 3-ounce, 8 doz.......	6.00
" " " ½-gallons, 1 doz....	8.00
" " " gallons, 6 gal.........	7.50
5 per cent. discount on 5 case lots.	
Clicquot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz............	2.10
Sarsaparilla, extra quality, pints, 2 doz.......	2.10
Blood Orange, extra quality, pints, 2 doz...	2.10
Birch Beer, extra quality, pints, 2 doz........	2.10
Lemon Soda, extra quality, 2 doz...............	2.10
Root Beer, extra quality, pints, 2 doz.........	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross..		2.50
Bon Ami, 10-cent size.	¼ gross	2.50
Electro Silicon, 1 doz........................	per doz.	.72
Putz Liquid, large, 3 doz................	per gross,	16.50
Putz Liquid, large, 3 doz..................	per doz.	1.45
Putz Liquid, small...........................	per gross,	7.00
Putz Liquid, small.............................	per doz.	.60
Putz Paste, large..............................	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No 2, pint cans..............................	"	32.00
No. 3, quart cans........................	per doz.	4.50
No. 4, half-gallon cans....................	"	7.50
No. 5, gallon cans	"	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs.............................per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme..	100	3.50
Acorn..	120	2.70
Ark..	100	1.85
American..	72	2.80
Bee	100	3.85
Best, Babbitt..................................	100	3.70
Babbitt's New York City......................	60	2.95
Benzine-ated	100	4.10
Big Master......................................	100	4.25
Brown	60	2.40
Borax, Dreydoppel..........................	40	2.60
" Pearl, Yonng & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome.................................	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's.................................	100	3.80
" Red Seal..................................	100	3.85
" Swift's	100	4.00
Circus...	100	3.50
Cotton Oil......................................	100	5.80
Coal Oil Johnny...............................	100	3.50
Cygnet...	100	4.00
Dobbins' Electric..............................	100	4.15
Dewey	100	2.15
Fairy...	100	4.00
Fels-Naptha....................................	100	4.00
Five-case lots freight prepaid..............	100	3.95
German Family................................	100	4.30
Good Morning	100	3.85
Glycerine Tar...................................	100	3.75
Gloss..	100	3.50
Grand Pa's.....................................	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox..	100	3.50
Life Bnoy	50	2.00
"	100	4.00
Lautz's Naphtha................................	100	4.00
Magic Cleaner..................................	100	3.00
Marseilles, laundry size	100	6.00
" 5-cent size................................	100	4.00
" toilet size.................................	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha................................	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.................................	100	4.00
Octagon...	100	3.90
Old Mill..	100	3.30
Ozone..	100	3.75

—55—

Oleine, Conway's....................................	60	2.90
" Golden..	60	2.55
" Eavenson's...	60	2.50
" Hamilton's..	60	2.50
" Kirk's	6c	2.30
" Philadelphia, 1 lb................................	60	2.90
" " 14 oz...........................	60	2.65
" Pennsylvania	60	1.80
" Procter & Gamble................................	60	3.00
" Young's Best	60	2.80
Pride, Swift's..	100	3.75
Polo	120	2.45
Quaker City, boxes	100	3.00
" tubs..	150	4.50
Sunlight, oval...	100	3.85
" twin bars...	100	3.95
Santa Claus..	100	3.10
Saratoga..	120	2.70
Star	100	3.50
Sunny Monday...	100	4.00
White Clond..	100	3.85
Wool Soap, large.....................................	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo................................	gross	3.50
Buttermilk Cosmo................................	doz.	.60
Buttermilk, Swift's...............................	gross	4.05
Castile, imported, Conti	lb.	.13½
Castile, Conti, original boxes.................	lb.	.11¾
Cntaneous, Dr. Raub's...........................	doz.	.70
Elderflower, large cake.........................	gross	4.40
Fleur-de-lis..	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers..............................	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box........................	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box..........	lb.	.09
Turkish Bath..	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross..............	gross	3.25
Witch Hazel, Swift's.............................	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars...	1.80
Brooks' Crystal, 100 bars.............................	3.35
Philadelphia Standard, 60 bars	.60
Sapollo, 36 bars..	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars......................................	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars...............................	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes..............	per box	2.70
" 6 oz., 100 packages.............	"	2.65
" 8-oz. packs.........................	"	2.70

—56—

Soapine, No. 7, 100 packs...........................	2.37½
Soapine, No. 12, 100 packs..........................	3.90
Soapine, No. 17, 36 packs...........................	2.42½
Babbitt's 1770 Powder, 100 6-oz......................	2.35
Finola, 100 packages...................................	3.25
Gold Dust, Fairbank's, 100 12-oz. packages ...	4.00
" " 24 4-lb. " ...	4.50
Naptha Borax, 100 packages, large...............	4.75
" 100 5-cent packages..................	3.75
Kirkoline, white, 24 4-lb. packs.....................	3.55
Kirkoline, White, 100 5-cent packages..	3.50
Young's Pearl Borax, 60 1-lb. packages.........	3.60
Snow Boy Washing Powder, 24 4s.................	4.00
" " 50 2s.................	4.00
" " 100 1s...............	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz.............per doz.	.43
Swift's Washing Powder, 100 1s....................	3.85
Swift's Washing Powder, 24 4s.....................	3.85
Pennywash, 1 gross and 144-1 cent cakes free..	10.25

SPECIALTIES.

Anker's Bouillion Capsules...........................	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade..................	.18½	.19½	.21½
Black, Low Grade..................	.14	.15	.17
White, High Grade	....	.32	.34
White, Low Grade..................	....	.23	.25
Cayenne, High Grade.............	....	.21	.23
Cayenne, Low Grade..............	....	.16	.18
Cinnamon—			
High Grade..........................	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade..........................	.31	.32	.34
Low Grade	.22	.23	.24
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade..........................	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade..........................	....	.78	.80
Nutmegs—			
High Grade..........................	....	.32	.35
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade...............	.14	.15	.17

		Per doz.
McCormick & Co., Bee Brand—		
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice..................	⅛ lb.	.40
	¼ lb.	.75
Banquet Brand—		
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice..................	⅛ lb.	.40
	¼ lb.	.75

WALKER STORE FIXTURES

——Attract Good Trade——

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St.

PHILADELPHIA, PA.

Positively The Best Wagon Ever Built For the Grocery Trade

Strong, Easy-Running, Finest Steel Tires, Wheels Second-Growth Hickory

This wagon is exceedingly handsome and almost everlasting. There are more "J. M." wagons in use in Philadelphia than all other makes combined. We have a number of them ready for your name and colors.

Tell us your ideas of a wagon, we will send you a catalogue in which you will find something very much like it. If it isn't there, we will build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

olburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	"	.85
¼ lb. net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
olman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.

	Per doz.
ampbell's, jar, 2 doz.	.87½
ulden's, No. 6, with spoon, 2 doz.	.95
ulden's, No. 20, with spoon, 2 doz.	.88
ulden's Mustard and Horseradish, 2 doz.	.85
eer Mug, fancy, large size, 2 doz.	.65
emonade Glass, tall, 2 doz.	.67½
orseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
ilk Jar, glass top, 2 doz.	.85
ater Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
epper, Black	.10
llspice	.07
loves	.15
ace	.48
utmegs, 80's	.24
" 110's	.17
innamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
reen Ginger Root	
hole Mixed Spices, bulk, 6-lb. boxes	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		.04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb, "		.06⅝

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes		.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.		.05⅞
" Linen Gloss, 3-lb. cartons		.04⅞
Kingsford's, Pure, 3-lb. cartons		.06¼
" Pure Gloss, lb. packages		.06¼
" Silver Gloss, 12 6-lb. wd. bxs.		.07⅝
Duryea's, Superior, 3-lb. cartons		.06¼
" Satin Gloss, lb. packages		.07¼
" Superior B, bulk		.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes		.07⅝
Niagara, laundry, 50-lb. bulk		.03¾
" 1 lb. packages, 48 lbs		.04⅞
" 3-lb. cartons, 48 lbs		04⅞
" 6-lb. boxes		.05⅞
Celluloid, 64 10-cent packages		4.30
" 64 5-cent "		2.20
Elastic, 64 10-cent packages		5.00
" 64 5-cent "		2.50
Dreydoppel's Mourning Starch for black goods, 36 packages	per package	.08
Starch Polish, 20 cakes	per box	.50

STOVE POLISH.

		Per gro
Enameline Paste, small, ¼ gross		4.00
Enameline Paste, large, ¼ gross		7.00
Enameline, Liquid, large, ¼ gross		6.65
Enameline, Liquid, small, ¼ gross		4.90
Electic Paste, ½ gross boxes		4.20
Magic Paste, ¼ gross boxes		4.75
Parlor Pride, large size	per doz.	.87½
" "	per gross	10.25
" small size	per doz.	.70
Climax Enamel ¼ gro	per gross	9.40
Black Jack, ¼ gross, per gross		6.60
Rising Sun	per gro.	5.75
Sun Paste, 5-cent size	"	4.50
" 10-cent size	"	7.20

—59—

X-Ray Stove Polish—		
5-cent size, No. 5, per box of ¼ gross		1.25
Per box of ½ gross		2.50
14 dozen to gross		5.00
10-cent size, No. 10, per box of ¼ gross		2.25
Per box of ½ gross		4.50
Per gross		9.00

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¾
McAllister, 36 packs	"	.05⅜
Rosensteins, 1lb. pkgs., 2 doz.	per lb.	.05½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per doz.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 doz.	"	.70
Bath Brick, 25 bricks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ½ gross case, assorted, 6, 8, 10's	per case	90
Carpet Tacks, Silver Steel, 4 oz.	per doz.	.06½
6 oz.	"	.07
8 oz.	"	.07½
10 oz.	"	.08½
12 oz.	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.09
No. 11, steel	per doz.	.09½
No. 12, steel	per doz.	.12
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather. cut into taps, 6 inches high		1.50
5½ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.90
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80
Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb.	"	.09
Best Jute Plow Line, 8 yds. to lb.	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines, 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 610	48
Fancy, No. 626	.48
Strictly Choice, No. 639	.44
Strictly Choice, No. 628	.42
Strictly Prime, No. 627	.34
Choice, No. 618	.37
Good, No. 635	.29
Fair, No. 632	.22
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 101	.34
Fancy, No. 100	.32
Choice, No. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

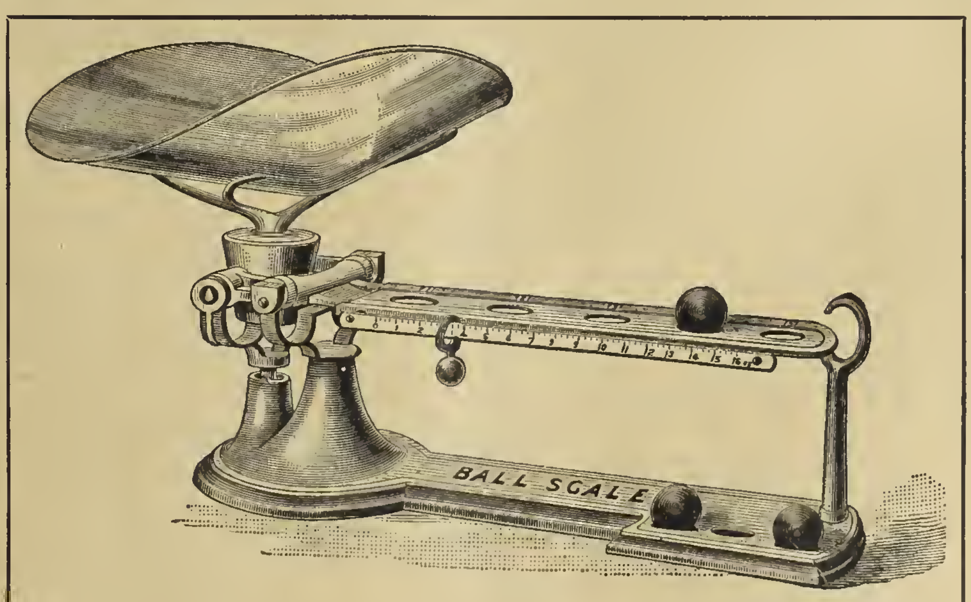
Three Star A, for confectionery	2.60
Five A, for confectionery	2.70

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	.92½
1 " case	"	.95
Karo, 10 cent size, 2 doz.	per doz.	.87½
Karo, 25 cent size, 1 doz.		2.25

Losing Your Weights?

Get a Troemner No. 24 Ball Scale



Greatest Improvement in Rapid Weighing

Does away with weights absolutely. The balls are placed in the holes, thus weighing from one to fifteen pounds, with the sixteen ounces in fractions on the side beam, giving a total weighing capacity of sixteen pounds.

HENRY TROEMNER, 911 Arch St., Philadelphia, Pa., U. S. A.

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts.	"	2.25
" " 24 qts.	"	4.00
" " 12 ½-gals.	"	7.00
" " 6 gals.	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz.		2.40
" " medium, doz.		1.40
" " small, doz.		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hasea's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans	per gallon 1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz.	3.00
4-oz.	5.25
8-oz.	9.50
16-oz.	18.00
32-oz.	35.00
Gallons	each 11.00

OIL OF MAPLEINE.

	Per doz
1-oz.	2.70
2-oz.	4.50
4-oz.	8.25
8-oz.	15.00
16-oz.	27.00
32-oz.	48.00
Gallons	each 15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.45
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.40
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118, Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	1.55
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.30
2, Wire ends	1.50
3, Wire ends	1.70
5, Wire ends	
Picnic Plates, 8 inch	
Picnic Plates, 9 inch	

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.50

EGG CRATES.

Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.15
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.	Per lb
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz.	.33
Honest	.39
Polar Bear	.30
Ripple	.39
Sensation	.39
Wild Rose	.39
Brown-Holland Pipe Tobacco, 2½-lb. cartons, 2½-oz. packages	1.10

YEAST CAKES.

Compressed	per doz.	.18
Magic, 1½ doz. packages	per box,	.58
Yeast Foam, 1½ doz.	per box	.58

"Is This What I Made?"

If the cook who invented Baked Beans with tomato sauce were to come back and open up some of the cans labeled Baked Beans he would go gladly back to oblivion.

For "Baked Beans" doesn't always mean baked beans any more. In most cases it means beans boiled or steamed, dampened with a little cheap catsup and packed. The result is an attempted fraud on the palate of him who knows the real thing.

L. & S. Baked Beans are really baked in the good new way. We guarantee that absolutely. Baking makes the bean over. Instead of swelling and mushing it up like steaming or boiling, it leaves it just as firm but mealy and melting.

And our tomato sauce is tomato sauce made by an expert.

LUTZ & SCHRAMM COMPANY
ALLEGHENY, PA.

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One of the hardest propositions which confront the retailer is to turn their bad debts into cash. Lots of them have tried different collection agencies, paid retaining or subscription fees and got no results; so it is hard to convince them that **any one** can help to bring the beats to book.

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It costs you nothing to find out what our plan is—can you afford **not to?**

The Consolidated Law Association, Inc.
1325 SOUTH FIFTY-EIGHTH ST., PHILADELPHIA, PA.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

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Contents.

PAGE

Only Coffee Produced in Java Island Can Be Sold as Java 8
American Groceries in China 8
Domestic Sardine Pack Short 8
Several Western Food Commissioners Adopt Common Attitude Toward Certain Food Adulterations 9
Every Family Can Grow Tea on Its Own Premises 10
Editorial 12
The Failure of Good Schemes.
Gimble Bros.' New Laid Eggs.
Dr. Wiley, Autocrat.
"Extra Quality."
Some Stinging Blows for Wiley.
How Could It Work?
Useful Facts About Groceries 13
The New York Letter 14
The Grocery Markets 15
Window Dressing Articles Wanted 17
Individual Market Reports 17
Market Notes 18
The Science of Advertising 19
Association News 20
Window Dressing for Grocers 21
Ohio Going After Bad Vinegar 22
What Different Meat Cuts Should Yield .. 23
The Stroller's Column (Contributed) 25
Taking Fool Advice.
Two-Minute Sermons for the Retail Grocer 26
Heart-to-Heart Talks with Grocery Clerks 27
Unduly Heavy Supply of Storage Eggs .. 28
Want Department 31
Baltimore Prices-Current 33
New York Price-List 34
"Grocery World" Prices-Current 35

Index to Advertisements.

PAGE

"Advertising World" 24
Anker's Bouillon Capsules 24
American Can Co 15
Arbuckle Bros 44
Atmore & Son 44
Atsatt Bros 22
Babbitt, B. T 23
Baker Co., The Franklin ..... Cover 1
Baltimore Manufacturers' Advertising Association 6
Barber & Perkins 10
Beardsley's Sons, J. W 5
Bell & Sons, Samuel 41
Bennett Register Co., The 20
Bishop, R. W. 29
Bower & Co., John 45
Bown Bros 36
Bradstreet System, The 29
Brown & Co., P. F 24
Buckley, Elton J. 11
Buchan's Soaps Corporation 6
Carter & Williams 32
Cauchois & Co, F. A 26
Chalmers' Sons, James 26
Corn Products Mfg. Co 24
Cowan & Sons, H 36
Crescent Mfg. Co 16
Croft & Allen Co 38
Daetwyler & Co., R 32
Dilliard Remedy Co 32
Dixon Crucible Co., Jos 4
Durham Display Fixture Co 42
Enterprise Mfg. Co. of Pa., The 43
Esterbrook Steel Pen Co., The ..... Cover 4
Exton & Co., A 13
Favorite Cigar Co 22

PAGE

Fell Manufacturing Co., E. C. ..... Cover 2
Fels & Co 22
Fischer & Co., B 11
Fleischmann's Yeast 32
Forbes, J. P 16
Franklin Sugar Refining Co 39
Freihofer Vienna Baking Company 5
Fromm & Co., F. H 47
Fulton & Walker Co 48
Goff & Sons Co., S. B ..... Cover 1, 19
Gold Medal Flour 41
Grocers' Printing Co 24
Habben & Co., H 3
Hagan & Co., Arthur 40
Harding & Co., E. E 16
Hawkins Sons, B 30
Hires Condensed Milk Co ..... Cover 3
Indexed Coupon Books 16
Johnson, A. W 28
Kellogg & Sons, H 36, 39
Knight Cooking Extract Co 21
Lamson Consolidated Store Service Co., 37
Lautz Bros. & Co ..... Cover 3
Levering Coffee Co., The 19
Loughery & Co., Jas. J 40
Lowney Co., The Walter M 50
Lutz & Schramm Co 50
Maher's Veterinary Hospital, Dr ... Cover 1
Manufacturers' Trade-Mark Association, 27
Martindale & Co., Thos 36
Mentor Cigarette Co 40
Miller & England 38
Mince Meat 44
Moneyweight Scale Co., The 23
Morgan & Cornell 46
McCahan Sugar Refining Co., The W. J., Cover 3
McCanna & Fraser Co 4
Nicelle Olive Oil Co 29

PAGE

Oswego Maize Products Co 25
Paul Manufacturing Co 4
Pennywash Co 19
Philadelphia Electric Co., The 6
Phillips & Co., F. H 47
Pressing & Orr Co., The 13
Quaker City Preserve Co 23
Rae's Lucca Oil 36
Ralston Purina Mills 42
Rapid Motor Vehicle Co 41
Reeve, James Knapp 45
Ritter Conserve Co., Philip J 37
Rogers Silverware Co 29
Royal Milling Co 41
Royal Specialty Co 24
Sauer Co., C. F ..... Cover 4
Scott & Co., Inc., John ..... 9, Cover 4
Sea Foam Baking Powder Co 5
Shafer Co., Jacob C 32
Shane Bros. & Wilson Co 16
Snider Preserve Co., The T. A 15
Stickney & Poor Spice Co ..... Cover 2
Strasbaugh, Silver & Co 24
Sulpho-Napthol Co., The 5
Swift & Co 45
Toledo Computing Scale Co ..... Cover 1
Tongue & Bros., R. E 29
Troemner, Henry 49
Union Mercantile Agency ..... Cover 2
Walker Patent Pivoted Bin Co 48
Washburn-Crosby Co 41
Weller Co., The J 24
Welles & Davis Mfg. Co., The 36
Wells & Richardson 30
Wilde's Sons Co., Samuel ..... Cover 2
Wilde, Carl 47
Williams & Co., B. L 19
Williams Bros. Co., The 47
Wrigley Mfg. Co 4
Young & Co., Chas. W 20
Young, P. D. F., W. F 29

Only Coffee Produced in Java Island Can Can Be Sold as Java

Federal Food Board Issues Food Decision Which, if Meant to be Taken as a Ruling, Forbids Sale as Java of Large Percentage of Coffee Formerly Sold as Java. Seems Impossible of Enforcement.

During the past week the Federal Food Board has issued one of the most important decisions yet promulgated under the Federal food law. It concerns the naming of Java coffee, a question hotly discussed in the trade for several months. The gist of the department's decision is that only coffee grown on the island of Java can be sold as Java. This excludes the most of the coffee that has been sold as Java, as only a small percentage of so-called Java is produced by Java island.

The full text of the decision is as follows:—

FOOD INSPECTION DECISION
82.
LABELING OF COFFEE PRODUCED IN THE DUTCH EAST INDIES.

There seems to be in the trade much uncertainty respecting the requirements of the Department of Agriculture as to the labeling of coffee produced in the Dutch East Indies. This question has been under advisement by the Department for some time, and, with the cooperation of the Department of State, important information has been secured.

The Department of State was asked to communicate with the Government of the Netherlands and ascertain to what extent in the opinion of that government the term "Java" should be used in harmony with the provisions of the law as applicable to coffees produced in the Dutch East Indies.

A communication has been received through the Department of State from the American Minister at the Hague, who has consulted the Netherlands Government on this subject. In this communication the American Minister states:—

"The term 'Java Coffee' has been abused for many years, hence it arises that of both roasted and unroasted coffee, perchance ten times as much coffee is sold to the consumer, under the name of 'Java Coffee,' as is grown in Java.

"In conformance with the provisions of the 'pure food act,' all coffee coming from the island of Java might be called 'Java Coffee,' that from the Padang districts 'Padang Coffee,' that from Celebes 'Celebes Coffee,' and all other sorts from the Netherlands Indies 'Dutch East Indies Coffee.'

"In the Netherlands what is known as 'Java Coffee' is only the Coffea arabica produced in Java, so that the Coffea liberica coming from that island under the name of 'Java Coffee' falls as little under that term as all the coffee from the rest of the islands of the Indian Archipelago."

The Department is of the opinion that the suggestions which are incorporated in this quotation from the American Minister at the Hague indicate a proper method of labeling coffee coming from the Dutch East Indies.

Coffee grown on the island of Sumatra would also be properly labeled if called "Sumatra Coffee," or, if desired the label may state specifically and correctly the particular location in which the coffee in question was really grown.

One thing about the decision is notable—the Board does not flatfootedly say that its suggestions *must* be followed, under pain of prosecution. It simply remarks that it believes certain suggestions advanced by the American minister are proper, leaving it to be inferred whether this constitutes a command or a recommendation.

It is difficult to see how such a ruling could be enforced, since the only means of ascertaining whether coffee sold as Java was grown on or outside Java island is chemical analysis, and chemical analysis would throw no light on the subject whatever.

American Groceries in China.

Canned, Dried and Fresh Fruits Seem to Be Wanted. Two Large Chinese Hotels Serve California Fruit. Not So on Jams and Jellies. Large Trade Waiting for American Brands.

Special correspondence of "Grocery World."

Washington, D. C.,
Nov. 22, 1907.

Vice-Consul Ernest Vollmer, writing from Tsingtau, China, says that it would be hard to find an American export which has a better chance of developing large sales in China than American fruit. Last year an American cargo of lumber came to Tsingtau from some Pacific coast port. Some of the officers brought along a lot of California navel oranges which were sold out quickly and which met with such favor that the ship was overrun with people trying to buy more after the entire lot had been sold. Lemons sell here for 5 cents gold each which would seem to be a high enough price when compared with Pacific coast values to warrant an investigation as to the possibilities of supplying the Chinese market. The American oranges are far superior to the small, seedy, tight-skinned Asiatic ones, and would surely be received with favor.

American apples, especially those of Oregon, are also favorably known in China. Some dealers in Shanghai make a regular business of importing them, and a Tsingtau firm has a standing order with the Shanghai house. The apples are by far the best that come to that country; they sell well, and their keeping qualities leave nothing to be desired Aside from oranges, lemons, and apples, it is hardly probable that any other fruit could be sent across the Pacific and find a ready market, but if exporters would make connections with Shanghai jobbers or commission men, it is absolutely certain that a large and growing trade could be worked up.

All of the American tinned fruits are to be found in China and command a ready sale. The two largest hotels in Tsingtau each have a course of California fruit every noon and evening, which is undoubtedly the most popular number on the bill of fare. Peaches, pears and fall apples grow well locally and are shipped extensively to other parts of China, but there are no canneries, and families do not seem to preserve fruit to the extent they do in America. The result is that a great deal of the American goods are used; everybody knows them and they are universally admitted to be the best to be had. Prices are somewhat lower than those in America, where the cost of tinned fruit has gone up a great deal within the last two years, seemingly without a corresponding increase in China.

Though such a satisfactory statement can be made regarding our tinned fruit, just the reverse has to be said of our jams, jellies and preserves. It may be that no attempt has been made to sell the goods in any quantity over there, the cost being perhaps too high, but they are certainly not on the market. Practically everybody eats something of this sort for breakfast, and great quantities of currant, blackberry, strawberry, orange marmalade and other preserves are thus consumed. One might suppose that with the size this industry has reached in the United States it would be reasonable to expect at least some American goods, but everything is English, with occasionally some German goods. If we could succeed in diverting this trade we would gain a market with a great buying capacity and one which is certainly worth capturing.

When it comes to dried fruits the American product again makes a better showing, but one which could easily be improved upon. Prunes, apricots, peaches, pears and other orchard fruits are found but they do not hold the dominating position which their quality should insure them. California figs have an enormous sale, but those things cannot be purchased in China, despite the fact that people are just as fond of them as are other nations. Our raisins should also command a ready sale throughout the Orient. Glazed fruit coming to China from Europe by steamer over the hot southern route simply cannot arrive in as good condition as could American glazed fruit coming through cooler waters. People out there spend their money readily for all such delicacies, as they have little else to spend it on. There are no fine restaurants where they can go for a change, so that if they get to liking anything they will buy it to a greater extent than they would if living in any other country. If our packers will make a study of conditions in China and put up the articles mentioned so that they will keep in this climate, they can be almost absolutely certain of a good business.

HOLT.

Domestic Sardine Pack Short.

Season Over, With a Surplus Far Below Normal. Future Looks Firm.

The domestic sardine canneries have ceased operations for the season. Some packers were considerably short in their deliveries, and others, who succeeded in filling their orders, have a very small surplus on hand. It is not unusual at this time of the year to have from 200,000 to 300,000 cases of sardines in packers' hands for the winter trade. This year, at the outside, it is not estimated that it can reach 10,000 cases surplus, and it is doubtful if it will be that after all orders have been filled.

No more sardines can be packed before May, 1908.

Sardines have as yet practically not advanced in price on account of the money conditions.

Several Western Food Commissioners Adopt Common Attitude Toward Certain Food Adulterations

Food Departments of Illinois, Iowa, Minnesota, North Dakota, South Dakota and Wisconsin Unite in Several Phases of Food Law Enforcement. Object Is to Enable Manufacturers to Sell Goods in All Six States Under One Label.

Food Commissioner and chemist E. F. Ladd, of North Dakota, has sent the "Grocery World" a copy of an important bulletin just issued by his department, Special Bulletin No. 7. The bulletin aims to instruct the Eastern manufacturer how he can escape the annoyance of having to have a different label for each State.

It seems that the Food Commissioners from a number of the most important Western States having food laws met in St. Paul, Minn., recently and agreed upon an attitude toward certain food products, which if complied with by the manufacturer, will enable him to sell his goods in all of the several States represented at the conference under one label.

The States represented at the conference were Illinois, Iowa, Minnesota, North Dakota, South Dakota and Wisconsin, and the gist of the resolutions adopted was as follows:—

1. Resolved, That no artificial color shall be permitted in vanilla extract.

2. Resolved, That vanilla extract complying with the standards of U. S. Circular 19, and containing not less than 40 per cent. of alcohol by volume, may be sold if the face label on both carton and bottle contains the following information:—

First, net weight or measure.

Second, brand or trade-mark (optional).

Third, "Vanilla Extract."

Fourth, percentage of alcohol by volume.

Fifth, the true name and business address of the manufacturer.

3. Resolved, That solutions of coumarin and vanillin will be passed in the states here represented as properly labeled as to the name of the product, if they contain no artificial color and if labeled with the name or names of the flavoring principle or principles, together with the word "Flavor," as "Vanillin Flavor" or "Coumarin and Vanillin Flavor," etc., as the case may be.

4. Resolved, That solutions of (harmless) artificial substances used for flavoring and made to resemble the flavor of pineapple, strawberry raspberry, banana, blackberry, etc., may be sold as "artificial pineapple flavor," "artificial strawberry flavor," etc., if free from artificial coloring and if the label contain no statement or design whereby the purchaser may be misled into believing them prepared from the natural fruits, and if the true extract cannot be made from the plant or part of the plant.

5. Resolved, That the terms extract, flavor, flavoring, spirits, essence and tincture, as applied to solutions used for flavoring food products are held to be synonymous, but the use of any term in lieu of the word "extract" is deprecated as applied to flavoring solutions made from an aromatic plant or part of the plant.

6. Resolved, That any other flavoring extract recognized in U. S. Circular No. 19 and complying with the standard laid down in that circular and free from artificial color, may be sold if the face label on both bottle and carton, contain the following information:

First, net weight or measure.

Second, brand or trade-mark (optional).

Third, name of extract as recognized in Circular 19.

Fourth, percentage of alcohol by volume.

Fifth, the true name and business address of the manufacturer.

7. Resolved, That the terms, "double," "triple," etc., as applied to flavoring extracts, be held to mean respectively two or three times the minimum strength required by the standard as given in U. S. Circular No. 19.

8. Resolved, Further, That the term "concentrated," as applied to flavoring extracts is false and misleading.

9. Resolved, That the use of alum or any other aluminum compound in prepared fruits, vegetables and condiments, is injurious to health and unnecessary and should be prohibited.

10. Resolved, That compound jellies, jams and preserves containing glucose, cane sugar and fruit, may be sold if labeled:

First, net weight or measure.

Second, brand or trade-mark (optional).

Third, the word "compound," followed by the names and percentages of the ingredients and then with the word "jelly," "jam," or "preserve" as the case may be, thus:

COMPOUND.

30 per cent. Glucose.
20 per cent. Cane syrup.
30 per cent. Currants.
20 per cent. Apple.

JELLY.

Fourth, the true name and business address of the manufacturer.

11. Resolved, That in compound jellies, jams and preserves, before mentioned, no starch, gelatin, gum, added acid, artificial coloring matter, artificial sweetener, or preservative will be permitted.

12. Resolved, That catsups, conforming to the standards laid down in U. S. Circular No. 19, including freedom from artificial coloring matter and fillers, may be lawfully sold. After December 1, 1908, the sale of catsup containing preservatives except those mentioned in the standards will be contested.

STATE HOUSE

CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

13. Resolved, That edible oils and fats, complying with U. S. Circular 19. may be sold under the names there given. The name "salad oil" is not recognized as a descriptive or distinctive name for a simple oil and its use as such is not approved. Mixtures of edible oils intended for salad purposes may be sold as "salad oil" (a compound), provided the names and proportionate amounts of the ingredients are plainly stated on the main label in the order of their predominance. Example:

First, net weight or measure.

Second, brand or trade-mark (optional).

Third, name, e. g.—Salad Oil (a compound),

Composed of

60 per cent. Cottonseed Oil.
20 per cent. Peanut Oil.
20 per cent. Sesame Oil.

Fourth, the true name and business address of the manufacturer.

14. Resolved, That the sale of soda fountain syrups and crushed fruits, containing any preservative other than sugar will be contested after December 1, 1908.

15. Resolved, That the addition of color to any vinegar constitutes an adulteration whether declared on the label or not.

16. Resolved, That such terms as "Extra Quality," "First Quality," etc., as applied to food products, be deemed a misbranding unless the quality of the goods corresponds to the terms used.

17. Resolved, That the Commissioners of the different states notify all who may inquire, as to the resolutions here made, that the sale of products of any manufacturer complying with these rulings, will not be contested in the states represented.

Every Family Can Grow Tea on Its Own Premises

United States Department of Agriculture Says So and Supplies Minute Directions By Which Any One Can Plant and Cure Both Black and Green Tea. Says Much Imported Tea Is Adulterated.

Special correspondence of "Grocery World."

Washington, D. C.,
Nov. 21, 1907.

The United States Department of Agriculture has gone into a matter now which will strike many as highly chimerical. It has issued a bulletin on "Home-Grown Tea" which is intended to persuade consumers to start little tea gardens on their own premises, both for their own consumption and to put on the market if there is any surplus.

The bulletin referred to describes at length the success of the tea plantation in Summerville, S. C., managed by Dr. Charles U. Shepard, and deduces from it the conclusion that tea will grow anywhere in America where the climate permits. The climate necessary for the purpose is thus described:—

> The climate of the Southern and Gulf States is in general admirably adapted to the cultivation of the tea plant. Although the rainfall is much less than in a great many tea-producing countries, the average annual temperature is lower, causing less evaporation and consequently requiring less rainfall. The cultivation of the tea plant can safely be risked where the temperature seldom falls below 24 degrees Fahrenheit, and never goes below zero, and where the annual rainfall exceeds 50 inches, 30 inches or more of this precipitation occurring during the cropping season.

The Government states that clay loam or sandy loam is the best soil, and explains that the seed should be planted in autumn and winter just before a rain. Minute details are given as to how to plant and how to care for the growing plants. Plucking begins about the first of May and continues until about the middle of October.

According to the bulletin under discussion, any family can cure tea in its own kitchen:—

> All that is necessary is a four-quart double boiler (a saucepan with a hot-water jacket), a large pan, preferably agate-lined, a large wooden spoon or paddle, and a kneading board where the use of a clean kitchen table cannot be had.

In the case of black tea the leaves are brought in the day before they are to be made into tea and are spread very thinly and evenly on a clean table or floor, where they are allowed to remain from twelve to twenty-four hours, when they will lose about one-half their weight by the evaporation of moisture, become very soft and flaccid, and feel like an old kid glove. In this condition they are ready for rolling. When withering is near completion the leaves should be watched very carefully, because if allowed to go on too far they become parched and unfit for rolling.

About half a pound of the withered leaf is rolled or kneaded from twenty-five or thirty minutes on a clean table or kneading board. The operation is similar to the kneading of dough. The rolling should be very light for the first ten minutes so as to allow the

Are You Coming or Going? | Coming to Us after the BEST GOODS at Lowest Prices; or Going to the Credit House and Paying Traveling Salesmen's Expenses

New Packing Winslow's Yellow Label Extra Fancy Maine Corn, single cases, 2 dozen	per doz.,	$1.00
5 or 10-case lots	per doz.,	.97½
New Fancy New York State Marrow Beans, grain bags, about 2½ bushels	per bu.,	2.45
New California Loose Muscatel Raisins, Fancy 4 Cr. 50 lb. box	per lb.,	.08¼
" " " " " " 3 " "	per lb.,	.07¾
" " " " " " 2 " "	per lb.,	.07¼
These are as fine quality California Loose Muscatel Raisins as you have probably ever seen, they being large fruit and particularly clean and bright.		
New 30s-40s Sanoma Brand California Prunes, 25 lb. boxes, single boxes	per lb.,	.09⅝
5 or 10-box lots	per lb.,	.09½
Canned Lima Beans, Cedar Brand, Extra Fancy, Ex. Small Green Jersey packed No. 2 size cans, 2 doz.	per doz.,	1.05
Canned Lima Beans, Pier Brand, New York State, No. 2 size cans, 2 dozen	per doz.,	.72½
Canned Lima Beans, Plantation Brand, Extra Quality, Soaked, No. 2 size cans, 2 dozen	per doz.,	.62½
5 or 10-case lots, either kind, at 2½c. per dozen less.		
New Extra Fancy Autumn Caught No. 3 Norway Mackerel, 315 to 340 fish to the barrel	per bbl,	25.50
New Extra Fancy Autumn Caught No. 4 Norway Mackerel, 430 to 450 fish to the barrel	per bbl.,	21.00
New Fat Irish Mackerel, 420 to 440 fish	per bbl.,	19.25
50-lb. blue painted tubs (quarter barrel)	per tub,	5.26
These New Irish are fine quality goods which we can highly recommend as a great bargain in mackerel to retail at 6 or 7 cents per fish.		
New Ocean White Fish, barrels 200 lbs.	per bbl.,	4.30
Griffin & Skelly's Easter Brand Ex. Standard California Lemon Cling Peaches, No. 2½ size cans, 2 doz.	per doz.,	2.57½
Griffin & Skelly's Thistle Brand Standard California Lemon Cling Peaches, No. 2½ size cans, 2 doz.	per doz.,	2.25
Griffin & Skelly's Kings River Brand California Lemon Cling Peaches, No. 2½ size cans, 2 doz	per doz.,	2.15
Coliseum Brand California Lemon Cling Peaches, No. 2½ size cans, 2 doz.	per doz.,	1.95
Karo Syrup, 10c. size, 2 dozen . . . per doz., 82½c. Karo Syrup, 25c. size, 1 dozen	per doz.,	2.15
Golden Ribbon Brand Fancy Flavored Syrup, No. 2 cans, 2 dozen	per doz.,	.82½
" " " " " " No. 2½ cans, 2 dozen	per doz.,	1.05
" " " " " " No. 3 Cans, 2 dozen	per doz.,	1.20
" " " " " " No. 5 cans (half gallons), 1 doz.	per doz.,	2.10
" " " " " " No. 10 cans (one gallon), ½ doz.	per doz.,	3.95
Fancy Absolutely Sound Dark Colored Cape Cod Cranberries, barrels	per bbl.,	4.75
Absolutely Pure High-Grade Black Pepper, 6 or 10-lb. boxes	per lb.,	.12½
" " " " " 25-lb. pails	per lb.,	.12¼
" " " " " 50-lb. drums	per lb.,	.12.
" " " " " ½ barrels, about 125 lbs.	per lb,	11⅝
" " " " " barrels, about 220 lbs.	per lb.,	.11
Fancy New Japan Rice (just in), 100-lb. bags	per lb.,	.05½

These Prices for This Week Only—November 25th to 30th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue Phila., Pa.

eaves to begin to twist or take on ıe "roll"; then the pressure should e gradually increased until all that an be exerted is applied, so as to xpress the juice (which should be pped up with the leaves) and give ıe leaves a tight twist. This tight olling not only makes a strong tea, ut helps to preserve the flavor. ery often the leaves will be a ttle overwithered and rather brit- e, in which case water should be prinkled on the withered leaves ntil they are rendered soft enough o roll.

After rolling, the leaves are ormed into a "ball" and allowed to emain in a cool and preferably amp place from three to six hours o ferment. The end of this stage ı the process is indicated by the all turning a yellowish copper col- r, which can be seen when the all is broken open. The raw, erby scent has also changed to an greeable fruity one. This stage ıust be watched carefully, because allowed to go too far the leaves ecome sour and unfit for tea.

After fermenting, the ball is roken up and spread about half n inch thick in a large clean pan preferably of agate ware) and laced in the stove oven to dry. he pan should be removed at inter- als and the tea turned. This hould continue until the tea is ery brittle to the touch and a very light odor of tea is given off. The ven should not be too hot during his operation, as too much heat revents uniform drying. The tea s now ready for use and should e placed in air-tight tin boxes or ans.

Sun-cured black tea is the same s the ordinary black tea except ıat the withering is done in the sun ı a much shorter time and pro- uces a tea more acceptable to the verage taste.

The freshly picked leaves should e spread very thinly and evenly n trays made by tacking cloth on ooden frames of any convenient ize, or they may simply be spread n cloths, which in either case hould be placed in the sun until he leaves become very flaccid. his will require from one and ne-half to three hours, or more, epending on the intensity of the un's heat and the humidity of the tmosphere. During this operation ıe leaves should be turned at in- ervals, so as to induce uniform ithering. The further procedure s identical with that already described for the black tea from the point of withering.

This tea is generally made during the months of July and August, when the heat of the sun is very intense.

The green tea is made from the same leaves as the black, although some varieties are best adapted to make each of these respective kinds. The green-tea process is the same as that for making black tea, except that instead of withering from twelve to twenty-four hours, and fermenting from three to six hours (when oxidation takes place, which renders it black) the green leaves are quickly brought in and placed in a covered double boiler —that is, a saucepan with a hot-water jacket (one pound of leaf to a four-quart boiler)—and allowed to remain surrounded by boiling water from seven to nine minutes; the cover should be removed and the leaves stirred at intervals. This will render the leaves very soft and flaccid, ready for rolling. During this rapid process the oxidizing agencies of the leaf are sterilized by the boiling water and steam in the hot-water jacket surrounding the leaves, and the production of a green tea is rendered possible. These flaccid leaves are rolled in like manner to the black tea for about ten minutes, being stirred at intervals until they lose some of their moisture and become sticky; then they are again rolled from fifteen to twenty minutes under all the pressure than can be applied. After rolling they are immediately placed in the oven in a pan and turned at intervals (similar to the black tea) until they are dry and brittle to the touch and a slight scent of tea is given off.

From all of its experiments with tea grown in people's own gardens, the Department of Agriculture draws the following conclusions:—

> The cultivation of the tea plant in home gardens is not only profitable, but a great deal of pleasure can be derived from it at the same time that the use of the much adulterated foreign article is avoided. This is often found to contain Prussian blue, indigo, turmeric, soapstone, and leaves of other plants than tea, some of which are injurious to health.

HOLT.

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Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

The Hotel Patrons' Demand

A coffee that satisfies on a hotel table is a good coffee and will stand up under any test you can give it.

That's because hotel patrons are supercritical. They expect more than they get at home; in fact they expect perfection.

Hotel Astor Coffee is the year-in-and-year-out brand of some of the most exclusive hotels in New York City. They never think of buying anything else — they wouldn't dream of it.

The success of this coffee under this exacting test is really the reason that led us to push it through the grocery trade. We have a plan to increase your high-grade coffee trade. May we tell you about it? A postal request is enough.

B. Fischer & Co.
190 Franklin Street
NEW YORK
31 South Front Street
PHILADELPHIA

Grocery World

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The writer had an extremely pleasant visit from Paul V. Flynn, editor of the New Jersey "Trade Review," last Thursday. Mr. Flynn seems to get younger and snappier every year he lives.

The Failure of Good Schemes.

Why must good schemes fail? Take the fate of the Mergenthaler-Horton Basket Co., which is about to pass into a receiver's hands.

To him who viewed the prospects of the Mergenthaler-Horton Basket Co. when it first launched its campaign six or seven years ago, failure seemed impossible. The company owned patented machines which completely revolutionized the making of small baskets. Before that baskets had been made slowly, clumsily and expensively by hand. The Mergenthaler machines turned them out by the hundred, perfectly made and much more cheaply than by human hands. As we say, the plan seemed sure of success, because it did a necessary thing more rapidly, more perfectly and more cheaply than it had been possible to do it before.

Yet the company's career has been a failure from the very beginning. It has never paid a dividend, its baskets have never even begun to supplant the old-fashioned hand-made baskets; in short, it has never gotten anywhere and now a receiver begins the writing of probably the last chapter.

Why is it? What can explain the fact that prospects which seem to contain not a single chance of failure so often prove to have contained no chance of success? Bad management can explain many disasters, but it is inconceivable that ordinary bad management could throttle such an opportunity as the Mergenthaler Company's.

Gimbel Bros.' New Laid Eggs.

All last week Gimbel Bros., the perfect Philadelphia grocers, sold eggs at 28 cents per dozen. The eggs were displayed in large bowls on the counters and over them appeared the sign "New-laid Eggs, 28 cents."

During the whole of last week new-laid eggs, which mean but one thing, i. e., fresh eggs, sold at wholesale at 32 cents, uncandled. Candled as they would have to be sold, the wholesale price was 34 cents. The average retail price for honestly fresh eggs last week was 40 cents, and even at that the supply was extremely light.

The price of storage eggs last week was 19 cents uncandled, and 21 cents candled. If Gimbel Bros.' "new-laid" eggs were what they were represented to be the concern lost 4 cents per dozen on them. If the so-called "new-laid" eggs were really storage eggs they netted a profit of probably 7 cents a dozen.

Now, it would naturally not be *impossible* for Gimbel Bros. to buy fresh eggs at 32 or 34 cents and sell them at 28 cents, but the "Grocery World" would dearly love to make a modest wager that they didn't do it.

Dr. Wiley, Autocrat.

The Corn Products Co., who control the manufacture of glucose in this country, and Dr. H. W. Wiley, Chairman of the Federal Food Board, are in a lively squabble over what the Corn Products Co. are to call their product. The company wishes to call it corn syrup, while Dr. Wiley insists that it be called glucose.

This is a question of fact, not at all of opinion. Almost exclusively, heretofore, the product has been called glucose. But unquestionably it is a syrup and unquestionably it is derived from corn, hence what can it be but corn syrup? Where an article can be correctly described by either of two names, Dr. Wiley is wholly without power to say arbitrarily which one shall be used.

Free to "Grocery World" Readers

The "Grocery World" has on hand about five hundred copies o a book on window dressing, originally published by Sprague, Warne & Co., of Chicago, Ill. It was originally intended to use the book as a premium, but after inspection it was considered scarcely good enough, and since that the copies have lain on our shelves because o uncertainty as to what use to make of them. It must not be assumed that the book is worthless—it has a number of good things in it, but is scarcely up to what the "Grocery World" thinks such a book should be.

Now we propose to give a copy to any subscriber who may want it, free of all cost save the postage of seven cents.

Send seven cents and the book is yours.

"Extra Quality."

Truly, we seem to be approaching something like the millenium. Some of us who have grown pessimistic have troubled ourselves over the fact that unscrupulous eagerness to sell goods has squeezed the meaning from some of the most pregnant words in the English language. Almost all the words indicative of quality, for instance—for years they have been heedlessly and indiscriminatingly used without the slightest regard to whether truthfully applicable or not.

But in the West a new era dawns. The Food Commissioners of Illinois, Iowa, Minnesota, North Dakota, South Dakota and Wisconsin have adopted a common attitude toward certain food practices, and one phase of that attitude is expressed through the following resolution:—

> Resolved, That such terms as "extra quality," "first quality," etc., as applied to food products, be deemed a misbranding unless the quality of the goods corresponds to the terms used.

This blows sweet with the clean freshness of literal honesty; a quality which some have supposed to be extinct, but which seems to still present a spark of life. Extravagance in the use of quality terms is usually innocent, and most offenders would be severely shocked to know that they were obtaining money under false pretences.

Some Stinging Blows for Wiley.

Hugh Gordon Miller, Esq., counsel for the National Association of Extract Manufacturers, paid his respects to Dr. H.W. Wiley before his association last week, in an address which probably expressed the most scathing arraignment of Dr. Wiley ever uttered.

Here is just one choice little extract:—

> I believe that (barring some who are known to be in official favor) the food purveyors, extract manufacturers and druggists of the country will bear me out in the assertion that Dr. Wiley, starting out perhaps (and we give him the benefit of every good intention) with the best of motives, and at first apparently in an effort to do what was highly commendable, what all good citizens applauded, and what Congress endeavored to aid by legislation, has, in fact, in his great zeal for high and exalted place in the present reform band wagon, by attacking promiscuously by widespread newspaper interviews and sensational speeches while campaigning for glory and applause throughout the country, demoralized and destroyed necessary confidence in, and as a result destroyed much of the legitimate invested property in perfectly good foods and extracts, to the extent of hundreds of millions of dollars.

There is not the least doubt about this. Dr. Wiley is a fanatical theorist, caring nothing for the practical results if his theories prevail. Furthermore, he has an extreme case of swelled head, and naturally this has made him worse.

But it is extremely doubtful if castigations like the above really make any impression upon the subject. In fact, he was quoted recently in the statement that he regarded every attack of the food manufacturing and distributing interests as a tribute to his work.

How Could It Work?

A Canadian grocer has written the "Canadian Grocer" describing a method he has used, he says, with great success, of changing his business from a credit to a cash basis. The main points he recites are as follows in a circular letter to his customers:—

> I have marked all my goods as low as they possibly can be sold for spot cash, and the customers who will not pay at the time of purchase will be charged ten per cent. extra.

If the amount is paid within thirty days the discount will be deducted.

If paid within sixty days five per cent. will be deducted.

After sixty days the ten per cent. will remain charged.

It will be the same as if I was lending you money to buy goods with and charging ten per cent. on the amount loaned. By this plan you will be able to buy goods cheaper—it will enable us to have one price only—(we will not deviate from this rule) and everyone will be on the same footing.

Now, if you will give this matter a few minutes of good sound reflection you will admit that I have found the way to deal fairly with everyone.

Give me a trial. Come and get my prices and I am sure you will appreciate my efforts in giving the public in general fair and honorable dealing. I will take this opportunity to thank everyone for the generous support given to me in the past and by fair dealing with all I hope to have a continuance of the same in the future.

Now, there isn't a flaw in the ogic of this proposition. Unquestionably the consumer who pays cash for his goods should have them cheaper than he who takes thirty or sixty days; conversely, he who takes time should pay for the use of his seller's money. So that when this Canadian grocer has moulded his regulations to conform with these common sense principles, he has done something which is justified from every standpoint.

And yet it seems incredible that the plan should have succeeded. Certainly in the United States it would have precipitated any grocer who tried it into a maelstrom of protests, and with scarcely a doubt would have lost him nearly if not all the credit customers whom he attempted to charge the 10 per cent. advance. Human nature may be different in Canada, however.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the Grocery World." In the hope that a little such matter may be of interest and value "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Lucca Oil.

Lucca is the name of a large town bout fourteen miles from Pisa, nd has a considerable trade in the xcellent oil produced in the magificent olive groves of the neighorhood. The oil is mostly shipped t Leghorn, and is exported in casks nd in 40-gallon jars, the latter eing thought preferable to wood or choice qualities.

Lucca is the chief centre of the rovince.

Macaroni.

A species of dried wheaten paste, ormed into straight or twisted hollow tubes or pipes, varying in diamter from that of a long tobacco ipe to a full inch.

It is usually made from the best wheaten flour and with a little water worked into a thick paste, then put nto a strong cylindrical tube which has small crescent-shaped holes at he bottom. By means of a piece of wood or metal plate made exactly to fit the inside of the tube and a screw press, the paste is gradually and slowly forced through the holes in long stringy ropes, while a heated stove quickly dries or partly bakes them as they descend, causing them to shrink, and their crescent-shaped edges to unite and assume pipe form.

At the proper instant the pipes are detached, twisted and hung over rods placed about the room or in the open air to dry more perfectly—first at a temperature of 65 degrees, then 70 degrees, and finally 75 degrees, and in a few days the macaroni is ready for use. This drying is the most difficult and delicate part of the process.

The best macaroni comes from Genoa, usually in large cases containing 144 small wood boxes, each holding about 4 pounds net. "Naples" is mostly in long straight pipes, packed in 28-pound boxes.

The Tender Kernels of Fancy Corn

THE CORN WITHOUT HULLS

The Pressing & Orr Company
Norwalk, O.

This introduces to you our **WINORR** Brand of Canned Corn. In one vital respect it is wholly different from every other brand on the market.

The difference is in the fact that **WINORR** Corn has no hulls. We use in our canning a device that extracts the meat of the corn, and throws out the tough hulls. Result—a dream of tender corn kernels that your customers will go wild over.

A novelty like this gives a lot of help in selling a new thing.

We also pack canned Sauer Kraut, dry Mince Meat in cartons, and a Salad Dressing which is quite the fanciest thing on the market.

We've Made "EXTON" Oyster Crackers for 60 Years

In itself, and by itself, that fact is significant.

Nothing but a superior article could last so long, and none but a ***very*** superior cracker could retain its leadership as the "EXTON" Oyster Cracker has done.

It MADE the standard of quality by which all other oyster crackers can safely be judged, and by which they HAVE been judged.

It's the Cracker King now as it has always been, and makes its sixty-first annual bow to the trade with a vigor that's growing steadily.

It's ready for the fall business whenever you are, and guarantees the same ideal quality which has made the name "EXTON" famous wherever oysters are known.

A. EXTON & CO., Trenton, N. J.

PIONEER BAKERS *of the* CELEBRATED TRENTON OYSTER CRACKERS, STAMPED "EXTON"

"The Best Known and Known as the Best"

The New York Letter

Outlook for Thanksgiving Trade. Advance Sales Satisfactory. Financial Situation in the Trade. Great Depression in Storage Eggs. Anti-Wiley Combination. Campaign Against Two-faced Jobbers.

Special correspondence of "Grocery World."

New York, Nov. 22, 1907.

Thanksgiving trade is expected to be in about the usual volume, in the retail stores, and the jobbers say that the advance sales have been quite satisfactory. The trouble with checks has been increasing, for in the last week or so the number of large employers of labor who pay off with checks has been augmented. Naturally many of the employes hasten to the grocer and present the checks in payment for purchases, expecting to receive the balance in cash. The grocer who is not ready with the money to cash the checks that are presented is likely to send trade elsewhere.

Sometimes it answers for the grocer to confess that he has not the change to spare and to say that he will send the paper through his bank or turn it over to his jobber and let the customer have the balance due him a day or two later. In other words the grocer takes the check for collection. If too many requests come in on him in one day, he is quite likely to resort to this in preference to refusing altogether.

The extension in the use of checks in paying labor is the result of action taken by some of the largest banks which are desirious of saving the premium that they are obliged to pay on currency. The checks are commonly marked as payable only through the clearing house.

The substitution of checks for money to so large an extent has, of course, been affecting many inds of business unfavorably, since even the humble employe, having more or less trouble in getting his check cashed, has impressed upon his mind the fact that there is a financial stringency, and he has a tendency to hoard his little and to make it go as far as possible instead of spending it promptly to meet his requirements in the usual fashion. But it seems agreed that the grocery trade has suffered the minimum loss, for people must buy food, although they may not buy new clothes for a time.

That there has been some contraction, even in the retail grocery business, is made evident however by the fact that for the first time in years there is a surplus of clerks instead of a scarcity, and grocers have but to apply to the headquarters of the associations to get all the assistance of this kind that they require. Even a few weeks ago grocers were complaining that it was almost impossible to find experienced clerks of the right sort to fill vacancies.

* * *

Retailers are noting that with the markets somewhat unsettled the daily papers, or some of them, publish more than the usual amount of misinformation about food subjects. Sometimes there is a motive on the part of speculative holders of food in giving out reports but pure careless regard for facts is probably the more common reason. One day this week several of the papers had articles saying that strictly fresh eggs were bringing 75 cents a dozen and were hard to get at that figure. In the same papers a large chain grocery store was offering 13 eggs, guaranteed to be extra strictly fresh for 25 cents and grocers are generally selling from 8 to 12 fresh eggs for 25 cents, the average retailer here selling this way instead of by the dozen.

* * *

With the American Extract Manufacturers' Association as a nucleus, a combination is being formed it is currently reported, to oppose in some matters the position of Dr. Wiley and to contest some of the rulings of the Department of Agriculture. The Food Manufacturers' Association may act with the extract manufacturers. The expectation is that the associated interests will endeavor to accomplish something at the approaching session of Congress.

A meeting of the extract manufacturers was held last Saturday in the rooms of the Bottlers' Protective Association in East Thirty-seventh street. In the chair was A. J. Bastine, of Bastine & Co., who delivered an address on the benefit to the Government of the taxes paid by the manufacturers.

The feeling of the members toward Dr. Wiley was disclosed in an address delivered by Hugh Gordon Miller, an attorney, who argued that the chemist of the Department of Agriculture had talked too much, and as a result false ideas have been disseminated and have injured the business of many of those engaged in manufacturing food products. He particularly argued that Dr. Wiley and his associates have no legal authority for going outside the letter of the food law and attempting to fix food standards. The applause showed that Mr. Miller voiced the sentiments of the members.

A. E. Claus spoke on the lack of uniformity in State food laws, H. D. Mann, of H. D. Mann & Co., on labels; C. Van Skiver, on "Artificial *vs.* Imitation."

There were present twenty-five men representing nearly 200 concerns, it is said. The association is to meet here again December 2d.

* * *

Over at the New York Mercantile Exchange the reports indicate that strictly fancy fresh eggs of the kind that have never been inside a warehouse and have been laid inside of two or three weeks, are worth 33 or 34 cents a dozen, but that the best of the warehouse eggs cannot be sold for more than 18 or 19 cents a dozen. The extreme difference is explained by the claim that there is now in the warehouses of the country a half a million cases more of eggs that there were a year ago, and the holders are finding it expedient to unload to a considerable extent, as the banks are not liberal in continuing loans on the warehouse stock.

* * *

A mistrial resulted this week after the case of the Pennsylvania Sugar Refining Co. against the American Sugar Refining Co. was called in the United States Circuit Court. This is the action in which the plaintiff demands damages to the amount of $30,000,000, claiming that the trust illegally obtained control of the business and shut down its plant. After the trial began the plaintiff tried to show that it had been in the business of manufacturing sugar from 1883 to 1896, when the new plant was built and transfered to the Trust. As this allegation was not in the complaint, the judge held that it could not be made an issue in the present trial, and the jury was dismissed. An effort will now be made to have the complaint amended so as to include the additional allegation.

* * *

The Executive Committee of the National Wholesale Grocers' Association is to meet in the first week of December, either in Atlantic City or in Chicago, to consider the old question of the subsidizing of salesmen and of manufacturers selling directly to retailers. The United Retail Grocers' Association of Brooklyn, at its meening last week, discussed the subject of jobbers selling directly to consumers and said that certain firms are boldly bidding for the trade of both retailers and consumers, and are giving the latter the benefit of prices close to the wholesale quotations.

A number of those present at the Brooklyn meeting expressed the determination not to buy from jobbers who sell both ways, and are in fact both wholesalers and retailers. The association took no action as a body, however, and the matter is to be brought up for further consideration at an early meeting.

While the Brooklyn association has not yet put into operation the plan long agitated of having a central buying exchange and a warehouse, yet it is now to make a start in a small way toward a more practical co-operation among members. At each meeting there is to be an intermission, during which the members may buy and sell from one another anything that may be put up, from a surplus supply of one or another kind of canned food to a delivery horse. A blackboard is to be used on which those who wish to offer anything for sale may post their announcements and those who wish to buy something may do the same.

* * *

President E. T. Bedford, of the Corn Products Refining Co., has given out a statement as to the differences of the company with Dr. Wiley. He says in substance that the only difference, as he understands the matter, is as to the proper name to be used—corn syrup or glucose. Dr. Wiley prefers glucose, but Mr. Bedford argues that corn syrup is a more definite and more descriptive term, and has been used so long that people know what it

s and they would not understand what glucose means. Moreover, he said that while glucose is a healthful product, it has been so greatly misrepresented that the word now gives an unfavorable impression.

FRED. A. MCGILL.

Dr. Wiley Learns the Molasses Situation.

Dr. H. W. Wiley, of the Bureau of Chemistry, has concluded his investigations which have been in progress in Louisiana with reference to the manufacture of molasses. It is reported the experiments have been entirely successful in turning out a good grade of molasses without the use of any sulphur whatever. Dr. Wiley found, however, that the molasses thus manufactured was much darker than that made with the use of sulphur, and that the darker product would bring some 8 cents a gallon less than the sulphured goods. About twenty-five or thirty firms are now making molasses without sulphur, and the others are all employing it to a greater or less extent because of what they consider the exigencies of commercial demands. Probably 80 per cent. of the firms engaged in the manufacture are using more than the amount permitted in decision 76, while the other twenty are within the requirements of the rules. It is not the intention to begin any molasses prosecutions in the near future, so far as can be learned, notwithstanding the extent to which the regulations are being disregarded. This is considered to be almost a necessary consequence of the attitude which has been adopted with reference to the use of sulphur in general, pending the consummation of the experiments with that article. It will be endeavored to get the producers to reduce their use of sulphur with a view to its ultimate abandonment. The rigid enforcement of the rules in this respect will probably be postponed, therefore, for some time to come.

Cleanliness During the Holidays.

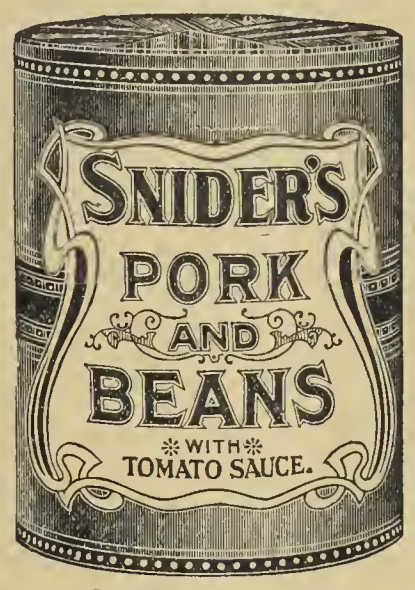
Your customers will enjoy the holidays much better if you will sell them Pearl Borax Soap Powder to help them with their washing and cleaning. It is made of pure material guaranteed not to injure the clothes or hands; a full pound package whose empty cartons are redeemed in gifts. Made by Chas. W. Young & Co., Philadelphia, makers of soaps of merit.

DON'T WAIT

Write at once to the nearest office and secure the information about the

Special Offer to Retail Grocers on

Snider's Pork and Beans



The T. A. Snider Preserve Co.

Makers of Snider's Catsup CINCINNATI, OHIO

NEW YORK OFFICE 105 Hudson St. | BOSTON OFFICE 46 Clinton St. | CHICAGO OFFICE 12 & 14 State St.

THE GROCERY MARKETS

Tea.

The tea market has shown somewhat better demand during the past week, but the situation is still dull and the movement sluggish. Buyers are taking only what they have to take, and it is astonishing how little stock they can get along with under pressure. There has been no change in price, and in all probability there will be none in low grades, which are scarce and strongly held. As to the higher grades, there may be a recession in price if the present financial stringency continues.

Coffee.

The market for Brazil coffee has ruled steady during the past week without change. There is a disposition among the trade to feel that the effort to hold the market for Rio and Santos steady under the present financial conditions indicates an advance as soon as conditions resume the normal. The present receipts of Brazil coffee would indicate a crop of a little over 10,000,000 bags, which was about the 1905-1906 crop. This is a decline of nearly 9,000,000 bags from the last crop, and much comment is being made in coffee circles on this decrease, which no conditions of weather could reasonably account for. The only year on record when a heavy crop was followed by one half the size was in 1886-87, when the cause was a heavy frost in the growing districts. The query is abroad whether the Brazilian Government is using its power as a railroad owner and holder of enormous stocks to hold back the receipts at primal points in order to create the impression that the crop will be much smaller than it actually promises to be. Mild coffees are steady with little movement; same can be said of Java and Mocha.

Sugar.

The sugar market is unchanged for the week. Raw sugar is about steady, except in Cuba, where it is still weak and low. Refined sugar shows no change and is in moderate demand only.

Syrup and Molasses.

Glucose shows no change for the week. Compound syrup is in moderate demand only, needing cold, brisk weather to increase the sales. Sugar syrup is fairly active at un-

On Page 15

Our Grocers' Fixture Department has the most beautiful line of tin Spice Cabinets you can see anywhere. Every one, regardless of price, has that distinctive beauty which gives tone to any store.

Turn to page 15 of our Catalogue No. 4 (Grocers' Tinware). See our "Persian Spice Cabinet"—ever see anything handsomer?

Note the seven compartments, each holding 15 pounds, with the patented revolving label. This bears the names of eight spices—simply turn the label to the one you need. One particular convenience about this cabinet is that you don't have to dig in the top to get out the goods. Each compartment has a rolling door at the base. Two scoops supplied with each cabinet.

Write for price. Have you sent for Catalogue No. 4 yet?

American Can Company

NEW YORK CHICAGO SAN FRANCISCO

MAPLEINE

MAPLEINE

The new vegetable extract with the genuine old-fashioned maple flavor. A product that sells rapidly wherever introduced. Makes **syrup better than maple** at a nominal cost and is most delicious for flavoring candies, cakes, ice cream, puddings, etc. Write us or ask your jobber.

Crescent Mfg. Co., Seattle, Wash.

E. E. HARDING & CO., Agts., Philadelphia

CHAS. W. JACOBS & ALLISON, Agents, NEW YORK CITY

GOING SOME!

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Over the same month last year. Each month, except one, has shown a decided improvement. THE INDEX, reliability, quality, prompt deliveries, the F. O. B. destination by Express, EXPRESS CHARGES PAID BY US, please old customers and they bring us new ones.

"Have used your books for twelve years. Enclosed find order from N. C. Campbell.
BOYD & LYFORD, Humboldt, Neb."

Books in all sizes. INDEXED. The most convenient made. Relieve you from bookkeeping, forgotten charges and troubles of various kinds. Let us send you free samples. They are waiting for you.

J. P. FORBES, Forbes Building, Coshocton, Ohio

SHOW IT!

Pile Up Your Stock of

DEPENDABLE

MILLBOURNE

FLOUR

where it can be seen. Get the benefit of the advertising. Don't let the other fellow please your customers first. BE QUICK.

SHANE BROTHERS & WILSON CO.
Proprietors
City Offices, 672-686 Bourse, Philadelphia

MILLBOURNE MILLS
63d and Market Sts.

changed prices. Molasses is dull. New molasses is coming forward, but is not wanted very keenly as yet. Prices are about unchanged.

Fish.

The fish market is dull. Mackerel shows no recession in price, not as to Norways or Irish or shore fish, but the demand is very light. It usually is so around the end of the year, and this condition is intensified this year by money conditions. Cod, hake and haddock are slow and unchanged in price. Salmon is quiet at ruling prices. Domestic sardines are a trifle firmer on reports of the close of the packing season after a short pack. The demand, however, is light. Imported sardines grow scarcer and firmer all the time.

Canned Goods.

The tomato market is unchanged and unimproved. Sales are still being made at 80 cents county, but the demand is small. The trade now offers 80 cents delivered, which means about 2½ cents off. For this there are no takers as yet. There is no general pressure to sell, but so long as money remains tight the market will show no strength. Some few little lots of corn are selling at ruling prices. The general market is dull. Peas are quiet and unchanged. Stocks are very low Peaches are extremely scarce. The market is still firm, high and dull. Apples are unchanged at $3.25 for New York State gallons in a large way. The demand is extremely light. The Baltimore line is unchanged, except as to oysters, which are lower. The opening prices were too high. There is very little business doing. California canned goods are very slow, prices being unchanged, and no business doing from first hands at all.

Dried Fruits.

Prunes are very slow, and prices are unchanged. The market on spot is being weakened, however, by the fact that holders who need money are letting lots go at most any price. The coast is fairly steady. Peaches are slow and very hard to move. Prices are unchanged. Apricots are slow and unchanged. Currants are in very active demand, mostly on contracts. Prices are unchanged. Raisins, meaning seeded, are in somewhat better supply, as receipts of new have increased. Prices are still well held on a fairly high basis. The demand is good. Loose raisins are very dull and weak. The latest importations of Valencias are selling in a large way at 6¾ cents, a large fraction below California fruit of the same grade. Foreign raisins haven't had such an innings in years as they are having now. Apples are somewhat weaker and dull.

Beans and Peas.

Pea beans are unchanged at $2.25 to $2.30 in a large way. The demand is fair. Marrows are also unchanged at about $2.25, and the demand is fair. California limas are somewhat weaker on spot and now rule below the coast parity. This is mostly for early shipments, which were bought below the present market. Split yellow peas are selling to some extent at $7 per barrel in a large way, which is a decline of 50 cents from the highest point. Whole dried peas of both grades are in good demand at unchanged prices.

Butter.

The butter market is firm and unchanged. The receipts of fresh butter are about normal and the quality continues good. There is very little movement in refrigerator butter. The outlook is for a shorter supply of fresh butter, though perhaps no radical change in prices. This applies both to nearby and Western butter.

Eggs.

Fresh eggs are still in very small supply at 1 cent advance over a week ago. The receipts continue very light, with not enough eggs coming forward to supply the demand. Refrigerator eggs are in ample supply and stocks are larger than a year ago. Prices have declined 1 cent per dozen during the week. There is likely to be a continued shortage in fresh eggs for two or three weeks, by which time an increase in production usually occurs. In case we get into a heavy cold spell, however, the supply may remain light for an indefinite time.

Provisions.

The market for smoked meats is very dull at a general decline of ¼ cent. The price to-day is a little above normal for the season. Pure and compound lard are unchanged and about steady. There has been a very good demand in both lines. No change is looked for for a few days. Barrel pork, canned meats and dried beef are all dull and unchanged.

Cheese.

The cheese market is steady. The market for fancy September cheese is very dull and about 1 cent per pound lower. October cheese is

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for ıe right man to take charge of its "Window-Dressing Department" ıd contribute a good, suggestive weekly article. We have tried :veral, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, robably every one of whom has some technical knowledge of win-ow-dressing. What we want is articles clearly describing window splays that can be made by the average retailer; not necessarily new original—in fact, those which have been used successfully are erhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an verage price of $5 each. All matter sent in under this arrangement ıould be addressed to the "Window-Dressing Department." If awings are also sent they should be made throughout in black ink ot pencil).

ınning good and rules 1 cent per ound under September cheese. here is the usual dull trade for this ason, and present indications are r a continued dull market for ossibly two weeks, after which ıere will be a better trade and tter prices. Stocks of cheese are out 10 per cent. short of a year go. The future depends on the nsumptive demand. Under grades e scarce and sell on arrival.

Produce.

Jersey potatoes, 38 to 40 cents r basket; York State 58 to 63 nts per bushel; Pennsylvania, 68 70 cents per bushel, demand fair. veet potatoes, fresh dug, primes, ; cents per basket; fresh dug, culls, to 35 cents per basket; house, imes, 75 cents per basket; house, lls, 40 cents per basket, demand ir to good; domestic cabbage, $2 $3 per 100; Danish, $2.50 to $3 r 100, demand fair; yellow ions, 40 to 45 cents per basket; to 70 cents per bushel; white, cents to $1 per bushel crates, mand fair; white turnips, $1.25 $1.50 per barrel; 30 to 35 cents r basket; yellow turnips, 30 to cents per basket, demand fair; rrots, 30 to 40 cents per basket, mand fair; horseradish, $4 to $7 r barrel, demand good; water-ess 2½ cents per bunch, demand ir; salad, $1 to $1.50 per half shel basket, demand fair; cauli-wer, $1.75 to $3 per barrel, de-and fair to good; York State cel-y, 35 to 45 cents per basket; ennsylvania, 7 to 12 cents per nch, demand fair; pumpkins, 30 40 cents per basket; $3 to $8 r 100, demand good; parsnips, to 45 cents per basket, demand ir; spinach, 80 cents to $1 per rrel, demand fair; beets, 2 to 3 cents per bunch, demand fair; oyster plants, 3½ cents per bunch, demand fair.

Poultry.

Up to the present writing very few turkeys have arrived in market. From all over the country come reports of small stock. The outlook seems to be for higher prices for Thanksgiving trade. The market is now almost bare, with prices 22 to 24 cents, according to quality. Owing to the scarcity of turkeys, chickens and fowls have advanced 1 cent per pound during the week, and from present conditions there may be a shortage of everything in the poultry line, accompanied by firmer prices. Ducks are short, and meet a ready sale at 1 cent over a week ago.

Green Fruit.

Apples, 20-ounce, $3 to $4 per barrel; Kings, $3.50 to $4.50 per barrel; Baldwins, $3 to $3.50 per barrel; Hulbersons, $3 to $3.50 per barrel; Greenings, $3 to $4 per barrel; pippins, $3 to $4 per barrel; bulk apples, 60 to 75 cents per bushel, demand poor; bananas, Jumbo, $2 to $2.25 per bunch; firsts, $1.50 to $1.75 per bunch; 8-hands, $1 to $1.25 per bunch; 7-hands, 65 to 85 cents per bunch; 6-hands, 40 to 60 cents per bunch, demand poor; lemons, $2.50 to $3.50 per box, demand fair to good; Jamaica oranges, $3.50 to $4 per box, demand fair; Floridas, $2.75 to $4 per box, demand good; Florida grapefruit, $4.50 to $6 per box; Jamaica, $3 to $4 per box, demand good; pincapples, $3 to $4 per box, demand good.

Nuts.

Green peanuts, choice, 4¼ cents per pound; fancy, 5 cents per pound; Jumbo, 7 cents per pound; roasted, choice, $1 per bushel; fancy, $1.25 per bushel; Jumbo, $1.60 per bushel, demand fair; almonds, 19 to 20 cents per pound; Brazils, 11¾ cents per pound; filberts, 10¾ cents per pound; pecans, 11 cents per pound; walnuts, marbots, 13 cents per pound; grenobles, 12 cents per pound, demand fair

INDIVIDUAL MARKET REPORTS.

Coffee.

In times such as we are now passing through, when financial disturbances are so serious as to create general distrust, when actual cash money is at a considerable premium, due to the hoarding of many millions of dollars, commercial transactions based on credit naturally suffer a curtailment. It is, therefore, not surprising to notice for the time being a virtual absence of important buying orders; nor is it surprising to witness the liquidation of speculative holdings. It seems as if everybody has but one end in view—i. e., to get his house in order.

The recent decline in the price of coffee may well be regarded as only a moderate one under the circumstances, and may be construed as a sign that the position of the article is sound. One of the strong points is the continued and steadily growing increase in the consumption, evidenced by the following table of deliveries from port stocks in Europe and the United States during the four months, July to October, inclusive: 1907, 6,228,000; 1906, 5,740,000; 1905, 5,341,000.

The consumption of Brazils for the same four months in these respective years amounted to: 4,780,000, 4,330,000, 3,764,000.

This is a record breaking consumption of Brazils, and if the withdrawals from port stocks show a like proportionate increase for the remaining eight months, the total for the crop year will reach the enormous figure of 14,000,000 bags Brazil coffee. The general position of the article will thereby be improved materially and particularly that of Brazils.

It is reported that the Government holdings are financed till December, 1908; it is furthermore reported that the Government administration has committed itself not to make any sales below the fixed parity.

The Government holdings consist principally of fine selections Santos.

The cessation of Government purchases at a time when the new crop movement was near at hand was severely felt. Santos as well as Rio coffee then reached the lowest milreis price witnessed in twenty-five years.

The trade all over the world, which had by that time reduced its stocks to a minimum, then entered the market with renewed confidence; firstly, because it dawned upon the trade that the Government was in the position to take care of the coffee purchased, for some time to come; secondly, because the necessity of replenishing stocks became quite pressing; and thirdly, due to the conviction that the current crop had been very much over-estimated.

This caused an advance in the milreis price of Santos 7's from 2.550 to 3.700, and of Rio's 7's from 3.225 to 3.750. (The Rio price includes the export tax; the Santos price does not.)

The advance in the price of Rios was very moderate as compared to that of Santos.

European buyers recognized for some time past the relative cheapness of the former and availed themselves of the opportunity offered by making liberal purchases. This is verified by the shipments from Rio to Europe, which were from July 1st to October 31st—1,136,000 bags, against 424,000 bags same period last year, and 493,000 bags two years ago.

The usual annual European purchases of Rios were about 1,000,000 bags in recent years, but, as Europe continues buying on a liberal scale, it looks as if about 2,000,000 bags will go hence during the current fiscal year, which would leave comparatively little for the United States. The shipments of Rios to the United States during the past four months compare with previous years as follows: 1907, 594,000; 1906, 701,000; 1905, 756,000; 1904, 912,000; 1903, 1,019,000.

It is apparent that a shortage in the supplies of this growth will be felt in this country later on, especially for such grades as are generally used, bringing same nearer to a parity with Santos than now exists.

Mild coffees, in which there was a very active trade going on, relapsed into extreme dullness when the financial skies darkened; a few small consignments of washed Central Americans were offered at a reduction of ½ cent per pound from prices eagerly paid a few days before, but found no buyers. Stocks in Europe and the United States are very small, the visible supply of milds is only 1,260,000 bags, as compared with 1,763,000 last year and 2,060,000 bags two years ago. Fresh supplies of any extent are not likely to reach consuming markets before the end of next month, and by that time confidence ought to be fully restored.

HENRY NORDLINGER & Co.
New York, N. Y.

—

Sugar.

The market is quiet. One sale has been reported.

In so far as regards the raw sugar situation at New York there is no real market. The refiners own all the raws, have about enough to

last until the new crops come in, and don't want to buy more. If a little extra should be needed Louisiana sugars can be bought up or foreign beets imported. Quotations are nominal. New York is eighteen points under the European market and seventeen points higher than the New Orleans market. We have all sorts of prices in raws, also a rather varied scale in refined. The sugar business at this season of the year is always dull; to-day, because of the financial stress through which we are passing business is especially dull. The Louisiana planters are getting prices much lower than they expected for their crop They can't distribute their stocks as in other years, when grocers, dealers and refiners have been buyers. The only buyers taking hold now are the refiners. The great quantity of the new Louisiana sugars coming in is enough in itself to depress New Orleans raw quotations, and in addition, this season there is the limiting of the demand.

The one bright feature of the week has been the advances in the European markets. They probably think we will need a lot of their stock and they are marking up values. One of our refiners did buy a couple of thousand tons a week or so ago. It is not likely we will need more. The higher prices in Europe have not had the slightest effect here. Any estimates that may be put forward as to a loss in the European crop, or a reduced Cuba crop, won't help us to get higher prices; they may enable us to start off the new Cuba season at a higher quotation than we otherwise would, but when the Cuba, Porto Rico and other sugars get to arriving here in full volume, our market will go off, will get down to about 3.38 cents as it does almost every year, and when the European beets now being reaped get coming in a little faster the European markets will go off, just the same as our market declines under similar circumstances. Some one must do the carrying and it is not done for nothing. We have only a month and a half more of this sugar season, new crop Cubas are already being offered, our refiners will hardly lay in big stocks at the start of this crop as they did at the commencement of the last, there won't be any buying of refined except in such quantities as are needed to supply consumption, no stocking up by the grocers, and the season will soon come to a close. Refined values have been reduced, that makes buying safer, and prices are guaranteed against declines up to day of arrival, thus minimizing risks.

Refined Sugar.—The price decline has brought in some business from buyers who had held orders awaiting the expected change. The American Sugar Refining Co., Howell and Arbuckle now quote f. o. b. net basis 4.70 cents, the Federal, 4.65 cents, less 1 per cent. cash; respective refiners guaranteeing their own, and B. H. Howell, Son & Co. also the American Sugar Refining Co's prices on day of arrival. The Federal admit a delay of about ten days in filling their orders, with other refiners shipping promptly.

Beet Sugar.—We quote to-day strictly standard beet granulated, f. o. b., at 4.50 cents, less 1 per cent. cash, applying to Buffalo, Pittsand other points west thereof.

M. G. Wanzor & Co.
New York, N. Y.

—

Baltimore Canned Goods.

No. 1.

The unfavorable monetary conditions prevailing throughout the country have had less effect upon the prices of canned goods than on any other lines of merchandise, or commodities in general, which is evidenced by a comparison of the market prices to-day with the quotations on the same articles on, say, September 1st, when the prices of the leading staples were at the top figures of the season. Those "prophets of evil" who so unhesitatingly predicted in the highways and byways that the market for tomatoes, for instance, would break wide-open are now busy trying to explain why that article has not declined more than 8 or 10 per cent. and are hard put to tell why corn, peas, sweet potatoes and beans of all kinds, not to mention any articles in the line of fruits, have substantially held their own throughout the trying times of the past six or eight weeks. The canned goods market is not going to the demnition bow-wows, at least not this season. There has been a reasonable set-back in the prices of some few, but not of all the articles in the list, which was overdue anyway, after such a long spell of advancing quotations for nearly every article in the list since last spring, without a single reaction at any time. Much larger declines in values have occurred with less cause many a time within easy recollection. There are ready buyers of tomatoes looking for bargains, and the sales during this week encouraged the holders of them. Corn is dull because the small stocks left in the hands of the canners do not bother them to carry, while the buyers seem to think they are entitled to some concession in price in exchange for the ready cash these days. Apples are easier and show a decline in the last two weeks. There are no other changes worth noting, however, either in fruits or vegetables. The cove oyster packing season is on, but the output, so far, is smaller than was anticipated.

Thos. J. Meehan & Co.
Baltimore, Md.

—

No. 2.

The market has been rather dull this week, though we believe there has been some improvement in buying as compared with last week. There is enough inquiry for tomatoes to justify the belief that as soon as the conditions in the money market become more settled there will be a decided improvement in the demand for tomatoes. The market certainly has some very encouraging features. In spite of the heavy packing, stocks held by packers in this section are, we believe, comparatively light. Many packers are sold out. Stocks in Baltimore are unusually well cleaned up. Some shrewd buyers are beginning to show a disposition to take advantage of the present "slump" to buy goods at 5 to 7½ cents per dozen less than was possible a month ago.

Thos. G. Cranwell & Co.
Baltimore, Md.

—

Spices.

The market has been fairly active. Buying, however, has been for actual needs. Spices are in demand and sales should hold up fairly well until the holiday season is on.

Pepper.—The market is rather steady for all grades. There is a noted increase in demand for white pepper. Little is offered for futures. The market shows a steady tone.

Cayennes.—Japans exceedingly scarce, in fact, none offered. Other grades continue steady.

Cloves.—Somewhat easier and the demand continues quite satisfactory.

Pimento (allspice). — Demand fair; market slightly easier, although quotations rule about the same as has been in effect during the last thirty days.

Mace.—Better grades in good demand and there appears a scarcity. Consumption is no doubt larger than formerly.

Nutmegs remain quite steady at lowest prices ever recorded. There are no special features to report. Our advice, however, is to buy heavily, as bottom prices have no doubt been reached.

Cassias.—Demand fairly good and prices slightly firmer.

Gingers.—Very steady at unchanged prices. The demand during last week has increased.

Seeds.—Caraway steady and selling well. Coriander slightly easier. Celery very firm, with upward tendency. Poppy with big demand at unchanged prices.

McCormick & Co.
Baltimore, Md.

MARKET NOTES.

Cranberries seem weak, due to rather large supply and lack of demand. The price still keeps fairly high—$2.25 to $2.75 per crate.

—

There are plenty of grapes about and the price remains unchanged from last week—15 cents for Concords and 20 cents for Niagaras. The demand is brisk.

—

Florida beans are still coming along and range from $2 to $2.50 per crate. The quality is good and the demand regular.

—

Florida oranges are high by reason of scarcity. The best fruit ranges from $4 to $5 per box. The quality of the current receipts is good and the demand active.

—

Florida grapefruit is wanted at $4 to $5 per crate.

—

Florida peas are so scarce as to be about out of the market for the present. The average price is $ per one-third barrel basket.

—

Florida cucumbers range from $ to $2.25 per basket. The demand is slow.

—

Florida tomatoes are so scarce and poor that temporarily they have taken a back seat. Hothouse tomatoes are wanted at 25 cents a pound. California tomatoes range from $ to $2.25 per carrier.

—

Florida squash ranges from $1.50 to $1.75 per package, and the demand is poor.

—

Salad is coming from Norfolk but mostly from North Carolina. The price ranges from $1.50 to $2.25, and the demand is slow.

—

Long Island cauliflower is quoted at $2.25 to $2.75 per barrel. As yet the demand is active.

The Holidays and Delicatessen.

Don't forget during the holiday season that there is more delicatessen used than at any other time. I am prepared to furnish you with a full line of Imported Fish and Cheese that will all prove money makers. I shall be pleased to quote prices and I know that they will be lower for the same quality of goods than you can obtain elsewhere. Carl Wilde 357 North Second Street, Philadelphia.

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

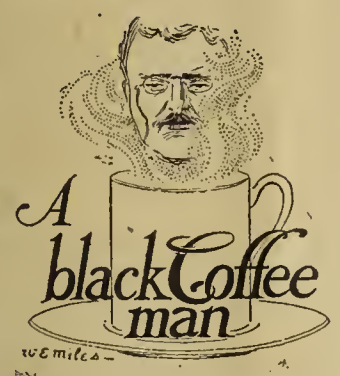
THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Mr. J. B. Losey, grocer, of Somerville, N. J., sends me in for criticism a circular and a copy of his local paper containing his advertisement, measuring two columns 10 inches long. Also contained in his letter are a number of vari-colored stickers which I suppose are attached to packages which go out of the store.

* * *

The circular is a rather large affair and is headed "A Different Kind of Store." It is cleanly printed, but is not especially distinctive in appearance. It is too large to reproduce. The advertisement I do reproduce in slightly reduced form:—



President Roosevelt bas been described as tbe "a black coffee man," and you appreciate the compliment.

In the famous old English Coffee House days, coffee was called the "intellectual beverage," and it is a fact tbat the world's great celebrities are invariably lovers of coffee. The man who does tbings drinks coffee. Feed your brain with pure, thoroughly cured, correctly-roasted coffee, of delicious flavor and delightful aroma—the coffees that Losey sells from 15c. to 35c. a lb.

There is not another store in the State of New Jersey that takes as much pains and puts as much effort on the Coffees they sell as we do.

We are more than particular as to quality. We almost continually in the cool weather demonstrate our different brands and we know they are good and always fresh. Our sales of Coffees for the year 1906 were over Ten Thousand Pounds, so if they were not good we could not have sold so much.

We have all kinds and our prices are low, considering the quality. We do not have a single poor lot of Coffee in our store.

TIGER—We will commence with our lowest grade—our Tiger Coffee; it is a Rio mixed with a milder grade and is really a very superior Coffee—full strength and only 15c. a lb., 7 lbs. for $1.00; far superior to the Lion brand of Coffee.

SANTOS—Then we have a good Santos. This is a mild Coffee that so many people like, 16c. a lb., 6½ lbs. for $1.00.

SOMERSET BLEND—A Blend of two Coffees tbat makes one of the best cups of Coffee for tbe price tbat can be made. It is really worth 20 to 25c. a lb., and only 17c. a lb., 6 lbs. for $1.00.

EXCELSIOR JAVA BLEND—This is without question the best and finest Coffee tbat we are selling. Just what we claim it is. Worth 25c. a lb., but we sell it for only 20c., 5 lbs. for $1.00.

ROYAL BLEND—It's rich, smooth, flavory. Many of our customers drink it and think it's the finest Coffee they ever used. This is a single Coffee skillfully blended, 25c. a lb., 4½ lbs. for $1.00. It's pleasing so many folks it ought to please you.

GOLD JAVA BLEND—This is our finest Coffee and we challenge any one to produce a better one. It's superior flavor is at once apparent as you taste it in tbe cup. Being absolutely dry roast also adds to its strength and flavor. This Coffee is full strength, right flavor and always the same, 28c. a lb., 4 lbs. for $1.00. Lots of Coffees are sold for 35c. a lb. that are not near as good.

TASTE IN COFFEE varies as much as taste in dress so we keep a variety of blends to suit the tastes of our customers, unless that taste is for poor Coffee, and then we try to educate them to use tbe good kind, which we sell.

J. B. LOSEY,
Wholesale—GROCERIES—Retail,
PROVISIONS, MEATS, ETC.,
Depot Square, - - - Somerville, N. J.
Telephone No. 33.

This is a good advertisement, in my judgment, though it is too wordy and long. There is too much matter in it for the space. As a matter of fact there is as much in it as should go into twice the space. Type twice as large as this should be used for the text of an advertisement like this. One-third of this advertisement is occupied by the introduction. I should cut that down very decidedly. There is no need to dilate upon the virtues of coffee; everybody knows about coffee; it is so old that it needs no general exploiting. Just a crisp sentence is enough. Something like this: "The man who drinks good coffee for his breakfast will get through the day 50 per cent. easier and more contentedly than the man who doesn't."

* * *

Most of the wordiness in this advertisement is in the introduction, and if that is cut down there will be enough room to permit the text to be set in larger type. The body of this advertisement is all right, and it is a good idea to keep advertising to specific lines—in this case to coffee.

* * *

The stickers sent are about 1½ x 2 inches, some being oblong and some oval. There is nothing much on them except the name of the tea and coffee brands. Here is one sample:—

LOSEY'S
GOLD BLEND
MIXED TEA
IS THE BEST POSSIBLE.
60c. PER POUND

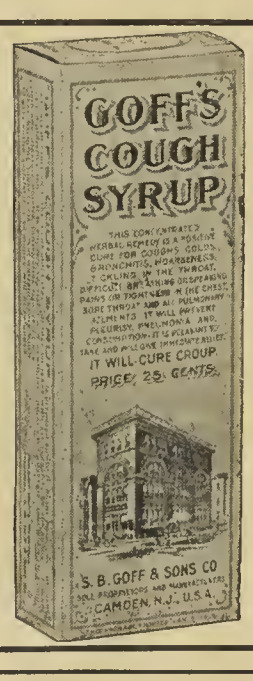
Some of the others are more commonplace than this, bearing simply the words "Go To Losey's For Your Teas and Coffees. Best Qualities at Low Prices." It seems to me that these stickers could be made a little snappier than this. The idea, however, is good. Who was it that said "never send a package out of the store that doesn't talk for you." Not offensively, of course, but quietly and persistently, just as these stickers will make it do.

Armour Gets His Injunction After All.

Alleging that the United States Pure Food Department recognizes water and cereals as proper ingredients of sausages, the Armour Beef Co. to-day secured in the Circuit Court at Lansing, Mich., a temporary injunction restraining the Michigan State Food Department from threatening to arrest the company's agents or other dealers for selling the Armour sausages. The company alleges that by reason of this threat it has suffered a loss of $100,000 in ten months. The company recently secured a temporary injunction in Berrien County restraining the food department from publishing the statement that the Armour sausages were adulterated, but the injunction was afterwards dissolved.

AGENTS WANTED
To Solicit Subscriptions to
"The Grocery World"
Write for Information.
LARGE COMMISSIONS
to those who desire to devote their entire time, or carry as side line.

Increase Your Cash Sales
We will send you our new Catalog of Beautiful Premiums free, with full particulars, telling you how you can increase your cash sales and obtain new trade.
B. L. Williams & Co.
Successors to WILLIAMS, RIDGWAY & CO.
132 Market Street PHILADELPHIA



EXCLUSIVE AGENCY
to the right grocer in towns where
Goff's Cough Syrup
is not sold.
Write for special proposition.
S. B. Goff & Sons Co.
CAMDEN
NEW JERSEY
ESTABLISHED 1872

Tourist Almoco Golden Drip
These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.
Levering Coffee Co.
Baltimore, Md.
Established 1842

PENNYWASH
A FAMILY WASHING IN 30 MINUTES FOR 1 PENNY
NO BOILING NO RUBBING
THROW AWAY WASHBOARD, BOILER & MACHINE
Absolutely harmless. Can be used in hard and soft water; saves money, bad temper, lame backs; cleans and purifies everything washable; saves coal and gas
AT ALL GROCERS
Pennywash Co. 1920 Park Ave., New York

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

Patented March 20, 1906. Other patents pending

There is Only ONE GOOD WAY!

"THE BENNETT" WAY

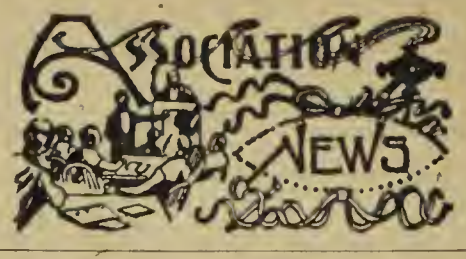
(One Account at a Time)

Use "The Bennett" Account Always Posted System.
The "one account at a time" system.
A one writing system.
No springs to get out of order and cause you trouble.
Keeps dust, dirt and flies from your accounts.
Index always in front of you, you can't cover it up.
A half dozen clerks can work at one time, just as well as one.
It shows you how much credit you have outstanding at any time.

A postal will bring catalogue.

The Bennett Register Co.

No. 2 Park Avenue LISBON, OHIO



Minneapolis, Minn.

Members of the Minneapolis Retail Grocers' Association want the lid applied to the retail grocery business in Minneapolis.

This sentiment was expressed at the regular monthly meeting of the Minneapolis Retail Grocers' Association last week by O. P. Holman, who stated that there were fully 300 small grocery and confectionery stores open every Sunday in Minneapolis in violation of the law.

At the conclusion of Mr. Holman's remarks, it was decided that the president appoint a committee of three to wait upon the Mayor and see what could be done toward closing these stores on Sunday. The committee was appointed and called upon the Mayor, who promised all the aid in his power.

St. Paul, Minn.

The City Salesmen's Association of St. Paul, Minn., adopted the following resolutions against the parcels post scheme at their last meeting:—

Whereas, There is widespread discussion of a parcels post proposition which has its fountain head in the mail order catalogue interests of one or two great cities.

Resolved, That the City Salesmen's Association of St. Paul enter their most emphatic protest against the enactment of any parcels post law by Congress as certain to inflict grave injury to mercantile interests and place upon the government the burden of vast expense, conditions, not demanded by any save certain special interests.

Therefore, be it further Resolved, That we earnestly and respectfully request that our Senators, the congressional delegation of our state, and particularly our representative from the Fourth Minnesota district, use their proper influence against any and every parcels post bill, and that they, mindful of the conviction and wishes of their constituents, vote against such measures as may be submitted to Congress.

New Orleans, La.

Believing that the Quaker Oats Co. is not giving the retail grocers of this city a square deal in the advertisements the company has been running in the "Saturday Evening Post" and "Collier's Weekly" during the past few weeks, the New Orleans Retail Grocers' Association is now using its best efforts to have the company eliminate the price from the "ads." Attention was called to this practice at a recent meeting of the association, when a resolution was adopted requesting Secretary Fineran to write the concern protesting against the use of the words "Ten cents a package."

The following is a copy of the letter the association wrote to the manufacturers of Quaker Oats under date of October 10th:—

Quaker Oats Co., Chicago, Ill.

Gentlemen:—At a meeting of the Retail Grocers' Association, held Wednesday, the fact that you advertise the retail price of Quaker Scotch Oats at 10 cents per package was discussed, and it was the opinion of those present that the advertising of this is unfair to the retail grocer, in view of the fact that they are now paying $3.25 per case for your oats, and retailing them at $3.60 per case.

This profit is not enough to pay the expense of doing business, and we would kindly request that you omit the retail price in your future advertisement.

The company gave them an unsatisfactory reply, which upheld its supposed right to advertise the retail price. It was pointed out that since the retail grocers are paying $3.25 per case for Quaker Oats and retailing them at $3.60, or a profit of 35 cents on a case, the retailer should be given an opportunity of raising the selling price if they can. This is out of the question as long as the company advertises to the consuming public that the retail price is "Ten cents per package." At present market prices, the retail grocer can make only about 9 per cent. gross, when in reality it costs him on the average of 10 per cent to do business, or a loss of 1 per cent. before the day's business begins.

A letter was sent in reply to the Quaker Oats Co's unsatisfactory communication, again requesting that the retail price be stricken out of the advertisements. The company's letter was read at the next meeting of the association, and it was the unanimous opinion that the price should be taken out as requested by the association.

The practice of packing houses in general in charging retailers for the outside wrapping paper used on hams at prevailing ham prices has prompted the Retail Grocers' Association in calling the attention of the pure food law officials at Washington to the custom. The point has been advanced by the association that the retail grocers should not be made to pay for the heavy wrapping paper, outside of the regular covering, and since the national pure food law is particularly plain as to the marking of net weights on all packages and ship-

ients, the practice is apparently a agrant violation of the statute.

The wrapping paper used on the utside of the hams generally runs o about five pounds to a tierce of 6 hams. At this rate the grocers re charged up from 50 to 75 cents n each tierce for goods they cannot ell, as the paper is virtually worthess except for giving away purposes. At this rate the packing houses are fleecing the retailers out of thousands of dollars each year by making them pay for old stuff that does not nearly cost as much as ham to manufacture.

The wrapping paper proposition is the same as the cardboard evil that was worked on the retail grocers by the cracker factories for years until the local association had the scheme put out of business.

The association took the matter up with Dr. Wiley, the man behind the gun for the national pure food law, in the following letter:—

New Orleans, La., Oct. 9, 1907.

Dr H. W. Wiley, Chief of Bureau of Chemistry, Washington, D. C.

Dear Sir:—It is the practice of several packing houses, shipping goods into this city to place a sheet of heavy wrapping paper on hams, outside of the regular covering, and charge this up in the weight. For

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Thanksgiving Display.

You want an unusual display for hanksgiving, don't you? One iat will make people stop and look -then talk about it afterward?

How does this idea strike you? know that it will attract—for a milar idea was used by a new shoe ore, attracting considerable atntion; though the idea was not arried out sufficiently to create the iost talk.

For this display, in a ten-foot indow, you will need two rolls of olored crepe paper—any color—iough black will give the best reults; a small table, two chairs, a w plates, knives, forks, spoons, c.; papier-mache turkey (though ressed poultry may be used, and an assortment of other eatables incidental to Thanksgiving.

Glue two strips of the crepe paper across the full width of your window, the lower strip flush with the floor, the upper overlapping by possibly an inch. This will cover your window to a height of 39 inches.

In the centre—10 inches above the overlapping edges—cut an oval twelve inches long by eight wide.

Across the top of the covering run a long strip reading "Does this look good to you?" Or use a neatly-lettered card with the same wording. This card should be fastened directly over the peep-hole and should not be larger than twelve by six inches.

Next place your table in the window as far from the glass as possible, cover with white tablecloth and lay as though for dinner, with turkey, celery, cranberries, etc. The illustration "inside" will give you the idea, though I would not suggest following the artist's way of setting the table—he evidently is not a reader of the "Ladies Home Journal."

Next run a string of black thread across the back of the window just above the level of the peep hole, and suspend from this a number of neatly lettered cards giving prices on the various items of your Thanksgiving stock.

If your window is not sufficiently deep to get a good view of the arrangement, it would probably be as well to use a simple display of Thanksgiving goods with prices.

And you can wager that nine out of every ten people that pass your store will stop and take a peep. Keep the front of your window clear, so that they can reach it easily. RUSSELL GRAY.

Phila., Pa., Nov. 21, 1905.

WHAT THE PEEPER SEES.

Everybody Knows Them

Knight's Flavoring Extracts have been pleasing epicures throughout the United States for fifty-nine years. The name Knight on an extract package is a stamp of excellence. Thousands of families can be induced to use nothing else. Most grocers sell them; if you don't, do so now and you will find that the goods not only sell themselves, but that your extract trade will increase. You cannot make a better profit on any first-class brand.

KNIGHT
Cooking Extract Co.
No. 211 ARCH STREET
PHILADELPHIA, PA.

instance, a retail grocer bought a tierce of hams from a wholesaler which was marked 36—383—30—353, which means that there were 36 hams in the tierce, 383 pounds gross, 30 pounds tare and 353 pounds net weight of hams.

When the extra wrappers were taken off the net weight of hams was 348 pounds, a loss of five pounds to the retailer.

While it is customary to pay for the regular wrapper and covering we feel that we should not be compelled to pay for the outside wrapper which is used only to keep the regular covering of the ham clean. We think that this is a violation of the Food Law and would like to know from you if it is. Awaiting your reply, we are. Yours truly,

RETAIL GROCERS' ASSOCIATION.

The letter brought forth a reply from the Washington authorities thus:—

Washington, D. C., Oct. 21, 1907.

Mr. J. S. Fineran, Secretary Retail Grocers' Association, New Orleans, La.

Sir:—Your letter of October 9, addressed to the Chief, Bureau of Chemistry, on the subject of the proper weights being shown on the containers of meats has been referred to this Bureau.

I would advise that under the Meat Inspection Act of June 30, 1906, the Department ruled that if any weight is given upon a package of meat or meat food products it must be the correct weight, and it must be stated whether it is the net weight or the gross weight.

If this ruling is not complied with in instances of interstate shipments of meat food products arriving at New Orleans, I would ask that you kindly furnish the data necessary for the Department to take the matter up direct with the violators.

Very respectfully,
Signed: A. D. MELVIN,
Chief of Bureau.

Colorado.

Attorney-General Dixon, of Colorado, last week began an action under the common law in the District Court with a view to breaking up the alleged grocers' trust, composed of Colorado merchants' associations. The complaint alleges that the prices of foodstuffs have been maintained 20 per cent. higher than they would have been without a combination of wholesalers and jobbers.

Ohio Going After Bad Vinegar.

Will Start on January 1, 1908, to Enforce Vinegar Law. Food Commissioner Sends Summary of Act to "Grocery World."

The Ohio Dairy and Food Commissioner has sent over the entire country during the past week a circular letter stating the attitude of his department toward the sale of adulterated vinegar. This is important enough to reproduce, both from the manufacturer's and the grocer's standpoint:—

First. (Cider Vinegar) All vinegar sold as apples, orchard or cider vinegar must be the legitimate product of pure apple juice, known as apple cider, and must be made exclusively therefrom; it must not contain any foreign substance, drugs or acids, and must contain not less than two per cent. by weight of cider vinegar solids upon full evaporation at the temperature of boiling water; and not less than four per cent. by weight of absolute acetic acid. It must contain not less than .25 of 1 per cent. ash or mineral matter, the same being the product of the material from which such vingear is manufactured.

Second. (Fermented Vinegar) All fermented vinegar of whatever character must contain not less than 2 per cent. by weight, upon full evaporation (at the temperature of boiling water) of solids, contained in the fruit or grain from which said vinegar is fermented, and must also contain not less than .25 of 1 per cent. ash or mineral matter, the same being the product of the material from which said fermented vinegar is manufactured; it must be made solely from the fruit or grain from which it purports to be or is represented to be made; must contain no foreign substance, and must contain not less than 4 per cent. by weight of absolute acetic acid.

Third (Distilled Vinegar) All vinegar made wholly or in part from distilled liquor "is distilled vinegar." All distilled vinegar must be free from coloring matter added during or after distillation and from color other than that imparted to it by distillation; the mixing of cider vinegar with distilled vinegar is a coloring of the same and is in violation of the law.

Fourth (Injurious Ingredienst) No vinegar can be manufactured or sold which contains any preparation of lead, copper, sulphuric or other mineral acid or other ingredient injurious to health.

Fifth. (Branding) All vinegar made by fermentation and oxidation without the intervention of distillation shall be branded "fermented vinegar" with the name of the fruit or substance from which the same is made.

All vinegar made wholly or in part from distilled liquor shall be branded "distilled vinegar;" all packages containing vinegar shall be branded on the head of the cask, barrel or keg containing such vinegar, and if sold in other packages, each package must be plainly marked with the name, the date of manufacture and the residence of the manufacturer, together with the other brands required by law.

Every person manufacturing cider vinegar shall brand on the head of each cask, barrel or keg containing such vinegar the name and residence of the manufacturer and the words "Cider Vinegar."

No vinegar shall be branded "fruit vinegar" unless the same be made wholly from apples, grapes or other fruit.

The present vinegar law of Ohio has been in force for fifteen years but has never been sharply enforced. At the bottom of the above summary appears a footnote which states that on January 1, 1908, the department will go out for bad vinegar, and from that date on the act will be vigorously enforced.

You Can Use Kerosene Gas or Gasoline

The **Acme Peanut Roaster** is equipped to use either of the three and give the same results—*i. e.*, perfectly roasted peanuts in the smallest amount of time, with the least expense and no labor.

The **Acme Peanut Roaster** is the cheapest and yet the most effective automatic roaster on the market. By its use you can earn at least from one to three dollars per day more than you now are making, and have an added attraction in your store. Full particulars and price on application.

ATSATT BROS.
24 Pearl St. MATTAPOISETT, MASS.

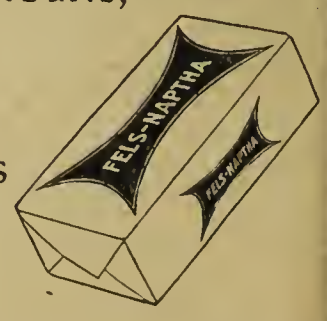
Can You Use a First-class Cash Register If We Make You a Present of It?

If you can, write to us and we will give you a description of the machine. There are no strings to this offer; we make it simply to advertise our **General Macomb Cigars.**

FAVORITE CIGAR COMPANY, Detroit, Mich.

Millions of homes demanding **Fels-Naptha** soap daily of grocers everywhere simply means that **Fels-Naptha** does quick work, brings thorough results, is a big help to women, and modern in its method.

Tell your jobber at once, if your supply is low, that your customers won't be without it.



What Different Meat Cuts Should Yield

Veteran Meat Dealer Illustrates What Should Be Gotten Out of All Principal Cuts of Meat. Cutting Meat to Insure Best Profit.

A veteran and intelligent meat dealer, who has made a study of the way meat should be cut in order to return the largest profit to the dealer, has drawn up a series of tables showing what a hind quarter of beef, a fore quarter of beef, a strip of bacon, a side of lamb, a side of veal, a strip of pork and a ham should yield when cut properly, and what the money result will be if they are so cut The figures appear below, and the prices given will be found to approximate closely to those now ruling:—

SIDE OF LAMB.

Cost.

16 lbs. lamb at 12c.	$1 92

Selling Price.

1½ lbs. scrap at 2c.	$0 03
3¾ lbs. neck and breast at 10c.	38
4¾ lbs. leg lamb at 20c.	93
Lamb chops at 25c.	69
Shoulder chops at 16c.	42
	$2 45
Cost	1 92
Profit	$0 53

STRIP OF BACON.

Cost.

4½ lbs. strip of bacon	$0 68

Selling Price.

4 lbs. bacon, net	$0 80
Cost	68
Profit	$0 12

HIND QUARTER OF BEEF.

Cost.

147 lbs. H. Q. beef at 8½c.	$12 50

Selling Price.

29 lbs. round steak at 16c.	$4 64
9 lbs. butt of round at 13c.	1 17
7¼ lbs. shank at 6c.	44
12 lbs. rump at 15c.	1 80
5½ lbs. edge bone roast at 12c.	66
Edge soup bone	05
6¾ lbs. short steak at 22c.	1 49
12 lbs. P. H. steak at 25c.	3 00
19¾ lbs. loin steak at 20c.	3 95
2½ lbs. hamburg steak at 16c.	40
1 kidney	08
1½ lbs. skirt	12
8 lbs. flank at 7c.	56
25 lbs. bone and tallow at 2c.	50
	$18 86
Cost	12 50
Profit	$6 36

FORE QUARTER OF BEEF.

Cost

155 lbs. F. Q. beef at 8½c.	$13 18

Selling Price.

7½ lbs. shank at 6c.	$0 45
8¾ lbs. clod at 15c.	1 32
4 lbs. shank beef at 10c.	40
1 soup bone knuckle	05
8¼ lbs. sticking piece at 12c.	99
28 lbs. plate at 6c.	1 68
26 lbs. shoulder steak at 12c.	3 12
11 lbs. neck beef at 11c.	1 21
3½ lbs. beef shoulder, 3-cornered piece at 10c.	35
4½ lbs. hamburg steak at 16c.	72
8¼ lbs. shoulder roast at 14c.	1 17
5 lbs. rib roast at 16c.	80
14 lbs. best roast beef at 20c.	2 80
15 lbs. scraps at 2c.	30
	$15 36
Hind quarter	18 86
	$34 22
Cost of entire side of beef	25 67
Net profit	$8 55

SIDE OF VEAL.

Cost.

43½ lbs. veal at 12c.	$5 22

Selling Price.

4½ lbs. breast of veal at 12c.	$0 54
2¾ lbs. shank at 10c.	27
4½ lbs. neck at 12c.	54
2½ lbs. rack at 20c.	50
6½ lbs. shoulder at 16c.	1 02
3 lbs. rump at 14c.	42
4 lbs. loin at 20c.	80
Kidney	05
1½ lbs. liver at 25c.	38
5¼ lbs. cutlet at 25c.	1 30
4½ lbs. hind shank at 12c.	60
1¾ lbs waste	03
	$6 45
Cost	5 22
Profit	$1 23

STRIP OF PORK.

Cost.

16½ lbs. pork at 12c.	$1 98

Selling Price.

14¾ lbs. chops at 16c.	$2 36
1¾ lbs. scrap	05
	$2 41
Cost	1 98
Profit	$0 43

HAM.

Cost.

15½ lbs. ham at 15c.	$2 33

Selling Price.

9¾ lbs. shank and butt at 14c.	$1 38
5½ lbs. sliced ham at 30c.	1 65
	$3 00
Cost	2 33
Profit	$0 67

Cash dealers like coupon books for if they have one they always have the change. Please them by giving them Forbes Coupon Books.

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.

Philadelphia, Pa.

YOU SEE IT COMING

FILLING A GLASS LAMP FONT is a very simple operation because the surface of the contents **is seen** rising toward the top. **Carelessness** is the **only excuse** for pouring in **too much** and going **beyond** the capacity.

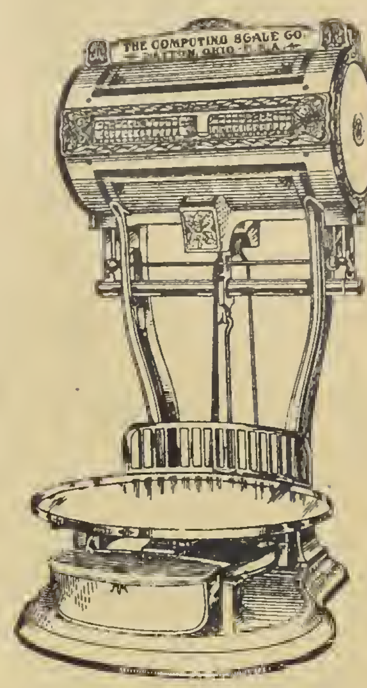
A METAL FONT is not so easily filled because you can **only guess** how much is in it. **Experience** may enable you to guess **fairly close** but **absolute accuracy** is **Impossible.**

OLD STYLE SCALES present the same difficulties. No weight is shown until you have **too much** and the scale goes down. You must either **take a little out** or suffer a loss.

MONEYWEIGHT AUTOMATIC SCALES show at all times the weight on the scale and you pour on the goods until the **correct weight** or **money value** is indicated. This means a prevention of loss and a saving of money.

OLD STYLE scales **prevent** you from **seeing** their defects with the accompanying loss of merchandise and profit.

We ask the opportunity of showing you what it amounts to. The coupon will send our representative to you.



The new low platform No. 140 DAYTON Scale

Date..........

Moneyweight Scale Co., 35 State St., Chicago.

Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.

This does not place me under obligation to purchase.

NAME..........

STREET and NO..........

TOWN..........

STATE..........

Moneyweight Scale Company

The Computing Scale Company. MANUFACTURERS DAYTON, OHIO.

35 STATE STREET

CHICAGO

It's An Old Friend

What would you feel like to look around your store and not see ***Babbitt's Soap?***

Why you'd feel as if you'd lost an old friend. For ***Babbitt's Best Soap*** has been a national grocery stand-by for more years than most grocers have spent in the business. Of course you *could* do business without it; but you wouldn't want to, and there is no reason why you should since it sells steadily and pays a good profit.

Sell the established things that pay well.

Made by

B. T. BABBITT

NEW YORK

Karo
CORN SYRUP

"All" Jobbers

If you want to sell Syrup to-morrow as well as to-day you must sell Syrup that is regular and standard.

It must be standard in grade, else a poor lot to-morrow may undo the good work done by the good lot to-day.

It must be a standard in the sense of being a staple. You must always be able to get it and get it quickly and easily. "We expect some in to-morrow" is a fine ad. for your competitor who has some in to-day.

KARO CORN SYRUP is the straight product of corn—smooth, rich, delicious. Quality never varies a hair's breadth.

Packed at the factory in sterilized cans, 10 cents, 25 cents and 50 cents, and sold by ***all*** wholesale grocers.

Pays the retailer a better-than-usual profit.

Corn Products Manufacturing Co.

DAVENPORT IOWA

Here Is a Good Scheme!

Grocers sometimes demonstrate these with fine results. The demonstration shows two things—first, the ease with which beef tea, bouillon or soup is made from these capsules, one of which has simply to be dropped in a cup of hot water; then it shows the delicious, spicy flavor.

You can sell hundreds of boxes, and every one at a profit.

Anker's Bouillon Capsules

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

GET YOUR PRINTED
Posters and Show Cards

from our new salesrooms. More room and larger line of stock carried.

GROCERS' PRINTING COMPANY
108 N. Front Street
PHILADELPHIA

Make Your Jobber Tell You

If you, Mr. Retailer, have signed any future canned goods contracts, ask your jobber what per cent. of your order he will absolutely guarantee to give you.

In most cases he will make no guarantee whatever. He can't, since the packer has made none to him.

In no case except one will he make a guarantee to deliver you all you ordered, or 100 per cent. That one case is where he buys *Blue Bell* or *Clover Farm* canned goods, for we, who sell those brands, always give a jobber 100 per cent. contracts on them, and the jobber can therefore give it to you.

The moral is to buy the brands you can get what you buy on.

STRASBAUGH, SILVER & COMPANY
ABERDEEN, MD.

Some grocery stores sell two grades of print butter; others sell only one. Sometimes the one is the finest grade, sometimes a medium grade.

The point is this—that **Gurnse Butter** has a natural place in every store except the one that sells only one grade, and that medium. It represents the finest butter possible to make; the cleanest, the purest, the most sanitary and healthful.

It is not possible for a pound of **Gurnse Butter** to be bad, for the many inspections it undergoes absolutely insure the contrary. Depend on it to the limit; it will never destroy your customer's confidence in you.

P. F. BROWN & CO.
39 South Front Street, Philadelphia, Pa.

Why We Use Tin

For reasons which we don't care to disclose to our competitors, we have learned that tin is the best possible package for pickles. The tins our **Hoffman House** little pickles are packed in are enameled on the inside, which gives a preserving surface unsurpassed.

Hoffman House little pickles are produced by a new process which we control. So tenderly spicy and delicious are they that the average person will eat away until the dish is empty. Put a dish on your counter and see.

There's a great trade waiting for these pickles in your store.

PACKED BY
The J. Weller Co.
CINCINNATI, OHIO

Taking Fool Advice.

A week or so ago I made some-hat of a kick about people butting n with advice on things they knew othing about.

This week I want to say a few vell-chosen words about the fool-shness of taking that kind of ad-ice.

One night last week I was sit-ing in a country hotel. It's a place vhere I'm pretty well known—I've een going there for years—and I now every grocer in the place.

This night I speak of there were couple of other salesmen besides nyself and three grocers. We made p a sociable little group, and hinned about a lot of things.

I personally settled a lot of na-ional questions and set the other oys straight on several things in vhich they differed with me and vere therefore wrong.

Finally we got to talking about he big chance that is supposed to come once to every man, and whether any of us had had it.

"I had mine all right," said one of the other salesmen, "but I didn't have brains enough to grab it, so it passed me by. I suppose now it's the road for mine till I drop dead.

"It was about six years ago. I had got mighty tired of traveling and wanted to set up in the retail business somewhere. I had the m o n e y—t h e n—it's disappeared since, so I couldn't grab any more chances if they came along to-morrow.

"One of the places I got to was building up a lot, and one day another salesmen I knew said to me, 'by George, if I had the money I'd open a grocery store out in the new part of that town. I believe it's the coming residence section of the place, and the man who gets in there first is going to make some money.'

"Well, I had the money, and I sat up and took notice. I stopped off there a couple of days and looked over the prospect, and it looked pretty good. I about decided to do it, but I had a good job and it meant a complete turn-over for me, so I couldn't quite make up my mind. I went to see an uncle whose opinion I had always thought a good bit of, and asked him what he'd do. He roasted the whole plan and sort of gave me cold feet. I went on dilly-dalling with the thing and couldn't decide one way or the other, and in the meantime another man got in. I sell his store nearly all the canned goods he uses, and he has one of the finest stores in the State. A beautiful place! The fellow who owns it is making money hand over fist, as I could have done if I hadn't been a fat-headed fool!"

"You say it was your uncle's advice that held you off?" I asked him, scenting another distributer of asinine advice.

"Yes," he replied.

"Now, what an idiotic thing that was to do," I said. "You were a man with twenty years' experience in the grocery business. You had traveled among retail stores all your life and you knew those that got along and those that didn't, and knew why in both cases. You had looked over the ground at this particular town, and your own judgment ought to have been better than anybody else's. Instead of acting on it, you go to your uncle—had he even seen the place?"

"No," was the reply.

"How could he know anything of the conditions then? Is he a grocer himself?"

"No; real estate dealer."

"Oh, Lord," said I, "worse and worse! You go to a blind man to tell you what's becoming to you! Didn't you have common gumption enough to know that his advice, knowing nothing about the business or the town, couldn't be worth shucks? By gravy, it's the biggest mystery on earth why every ignoramus is so willing to give advice and why the average person is so darned willing to take it!"

"I suppose you're right," said the salesman, "if I'd only acted on my own ideas I'd have been all right. But when you're about to make a big move like that you like to get all the advice you can."

"Sure you do," I replied, "if you're level-headed enough to throw it away if it's worth nothing."

"I had an experience just the opposite," said one of the grocers. "I *opened* a store once on somebody's advice against my own judgment and sunk nearly $1,500 in it.

R. ARTHUR DOWNEY, President
W. P. BEARDSLEY, Vice-President

J. W. HUTCHINSON, Sec'y and Treas.
A. P. MURDOCH, General Manager

Oswego Maize Products Company

General Offices, Oswego, N. Y.

IN THE MANUFACTURE OF OUR STARCH WE USE CLEAR LAKE ONTARIO WATER, SUPPLIED BY OUR OWN PUMPING AND FILTRATION PLANT

Oswego, N. Y., Nov. 14, 1907.

Mr. Retail Grocer,

Dear Sir: We have received word from some of our customers that the National Starch Company have again resorted to methods of intimidation in the endeavor to check the growing demand for our starch, and we accordingly write to advise you that you need have no uneasiness on account of any such threats. We will protect you against any suits that may be brought or directed against our goods or packages or anything that appears on them.

Yours very truly,

OSWEGO MAIZE PRODUCTS COMPANY.

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

Make a Specialty of Private Estate Coffee

The nicest, smoothest drinking coffee that has ever been introduced to the trade is **Private Estate.**

It is the *one* coffee that you can make a specialty of that will redound to your benefit. It will appeal to every customer who tries it to such an extent that they will never be content to use any other. It is uniquely packed in one-pound burlap bags. Another feature of importance to you is that it carries with it Universal Coupons.

F. A. CAUCHOIS & CO.

The Fulton Mills *33-34 Fulton Street, NEW YORK*

Philadelphia Branch, 139 S. Front Street

"I Wish I Had Some Real Gelatine"

Every day some woman in your town bemoans the disappearance of old-style gelatine--the clean, delicious, melting kind, flavored with lemon, that we learned to like on our mother's table.

Old-style gelatine has not disappeared, though at times it has seemed to be snowed under by the flavorless imitations that hide their worthlessness behind bright colors.

Chalmers' Gelatine is old-fashioned gelatine--nothing in it but purest calves' stock and spring water. Your customers want it.

James Chalmers' Sons

Williamsville, N. Y.

"It was before I came here," he said. "I had one store and it was doing fine. I had no kick coming at all. I was laying by a little money, and was comfortable in every way. One day a salesman came to me and asked me why I didn't open another store in a certain section nearer the centre of the city.

"Why, there are plenty of stores there now," I said.

"But they're all cheap joints," he said, "not one of 'em sells the class of goods you sell. There's a demand for a better store there, and you can make it go."

"I didn't take to the idea much. While it was true that none of the stores in that section sold fine goods, still I wasn't sure that the people around there would buy 'em if they did. The salesman kept at me and swelled my head with the stories of the big money the Philadelphia chain-store grocers were making, and in the end he got me to do it. All the time I felt uneasy, but I opened up a good store and gave the thing all the chance I could. It lasted about eight months. I sweat blood to make that store go, but it was no use, and I dropped about $1,400. If I'd only acted on my own advice without letting that fellow push me—he only wanted to sell me my opening bill—I'd a been all right."

"Well, you're another one," said. "This was your own tow You knew all about it—a hundr times as much as any salesma could. Yet you trusted his judg ment in preference to your own."

I'll tell you what one of the mo successful men I know said to m once:—

"When I'm planning a move," h said, "I study the thing out the be I can from all standpoints, and the if I can find anybody who's in shap to know any more about it than know I ask his advice. If I can find anybody who knows more tha I do, I act on my own judgment.

That's so plumb sensible that yo can hardly believe that most peop do just the opposite, can you?

And yet it's a fact. It seems t me that the average man will go fo his advice straight to the fello who's sure to know the least abou the subject.

THE STROLLER.

Hothouse radishes have advance about 50 cents per 100. The pres ent quotation is $3, and the deman is good.

The little round cracker with "Exton stamped on it. It has been on the mar ket over half a century, and no con sumer will use any other oyster cracke if she can get the Exton, because no oy ter cracker can take its place in the e teem of those who know the differenc between fair and good.

Two-Minute Sermons for the Retail Grocer

XX.—Swapping Horses At the Wrong Time.

Some one said it was a bad policy to swap horses while crossing a stream.

Retailers will also find this applies to their business. Every retailer should consider well before placing an opening order with a jobbing house, and he should hesitate about ever discontinuing that line when once he has begun its sale.

The consumer has a habit of remembering brands, and anything which especially pleases is always remembered when the time comes to buy again, and if the retailer has changed jobbers in the meantime the consumer will have to go elsewhere to buy his favorite brand or buy a substitute, which is then very likely not to please, although it may be the same thing packed under another brand, for there is a prejudice against it to start out with

It sometimes happens that a re tailer absolutely must change job bers, and in this case the chang should be made gradually as possi ble, so customers can be introduce to the new brands while the brand which may be the property of the old jobbing house are still on th shelves.

No jobbing house is so good tha all the goods turn out absolutel right all the time, but most of them should be right all the time and th house should be willing to make th others right to the retailer.

No jobbing house is so bad tha none of its brands will gain a regu lar following if offered for sale by the retailer, so these brands ther help draw trade to the retail store These things should be well though over before swapping lines.

F. A. P.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

SELLING MALAGA GRAPES.

Malaga grapes are very cheap his year and very good. Saturday ve sold at retail over three barrels. You noticed how the fruit men han- lled them. When a person called or a pound or two pounds, a bunch r a couple or three bunches were ut on the computing scale and vere so figured. If the 15-cent ones veighed 1¼ pounds, the price was 9 cents. In nine cases out of ten hat was satisfactory; when it vasn't, the men whipped out their ocket scissors and snipped off the ounces. That's business! That pplies to bacon and salt pork, heese, tub butter, etc.

WELCOME STRANGERS.

You can often get a good order rom strangers. This was fully emonstrated two weeks ago when ne of our men took an out-of- own customer around and showed im our plant. He was impressed with the courtesy he received and the prices given, especially on meats. Four days later we received that man's order for $15 worth of goods. It only goes to show that "putting yourself out" pays. He is now on our mailing list and will no doubt prove a good, permanent customer. *We* will do the follow up part. But—the clerk in question won the man. He has full credit for same.

COFFEE SALES.

Our coffee business is coming up. Value and push are doing it. This notion that the public don't know coffee is all rot. They *do* know. A full bodied, delicate coffee at 25 cents a pound, like our —— blend, is bound to win out. The sales show it. The comments show it. It's increased popularity shows it. The goods are behind you, boys, and that's the main thing.

THANKSGIVING.

We're entering upon another Thanksgiving. The buying spirit is liberal. Offer your best goods. When a man is ready to give you his Thanksgiving order, sell him out finest peas, our fanciest asparagus and our highest priced string beans. He wants the best of everything, although he may not admit it. Land your turkey orders early. Assure him that you, yourself, will do the picking—and do it. Keep your word to the letter. Suggest the line of glass goods. Show up the olives, the glass fruits, the shelled nuts, etc. Compliment him (or her) by presupposing that anything short of the finest for their Thanksgiving is out of the question.

Novel Model Stores Attract Attention. Cash Registers Sold by Convincing Methods. Prospective Purchaser Sells Himself.

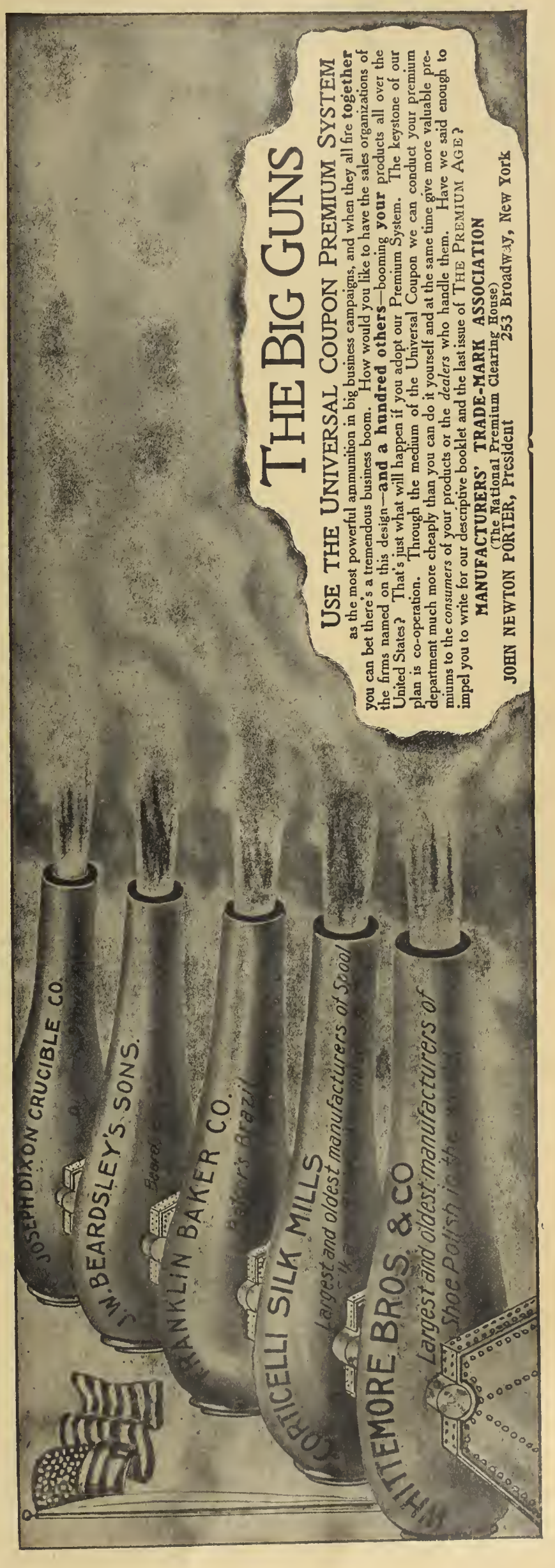
The National Cash Register Company has just originated a new method of selling its product that has met with unqualified success. This new method is startling in its simplicity. Suppose that a grocer is to be shown the merits of the cash register. What does the salesman do? Does he show him a dozen out of the 533 different styles and sizes made by the Company? Does he talk up the merits of one particular register until he is blue in the face, and his prospect nearly deaf? Not a bit of it.

He shows the grocer into a small, well-appointed model grocery. On the shelves are rows of canned goods, in one corner is a barrel of potatoes and a bushel basket of apples, on the counter is a register, on the wall even a telephone is connected. Every detail is faithfully reproduced. The salesman requests the prospect to sell him a pound of tea, or a can of corn. He pays for his purchase and shows the prospect what to do with the money and how to operate the register.

In this way the prospect catches onto the advantages of the register without the need of much explanation from the salesman. He becomes quickly familiar with it and, therefore, does not feel any hesitation about purchasing. In short, he sells himself, because he sees just why the register is a good thing for him. Nothing is left to his imagination. He can understand the machine. He can see where it would save him money and so he wants it.

These novel methods are creating widespread comment in the grocery trade. The special feature about them is that they place the prospect in a familiar atmosphere. He feels at home and his attention is not diverted from the subject at hand.

Florida eggplants average $2 per crate and are in slow demand.



Unduly Heavy Supply of Storage Eggs.

Unusually Wide Difference of Thirteen Cents Between Price of Fresh and Price of Storage Eggs. Storage Eggs Many and Market Weak.

The fact that this year's supply of storage eggs is extremely heavy is upsetting the egg market considerably and may upset it more before the supply is exhausted.

Six weeks ago it looked as if the supply of cold storage was so large that it could not be consumed. The price dropped considerably, however, and in consequence the sales of this grade of eggs have been enormous. Some of the chain stores in Philadelphia, for instance, have been pushing storage eggs as low as 20 cents per dozen.

The present difference between fresh and storage eggs is very large, due to the extreme scarcity of the first, and the extreme plentitude of the second. Fresh-laid eggs are quoted around 32 cents, and storage eggs at 19 cents!

The holders of storage eggs are becoming apprehensive. The price has declined, owing to the oversupply and the financial tightness. Several heavy holders whose collateral loans were called had to let their eggs go to raise the necessary money. More of these egg loans will be coming due shortly, and all told the situation is a little shaky.

How Evaporated Apples Are Graded.

In classifying evaporated apples, three grades are generally recognized, which are commonly designated as "fancy," "choice," and "prime." Two other grades, which in reality are special grades, are also sometimes recognized, viz., "extra fancy," and a lower grade than prime—usually called prime with some prefix, frequently the name of a locality, to distinguish it from that grade.

The standards demanded for these various grades are about as follows:—

"Fancy" is very white, clean stock, free from all pieces of skin and other objectionable portions which should be removed in trimming, and a good proportion of the slices in rings.

"Choice" denotes a grade intermediate between "fancy" and "prime," not quite clean enough for "fancy," yet more nearly free from imperfections than the "prime" grade demands.

"Prime" must be good stock, well cured, and of a generally attractive appearance. It must be comparatively white and mostly free from undesirable portions, but stock having a small percentage of such defects is usually put in this grade.

"Extra fancy," as the name implies, is a fancy grade that is exceptionally fine. It must possess all the qualities mentioned in describing that grade in a marked degree. At least 85 per cent. of the slices should be "rings."

The grade below "prime" is the stock that has been so carelessly handled and is so unattractive in appearance that it cannot maintain the standard of "prime." It is packed for an entirely different and much poorer class of trade than any of the other grades.

How to Get a Roll Top Desk Free.

The Knickerbocker Chocolate Co., of New York, have made an arrangement with the Manufacturers' Trade-Mark Association, the big premium clearing-house of New York, which enables them to substantially reward retailers who show an interest in increasing the sale of Barker's Hasty Lunch Chocolate, Bedford and Blue Ribbon Cocoas.

These goods are so fine that it is hard to sell anything else to consumers once they have had them; so besides the reward the Knickerbocker Chocolate Co. give grocers for pushing them, they are certain to please their trade.

Suppose, for example, a grocer needs a new roll-top desk, a safe, a cheese cutter, a computing or platform scale; instead of drawing on his bank account to pay for them he pushes the sale of the Knickerbocker Co.'s goods with his customers, saves the Universal Coupons packed in every case for him and adds them to those coming to him from other manufacturers, and in a short time he will have collected enough to entitle him to any of the articles named.

The Manufacturers' Trade-Mark Association issue a handsome illustrated catalogue which they send free to grocers, showing an almost unlimited array of useful articles of merchandise which they will send grocers in exchange for the Universal Coupons, together with a list of all the manufacturers throughout the country who give these same coupons to the grocers.

The Knickerbocker Co. is the only manufacturer of chocolate and cocoa from whom a grocer can get these Universal Coupons; so grocers who want valuable free merchandise as well as their regular profits will concentrate their efforts on the sale of the Knickerbocker Chocolate Co.'s goods.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued May 21, 1907.

854,258. Vegetable-peeling apparatus. W. L. Weber, Boston, Mass.

854,304. Automatic pie trimming and crimping machine. Clemens Oskamp, Cincinnati, Ohio.

854,021, 854,022 and 854,023. Wrapping machines. J. H. Brady, Louisville Ky., assignor of one-half to D. A. Keller same place.

854,044. Sausage-linking machine. H R. Kuersten, Chicago, Ill., assignor o two-thirds to G. M. Hecht and C. F Brod, same place.

854,159. Apparatus for making mo lasses feed. S. L. Fraser, Chicago, Ill.

854,229. Vegetable cutter. O. H Miller, Green Bay, Wis.

854,383. Method for manufacture o process butter. Robert Roos, Chicago Ill., assignor to American Farm Products Co., Jersey City, N. J.

854,387. Larding needle. John Snyder, Spokane, Wash., assignor of one third to W. H. Shed, Pueblo, Col.

854,394. Combined colander and bak pan. C. W. G. Allender, Washington Pa.

854,434. Can opener. Heinrich Rutt Rheydt, Germany.

854,521. Computing cheese cutter. F H. Neff, Indianapolis, Ind.

854,592. Baking utensil. Louise Nel son, Oakland, Cal.

Patents issued May 28, 1907.

855,042. Rolling pin. Alfred Cattlin Akarao, New Zealand.

855,089. Combined dish and drip pan D. E. Bonathan, Lake Linden, Mich.

855,119. Caramel-wrapping machine B. B. Moss, St. Louis, Mo., assignor o one-half to J. M. Davis, Lorain, Ohio.

855,228. Coffee mill. W. J. Bussinger Philadelphia, Pa., assignor to National Specialty Mfg. Co., same place.

855,347. Butchers' chopping block. F J. Schmitt, Petoskey, Mich.

855,364. Ice cream freezer. Frank Tyson, Canton, Ohio.

855,404. Butter cutter. Aage Jensen Eureka, Cal.

855,423. Nutmeg pulverizer. G. A Alger, Manchester, N. H.

855,438. Machine for making macaroni. J. V. Ebel, Pittsburg, Pa.

Patents issued June 4, 1907.

855,481. Machine for peeling vegetables. Henry Robinson, Brooklyn, N Y.

855,503. Jar or bottle closure. A. M Craig, New Haven, Conn., assignor to Royal Glass Jar and Bottle Company New York, N. Y., a corporation of the District of Columbia.

855,618. Apparatus for treating meats J. Cunning, Indianapolis, Ind.

855,631. Mixing device. J. C. W Creth, Pittsburg, Pa., assignor to Wm B. Scaife & Sons' Company, same place a corporation of New Jersey.

855,702. Urn. F. D. Goddard, Everett Mass., assignor to Walker-Pratt Manu

Slices Everything from 6-pound Knuckles to half-ounce Ends.

Be A Successful Specialist

Do some one thing better than your competitors possibly can and your success is assured.

The Grocer equipped with Johnson's "EVERSHARP" slicing machine can without trouble slice **Libby, McNeil & Libby's** best dried beef to perfection. And these moist, delicate flavored, full size, rosy hued, freshly cut wafer slices are all alone. A class by themselves—so much larger—so much thinner—so much brighter, attractive and better tasting, their superiority so marked and self evident—so far above comparison, that delighted housekeepers once acquainted with Johnson's sandwich sliced beef use it so frequently, in so many different ways, with such gratifying success, nothing could induce them to buy dried beef cut on any other machine.

A chance to secure a complete monopoly of this most profitable rapid-selling, trade-drawing specialty is yours to-day—to-morrow may be too late.

Send for a sample of the best dried beef sliced to perfection.

A. W. JOHNSON, New Brunswick, N. J.

acturing Company, Boston, Mass., a orporation of Massachusetts.

855,804. Dipping frame for coating andies. P. Panoulias, New York.

855,836. Oil-cake trimmer. J. Dion nd J. D. Belanger, Chicago, Ill.

855,842. Coffee urn. D. O. Dowe, Montgomery, Ala.

855,928. Process of manufacturing a ugarless food product. J. Bouma, The Hague, Netherlands, assignor of one-alf to Sikko Berend Selhorst, The Hague, Netherlands.

855,939. Egg carrier. C. H. Cronk, Curtis, Neb.

856,037. Vegetable washing and peel-ng machine. F. Delpire, Chicago, Ill.

TRADE-MARKS

Which will be registered unless opposi-ion is entered within thirty days.

For flour and cornmeal. The Topeka Milling Co., Topeka, Kans. A repre-entation of a Maltese cross having a lue border.

For chocolate and cacao butter. Hance Bros. & White, Philadelphia, Pa. The vord "Koko."

For macaroni. C. F. Mueller Co., Jer-ey City, N. J. A representation of a lag and the words "Flag Brand."

For soap. Ruschhaupt Bros., Fresno, Cal. The word "Thanksgiving."

For coffee. The G. B. Farrington Co., New York, N. Y. The word "Ulike."

For a sauce. Brand & Co., Ltd., Lon-on, Eng. The words "The Interna-ional A1 Sauce."

For coffee substitutes. Emil Seelig, A. G., Heilbronn, Germany, and Jersey City, N. J. The letters "E S" at the centre of n eight-pointed star which is sur-ounded by concentric circles having the vords "Beste Qualitat Schutze-Marke" etween them.

For canned fruits and vegetables, baked beans, dandelions, spinach, suc-otash, evaporated apples, spices, nut-negs, sage, mustard, pickles, olives, vine-gar, preserves and dried fruits. The Holbrook Grocery Co., Keene, Woods-ille and Nashua, N. H., and St. Johns-ury, Vt. The word "Monadnock."

For washing powder. Loverin & Browne Co., Chicago, Ill. The word "Ker-O-Zino."

For flour. Wells Flour Milling Co., Wells, Minn. The word "Cream of the West."

For flour, rolled oats, oatmeal, break-fast food and mixed feed. Everett, Aughenbaugh & Co., Waseca, Minn. The words "Winged Horse."

For canned fruits and vegetables. California Canneries Co., San Francisco, Cal. The words "Shield Brand."

For canned fish. Northwestern Fish-eries Co., Seattle, Wash. The words "Deerhead Brand."

For flour. M. H. Land, Marshall, Mo. A representation of a fowl perched on a tree stump.

For canned fruits and vegetables. W. R. Roach & Co., Hart, Mich. The word "Hart."

For Worcestershire sauce. Alart & McGuire, New York, N. Y. The words "Stag's Head" and a representation of a deer's head.

For flour, cornmeal and breakfast food. Allen Bros. Co., Omaha, Neb. The letters "A. B. C."

For bread. N. E. Smith, Greenville, Pa. The words "Cream Nut."

For powdered peptogenic food prepa-ration. The Peptol Co., Chicago, Ill. The word "Peptol."

For fresh apples, pears and quinces. Shafer Fruit and Cold Storage Co., Gas-port, N. Y. The letters "J. W. S."

For coffee and tea. W. M. Cahill, Ho-boken, N. J. A representation of a stout page wearing livery and carrying a tray on which are a jug and a cup and saucer.

For baking powder. The C. S. Morey Mercantile Co., Denver, Col. The letters "O K."

For corn starch. Corn Products Re-fining Co., New York, N. Y. The word "Globe." Also a representation of a globe with ears of corn at the base.

For baking powder. The International Factories Co., Minneapolis, Minn. The words "White Elephant" and a representation of a white elephant and an attendant.

For flour. Stoddard, Gilbert & Co., New Haven, Conn. The word "Volunteer."

For crackers. Pacific Coast Biscuit Co., Portland, Ore. A representation of a swastika within a circle.

For bread. Schulze Baking Co., Chicago, Ill. The words "Order Pan Dandy Bread."

For chocolate. S. F. Whitman & Son, Philadelphia, Pa. The word "Instantaneous."

For fresh and smoked meats and lard. Ernst Freund, Cincinnati, Ohio. The words "Primrose Brand."

For coffee. Jones-Paddock Co., San Francisco, Cal. The words "Alta" and "Farallon."

For laundry starch. Corn Products Refining Co., New York, N. Y. The word "Radium."

For coffee. H. R. Hall Co., Chicago, Ill. A representation of a bust of a crowned female warrior holding a wreath over a cup from which fumes are rising.

For starch. The Millcreek Valley Starch Co., Cincinnati, Ohio. The word "Bluebell."

For canned fruits and vegetables. Napa Canning Co., San Francisco, Cal. The word "Fortune" and a representation of a swastika.

For flour. Whaley Mill & Elevator Co., Gainesville, Tex. The words "Royal Owl" and a representation of an owl resting on a loaf of bread..

For soap. Chemische Werke Hansa, Gesellschaft mit Beschrankter Haftung, Hemelingen, Germany. The word "Saposillic."

For canned, pickled and preserved fish. Johs Conradsen, A. S., Stavanger, Norway. The words "The Kite Brand."

For coffee and tea. Black Hawk Coffee and Spice Co., Waterloo, Iowa. The word "Black-Hawk" and a representation of an Indian's head.

For flavorings. J. L. Legein, Springfield, Mass. The word "Sassato."

For flour. The Cherokee Mill and Elevator Co., Cherokee, Okla. A representation of a young woman carrying a tray upon which is a large cake.

For ice cream freezers. North Bros.' Mfg. Co., Philadelphia, Pa. The word "Blizzard."

For coffee. W. S. Quinby Co., Boston, Mass. A representation of an Oriental carrrying a tray of coffee beans and resting against a shield upon which are the words "W. S. Quinby Co.'s Boston Roasted La Touraine Coffee" and the words "La Touraine" above the picture.

For coffee. H. Hackfeld & Co., San Francisco, Cal. A representation of a monument and the words "Kamameha Old Kona Coffee Honolulu Coffee Mills."

For butter or oil obtained from cocoa-nut. Loders & Nucoline, London, Eng. The word "Nubur."

For fresh peaches. The Chandler Nursery Co., Chandler, Tex. The word "Imperial" and a representation of a lion holding a scepter.

For pumpernickel bread. August Hoffmann, Milwaukee, Wis. The signature "Aug. Hoffmann" and a representation of a sheaf of wheat with a portrait of August Hoffmann thereon.

For canned fish. Northwestern Fisheries Co., Seattle, Wash. A representation of a small child wearing a hood and holding a can. A representation of a boy wearing a large white collar.

For canned and smoked fish. Bergens Varmrogeri Molt & Co., Bergen, Norway. The words "Orion Brand" and a representation of a globe upon a star-shaped background and the monogram "B. V." upon the globe.

For catsup. Alart & McGuire, New York, N. Y. A rectangular panel having representations of tomatoes at the corners and containing the words "Oyster Bay Tomato Ketchup."

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.

An Inflamed Tendon
Needs Cooling

ABSORBINE

Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. No blister; no hair gone; and you can use the horse. $2.00 per bottle delivered. Book 2-B free.

Absorbine, Jr., for mankind, $1.00 bottle. Cures Strained Torn Ligaments. Allays pain quickly. Genuine mfd. only by

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They Must Keep Expert

It is a provable fact that a majority of cooking experts use **Nicelle Olive Oil** in all their demonstrations.

Why? Because they must use the very best oil obtainable in order to insure results. Otherwise they would soon cease to be known as experts.

Nicelle Olive Oil is bottled in France, where produced. It is the first pressing of the finest oil olive grown. You will be proud to sell it.

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"X-MAS PRESENT"

USEFUL AND BEAUTIFUL

No other firm could afford this but us

This is the first time we have ever made this offer—this beautiful 4-piece set of Silverware (guaranteed); full size for family use packed in case; **for only** **97c**

It is done solely to advertise our product and only one set will be sent to each family, with **positively no duplicate orders.** The plate is heavy and the pattern one of the latest and most fashionable—the famous "Rose." The pieces are **Fit to Grace any Table and Will Last for Years.**

ORDER TO-DAY—This price includes all packing, shipping and delivery charges prepaid to your door. Send cash, money order, or 2c. stamps to

Rogers Silverware Co.
Dept. C. No. 114 Fifth Ave., New York

Attention!

Mr. Grocer, did you ever stop to think that very often the cheap prices quoted you are in excess of the quality of the goods you buy?

Lustre Lamp Chimneys

are the one price to everyone, made by union workmen and from the best material money will buy. A trial will convince you

R. E. TONGUE & BROS.
Allegheny Ave., Amber & Collins Sts.
PHILADELPHIA
BRANCH, NEWARK, N. J.

For coffee. J. W. Harrison, Richmond, Va. The word "Quaker" and a representation of a woman in Quaker costume.

For horseradish, salads, corn-relish, East India relish, salad dressing, mustard, sauces, pickles, chow-chow, piccalilli, gherkins, vinegar and catsup. August Cliff, Chicago, Ill. The word "Jack's."

For coffee, canned salmon, canned lobsters and canned oysters. The Dolan Mercantile Co., Atchison, Kans. The words "Sun Flower" and a representation of a sunflower.

For bluing. The Bluing Paddle Co., Chicago, Ill. The words "Bluing Paddle."

For baking powder. C. L. Dawes, Minneapolis, Minn. The word "Dellmar" and a black field quartered by black diagonals with the letters "D. B. P. Co.," in the spaces formed by the diagonals.

For flour. Bay State Milling Co., Winona, Minn., and Boston, Mass. The word "Record-Breaker" and a representation of a breaker.

For soap. The Hewitt Bros.' Soap Co., Dayton, Ohio. The word "Bunny" and a representation of two rabbits.

For flour, breakfast food, rolled oats, oatmeal, bran, shorts and mixed feed. Everett, Aughenbaugh & Co., Waseca, Minn. The words "Winged Horse," "Always All Right" and a representation of a winged horse.

For chocolates. The Ginter Grocery Co., Boston, Mass. The words "Constitution Chocolates" and a representation of a sailing vessel under full sail.

For butter. American Farm Products Co., Jersey City, N. J., and New York, N. Y. A representation of a cow standing upon a horizontal line below which are the letters "A. F. P.," the whole enclosed by a circle.

For soap. David Brown & Son, Ltd., Donaghmore, Ireland. The word "McClinton's" and the autograph "John McClinton."

For flour. The Patton Milling Co., Catlettsburg, Ky. The word "Limestone."

For olive oil. Barbut & Garro, Nice, France. The words "Huile d'Olive Victoria."

For perfumed soap. A. & F. Pears, Ltd., London, Eng. A double circle enclosing the word "Pears" and the representation of two pears.

For bread. F. Wedehase, Sebastopol, Cal. The words "Fig Bread" associated with the representation of figs.

For bologna sausage and animal fats used for cooking purposes. M. Zimmermann Company, New York, N. Y. The letter "Z" and the word "Zimmermann" surrounded by an ornamental circular border.

For process butter. American Farm Product Company, Jersey City, N. J. The letters "A. F. P." associated with the representation of a cow, surrounded by a circle through which the cow's head projects.

For tea. Grace Brothers & Co., Ltd., London, Eng. The word "Ratanpuro."

For coffees and teas. James L. Edwards & Co., New York, N. Y. The word "Upland" and the letters "C. V. O. B." enclosed within a circular design which is divided into quarters and having a small circle in the centre.

For tea. The Mazawattee Tea Company, Limited, London, Eng. The picture of an old lady and little girl drinking a cup of tea.

For wheat flour. The Hunter Milling Co., Wellington, Kans. The words "Hunter's Cream" and the representation of a hunter sitting upon a tree stump and a dog by his side, all enclosed within a circle having a regular pointed edge.

For bread. Papendiek & Co., St. Louis, Mo. The words "Table Queen" and the representation of a bust of a queen.

For fresh peaches. The Chandler Nursery Co., Chandler, Tex. The word "Smoot."

For flavoring extracts. J. B. Bernbroek, Quincy, Ill., The word "Vanillum" in white letters on a black background.

For fruit syrups for table and cooking purposes. California Fruit Syrup Co., Oakland, Cal. The word "Fruitin."

For smoked, canned, pickled and preserved fish. The Bergen Canning Co., Bergen, Norway. The words "Queen Maud Brand."

For washing powder. J. F. Shipley, Boggy Depot, Indian Ter. The words "May Flower."

For cheese. The S. J. Stevens Company, Cincinnati, Ohio. The word "Mayflower."

For butter. The S. J. Stevens Company, Cincinnati, Ohio. The words "Sweet Little Butter-Cup" and the representation of the bust of a girl holding buttercups.

For teas and coffees. Upham Bros., New York, N. Y. The representation of a swastieka.

For coffee. Hills Bros., San Francisco, Cal. The words "Hills Bros. Arabian Roast."

For bread and biscuits. Callard, Stewart & Watt, Limited, London, Eng. The word "Kalari."

For coffee and tea. A. Ethridge & Co., Rome, N. Y. The word "Honeysuckle."

For spices and olives. A. Ethridge & Co., Rome, N. Y. The word "Honeysuckle."

For cheese. A. Ethridge & Co., Rome, N. Y. The words "Meadow Brook Brand."

For coffee. C. M. & R. Tomkins, Elmira, N. Y. The word "Saneuta."

For coffee. C. M. & R. Tompkins, Elmira, N Y. The words "Ivy Blend" associated with a spray of ivy leaves and the monogram "C. M. & R. T."

For dried fruits. C. M. & R. Tomkins, Elmira, N. Y. The words "Ivy Brand" associated with a spray of ivy leaves.

For fresh, smoked and cured meat Charles Roesch & Sons' Company, Philadelphia, Pa. A black hollow circle.

For tea. The German-American Coffee Co., New York N. Y. The word "Bird Chop."

For wheat flour, bran, shorts and mixed feed made from cereals. Everett Aughenbaugh & Company, Waseca Minn. The words "Flying Horse."

For canned fruits and vegetables Waples-Platter Grocery Company, Denson, Forth Worth and Dallas, Tex. The word "Conecho."

For tea. A. Ethridge & Co., Rome N. Y. The word "Pansy" and the representation of a bed of pansies.

Look! Look! Look

I will build you a push cart of any description for **$15**, and guarantee it for one year.

B. HAWKINS' SONS

609 Lombard Street PHILADELPHIA, PA

DANDELION

VEGETABLE BUTTER COLOR

A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.

MANUFACTURED BY

WELLS & RICHARDSON CO., Burlington, Vt.

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Every grocer in the United States to try one dozen of Bennett's Pure Peanut Jam, absolutely the purest and best peanut butter made. If you do not say that it is the best peanut butter you ever sold, we do not want a duplicate order (in bulk or glass). N. W. Bennett, Peanut Products, Troy, N. Y. 22

WANTED—Two square show cases, 8 feet long. Address D. K. Dimm & Bro., Granville, Mifflin Co., Pa. 22

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—For cash, one all-glass candy 8-foot floor show case; one all-glass cigar 5-foot floor show case; two 4-foot Enterprise syrup pumps; one 8-pound counter coffee mill; one 26-pound even balance Troemner scales; one 5-pound even balance Troemner scales; four tea-coffee canisters, base delivery, holds 35 pounds each; one 8-compartment spice canister, base delivery, holds 15 pounds each; one $125 Hallwood cash register; one combination popcorn-peanut roaster, costs $104; paper holders; oval show cases; candy trays; candy jars; candy scales. Will give discount from first cost. All in first-class condition. Must be sold by December. P. O. Box 137, Renovo, Pa. 23

FOR SALE—Splendid business located in Wellsville, N. Y.; live town of six thousand, growing fast. Clean stock of about five thousand. Annual sales thirty thousand. Fine location, low rent, high class trade. Full particulars by mail. Owners want to devote all time to oil business. Herrick Agency, Bolivar, N. Y. 22

FOR SALE—Grocery and meat business in city of 29,000, on the Hudson, 60 miles from New York City, doing $250 in meats and $550 in groceries. Central location. Reason for selling, accident to owner. Will sell now or in Spring. For further information, address "B," "Grocery World." 23

FOR SALE—Gents' Furnishing Goods department of well-established store in Ambridge. This department doing $1,500 a month, and can be doubled by one who can devote entire attention to it. Splendid opportunity to right man. Inquire of S. P. Kristufer, No. 1 Drawer, Ambridge, Pa., for particulars. 23

MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only $2, if satisfactory. May we send you full description?—FREE. American G. Collecting Agency, Castorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free. tf.

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 236.—In best residential district of Norristown, Pa., one of the busiest towns in Eastern Pennsylvania. Store established for twenty years. Does $22,000 to $25,000 yearly on stock of $2,000. Uses one team, but horse not for sale. Nets 10 per cent. Owner going into other business and will sell at inventory. Take about $2,500. Can be greatly increased.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price inventory.

No. 258.—On North Tenth street, Philadelphia. Store 18 x 45. Does $350 per week, two-thirds cash. Stock about $1,000. Net profits 15 per cent. Uses one team. Good dwelling connected. Owner is in other business and cannot give time. Store established for thirty years and is making money. Good chance to handle meats. Price inventory.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 to $500 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town. This advertiser will exchange for Philadelphia store, and will buy the real estate connected, if necessary.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,500-$2,800. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 315.—Near Wayne Junction, Philadelphia. Store 12 x 20 feet. Does $200 weekly, all cash. Stock $700. No team used. Small dwelling connected. Clear net profits 25 per cent. as expenses are low. Owner making business change. Price, inventory.

No. 316.—In Wayne Junction, Philadelphia. Size 18 x 25 feet. Does $300 weekly, two-thirds cash. Stock $600, clear net profits 20 per cent. One team. Dwelling connected, for sale or rent. Illness cause of selling. Store thoroughly established. Will sell at inventory.

No. 317 and 318.—In West Philadelphia. Two stores owned by same owner or will sell separately. No. 1 is 22 x 30 feet, does $350 weekly, three-quarters cash. Stock $400. Nets 20 per cent., as sells many meats. No. 2 is 16 x 25 feet, does $250 per week, two-thirds cash. Stock $250-$300. Net profits 20 per cent. These stores are extremely profitable little places and can be bought at inventory prices, which means less than $1,000 each.

No. 321.—In West Philadelphia working neighborhood, not aristocratic but busy. Store 17x35 feet. Does $250 weekly, all cash, on stock of $400. Owner takes $40 in cash out of the business every week. No team. Dwelling connected. Owner retiring and will sell at price about representing inventory. This store has been established 17 years.

No. 322.—In Wissahickon, Philadelphia. Store 16x25 feet. Does $500 weekly, all cash. Stock $1,000. Nets actual 14 per cent. profit. Low fixed charges. Sickness cause of selling. Price inventory. No team, but business could be greatly increased by using one.

No. 323.—In a good section of South Philadelphia, store 18x30. Does $300 weekly, all cash. Does large tea and coffee business, which increases net profits on whole business to 15 per cent. Stock carried $500. Push cart delivery. Fixed charges low. Owner cannot get reliable manager. Price inventory. Good little dwelling connected.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 325.—In best business part of Frankford avenue, Philadelphia, store 18x35 feet. Does $300 weekly, all cash. Stock $350. Push cart delivery. Clear 10 per cent. This store is making a good cash income every week, but owner does not like the business, and wants to return to trade. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 327.—On outskirts of Philadelphia grocery, ice cream and confectionery. Only store of kind in place. Store 20x35 feet. Does $350 to $400, two-thirds cash. Good house connected. Second story used for ice cream and restaurant. Stock $600 to $700. Net profits 10 per cent. Fixed charges low and business profitable, but owner cannot attend personally and cannot get satisfactory manager. Price inventory.

No. 328.—In West Philadelphia, store 15x27 feet. Does $500 weekly, all cash. Stock $400; One team, Business thoroughly profitable, netting 10 per cent. Good house. Owner financially independent, and wishes less responsibility. Price inventory.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 330.—In nearby Philadelphia suburb, inhabited by thrifty middle-class people. Store 40x40. Does $27,000 yearly, half cash, balance weekly and monthly. Stock $1,000 to $1,500. Uses two teams. Business profitable, making 10 per cent. on sales. Real estate for sale or rent. Owners wish to dissolve partnership and will sell at inventory. They are anxious to sell, and will make low price on fixtures. Fullest investigation. Business can be greatly increased by adding meats.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONE OF THE BEST WEST PHILADELPHIA STANDS.

Located on one of the principal streets of West Philadelphia. Size 25x72 feet. Doing $550 weekly, mostly cash. Stock about $2,000. Nets 10 per cent. Uses one team. The owner is not at home in the grocery business, and wishes to retire from it. Store is very profitable, and will stand the deepest examination. Price inventory.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

PHILADELPHIA GROCERY STORE AS A BARGAIN.

A veteran Philadelphia grocer, who has conducted one store 29 years, wishes to retire. The store is in good part of North Philadelphia. Size 18x30 feet. Does $300 weekly, greater part cash. Stock now $1,000, but could be reduced several hundred dollars. Uses one team. Nets a clear 10 per cent. Real estate for sale or rent. Owner will sell stock at inventory, and to sell quickly will make very low price on fixtures.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WHO WANTS TO GIVE A GENERAL STORE FOR A GOOD FARM?

A client of ours in Atlantic County, N. J., has a 13½ acre farm, high, cleared and level, directly on the new electric line from Philadelphia to Atlantic City and only seven miles from the latter; good house, barn and other buildings, including large chicken house and yard; two good wells; 100 fruit trees. Splendid place for profitable poultry business, owing to closeness to Atlantic City. Owner wants to exchange for general store in New Jersey or Pennsylvania. He will sell for $4,000 cash or $4,500 trade, subject to mortgage of $2,500.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

WANTED—Competent clerk to work until after the holidays with possibility of permanent position. Must have usual qualifications and furnish references. Chris. Crabiel, Milltown, N. J. 22

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

SITUATION WANTED.

WANTED—Position wanted by expert grocery specialty salesman in New England territory. Well acquainted with wholesale and retail trade. Age, 31 years. First-class references. Address J. F. T., No. 213 Parsons St., Brighton, Mass. 22

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

LOOK FOR THE
GLOBE
On Hams, Bacon, Lard and Sausage; it you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.
JACOB C. SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.

"An Emblem of Purity"
Carter & Williams'
PEANUT BUTTER
Packed in tumblers and screw-top jars
Retails at 10 and 15 cents
TRY A CASE FROM YOUR JOBBER
CARTER & WILLIAMS, Mfrs.
PHILADELPHIA, PA.

Do You
handle a Cough Remedy that is guaranteed to sell and cure—one that satisfies your customers, gives you large profits, and sells without any effort on your part?
If not, let us give you our proposition—a plan that is both novel and effective. It means money to you and brings new customers and holds the old ones. We do not ask you to pay one cent until you have sold the goods. Write to-day and learn about
German Fir
Dilliard Remedy Company
EAST BANGOR, PA.

FLEISCHMANN'S
COMPRESSED YEAST
HAS NO EQUAL

Would You Like to Make More Money on Foreign and Domestic FRUIT?
If you would write us, we will tell you what to buy, when to buy and where to buy. We know this business like you do yours, and we expect to make you a customer by showing you how to increase your profits.
If you want to keep posted on the Foreign and Domestic Fruit and Produce Market, write
R. DAETWYLER & CO.
New Market and Callowhill Streets
PHILADELPHIA

FOREIGN AND DOMESTIC FRUITS

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, November 25th. Terms, net 10 days.
First orders must be accompanied by references.

JAMAICA BANANAS.

Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag ..... $4.25 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$3.75
Fancy Brights 150-176 size, per box	3.75
Fancy Brights, 200-216 size, per box	3.25 to 3.50
Fancy Brights, 250 size, per box	2.50

Golden Russetts 10 to 15 cents per box less than above prices.

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.00
Fancy Bright, 80's, per box	4.50
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.25
Golden Russetts, 80's, per box	3.75

ALMERIA GRAPES.

Fine Quality, kegs, 61 lbs.	$4.50 to 5.00
Choice, kegs, 61 lbs.	4.00
Good Quality, kegs, 62 lbs.	3.50
Good Quality, kegs, 60 lbs.	3.00

NEW CROP PERSIAN DATES.

Finest Hallowee, weighing about 65 pounds, per pound	.05
Finest Khadrowee, weighing about 65 pounds, per pound	.04¼
Finest Sair, weighing about 65 pounds, per pound	.04
Finest Fard, weighing about 60 pounds, per pound	.06½
Finest Fard, in cases containing 9 boxes, weighing 13 to 14 pounds per lb.	.08

CRANBERRIES.

Cape Cod, fancy, large	$8.00
Cape Cod, Early Black, per bbl.	7.00
Cape Cod, not so dark, per bbl.	6.00
Fancy Cod, large dark, bushel crate	2.50
Fancy Jersey, medium dark	2.25

FANCY CALIFORNIA AND MESSINA LEMONS.

Fancy California, 300-360 size, per box	$4.50
Fancy Messina, 300 size, per box	4.00
Fancy Messina, 360 size, per box	3.50 to 3.75
Choice Messina, 300 size, per box	3.25 to 3.50
Choice Messina, 360 size, per box	3.00

NEW CROP TURKEY FIGS.

Extra fancy quality 5-crown, 10 to 12-pound boxes, per pound	0.12
Exta fancy quality 4-crown, 10 to 12-pound boxes, per pound	0.11
Extra fancy quality 3-crown, 10 to 12-pound boxes, per pound	0.10
Fancy quality glove boxes weighing about 14 pounds, per box	0.10
Fancy quality locum pulled boxes, 4 to 5-pound boxes, per pound	0.14

FANCY JERSEY SWEET POTATOES.

Fancy Prime, per barrel	$3.75 to $4.00
Choice Prime, per barrel	3.50
Fancy Medium, per barrel	3.00
Choice Medium per barrel	2.25

ONIONS.

REGULAR BUSHEL CRATES.

Strictly Fancy White	$1.75
Strictly Fancy Yellow	1.25
Fancy Valencia Onions, per crate	1.35

VEGETABLES.

We carry a full line of vegetables in our truck department, but as the market fluctuates daily on this line of goods, orders will be filled at lowest ruling market prices on day of shipment.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

'acked in paper-lined fancy bags or paper-lined sugar barrels.

	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
aguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracalbo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
'eaberry Santos	.14
"A" Rio	.13
No. 1 Rio	.12
No. 2 Rio	.10
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfectlon, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ... per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ... per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb., plain, 2 doz	1 45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.95
Standard Shoepeg, 2 lb., 2 doz	.90
Standard, 2 lb., 2 doz	.80
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz.	1 45
Belle Brand, 2 doz	.90
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	1.00
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz.	1.20
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	.95
Gallons	
String Beans—	
2 lb., 2 doz	.85
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	1.10
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.95
Standard, 3s, 2 doz	.92½
Gallon, ½ doz.	3.15
Fair Quality, 3s.	.90
2s, 2 doz	.80

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1 45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz.	2.40
Gold Label, ½ lb., flat, 8 doz	2.60
Beaver, ½ lb., flat, 8 doz	2.30
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	1.20
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.10
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Glen Cove, ¼ oil, 100	4 00
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.05
Blackberries, 2 lb., 2 doz	1.25
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.50
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 50
Grated Pie Pineapples, James, 3 lb., 2 doz.	.95
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1 50
Standard Peaches, Rialto, 3 lb., 2 doz	2.50
California Apricots, 2 doz	
California Cherrles, 2 doz	
California Peaches, 2½ lb., 2 doz	
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.12½
Evaporated, 1 lb. packages, 4 doz	13
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.14
Best, 25 lbs	.15½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ... per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	.06½
Stuffed, 1 lb ... per doz.	
New Prunes—	
30– 40, 25 lbs	.09½
40– 50, 25 lbs	.08½
50– 60, 25 lbs	.08
60– 70, 25 lbs	.07½
70– 80, 25 lbs	.07
80– 90, 25 lbs	.06½
90–100, 25 lbs	.06¼
100–120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	.08½
2 Crown, 50 lbs	.08
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs ... per box	2.10
Seedless Muscatels, 50 lbs	
Seeded, 36 1 lb. packages	.11
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¾
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.04
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, Large Sack	.95
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ... per cwt.	.95

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.60
Lady Washington Beans, about 200 lbs. to bag	2.75
Green Peas, dried, about 165 lbs. to sack	
Black-Eyed Peas	2.20
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06½
Imported Lima Beans, about 90 lbs. to sack	.06½
Split Peas, 210 lbs ... per bbl.	7.90
Less quantity	.04
Lentils, about 100 lbs. to sack	.08¾

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.45
Kingsland, N. O.	.35
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
Orange Brand Syrup	.35
Orange Brand, 2¼ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz.	1.90
California Amber Drips, 2½ lb. cans	2.20
California Amber Drips, 3 lb. cans, 2 doz.	2.50
California Amber Drips, ½ gal. cans, 1 doz.	2.15

SUGAR.

We do not handle Imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.80
Fine Granulated, 100 lb. sacks	4.80
Confectioners' A	4.75
No. 1, A	4.75
Light Yellow	4.25
Fine Granulated, 2 lb. bags	5.10
Fine Granulated, 5 lb. bags	5.00

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.35
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.65
Red Cross, 4 doz	4.60
Star, 4 doz	4.55
Dime Brand, 4 doz	4.00
Lion, 4 doz	4.60
Premium, 4 doz.	4.35
Hircs' Silver, 4 doz	4.70

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4.25
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.75
Our Pet, baby size, 6 doz	3.00
Peerless, small size, 4 doz	2 20
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75
Van Camps, 4 doz, in cans ... per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ... per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ... per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl White Floating	100	4.00
Ark	100	2.20
Babbitt's	100	3.75
5 box lots freight paid, with 1½ box "1776" or 100 cakes Best Soap free..		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3.75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3.90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	60	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.50
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3.90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb.	per lb.	.08
White Castile, 36 lb.	per lb.	.10
Conti, imported Castile, 36 lb.	per lb.	.13
Oat Meal	per doz.	.40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00
Old Dbten Cleanser, 4 doz		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New Yor

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars, per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 3 dozen, per case,	2.80
Quarts, 2 dozen, per case,	2.80
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen, per case,	1.95
Tins, 2½-lb., 2 dozen, per case,	2.30
Tins, 3-lb., 2 dozen, per case,	2.50
Tins, 5-lb., 1 dozen, per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@95	40.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30 00
Medium Irish 2s, count 450	22.00
Norway, count 400@450	25 00
Norway, count 300@350	28.00
Norway, count 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.13
Halibut, fancy chunks, Iceland, 20 lbs	.20
Bloaters, Cromarty, 100s	

TEAS.

Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.15@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Congou—	
Common to fair	@.15
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Oolong—	
Common to fair	.16@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.23
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.30
Cinnamon, Mats	.10½
Cinnamon, Twaio	.17
Cinnamon, Ceylon	.21@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.80
Cloves, Zanzibar	.19@.20
Cloves, Amboyna	.22
Cloves, Penang	.30@.35
Ginger, African	.08
Ginger, Jamaica, bleached	18½@.20
Ginger Jamaica, unbleached	.17@.19
Ginger, Calcutta	.08
Nutmegs, 75-80s.	.25@ 35
Nutmegs, 105-110s.	.18@.20
Nutmegs, 130-140s.	.15@.18
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.39½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Extra white 2½s, unpeeled Calif.	
Standard white 2½s, Calif.	
Tips, green, 1s	
Tips, white, California, 1s	
Beans, Baked—	
Standard, plain 1s	.42½
Standard, plain or sauce, 2s	.50@ .60
Standard, plain or sauce, 3s	.70@ .85
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.50@1.60
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.60
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	.60@ .80
Beans, Stringless—	
Fancy 2s	2.25@2.50
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1.10@1 15
Fancy New York 2s	.90@1.00
Standard New York 2s	.75
Maryland 2s, Maine Style	.75@ .80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.30@1.85

—3—

Telephone 2s	
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.15@1.20
Soaked 2s	.75@ .80
Succotash—	
Extra fancy Maine 2s	1.25
Fancy Maine 2s	1.00@1.10
Extra standard 2s	.75@ .90
Pumpkin—	
Fancy, 3s	.85@1.15
Fancy, gallons	2.75
Squash—	
Fancy 3s	1.15
Tomatoes—	
5½-in. cans, fancy New Jersey	1.50
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	4.50
Gallons, extra standard Maryland	4.25
Quarts, glass jars	
Beets—	
Fancy Strawberry 3s	1.50@1.75
Cut 3s	1.00@1.10
Sweet Potatoes 3s	.90@1.00
Saner Kraut 3s	.80@1.10
Spinach—	
Standard Maryland 3s	1.45@1.50
Fancy New Jersey 3s	1.50@1.75
Gallons	4.75

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	3.00
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.75
Extra 2½s	3.00
Extra standard 2½s	
Fancy 3s	
Standard 2½s	
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.75
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s.	3.50
Extra standard 2½s	

EASTERN.

Pears—	
Choice New York 2s	1.50
Choice New York State 2½s	2.60
Standard 2s	1.25
Pineapples—	
Sliced or grated 2s	2.00@2.20
Sliced or grated 1s	1.00@1.10
Pie, grated, gallons	3.60
Singapore 1½s	1.15@1.25
Plums, egg, 3s.	
Plums, gage, 3s	
Apples—	
Gallons	3.25
Strawberries—	
2s, fancy	2.50
2s, extra	
Raspberries—	
Red, fancy, 2s	1.80
Standard 2s	

FISH.

Lobster—	
Flat 1s	4.50
Flat ½s	2.50
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	
Medium Red	
Red 1s	1.25@1.35
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.10
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.13
Smyrna Sult., fancy, 6 cr., 30 lbs	.14
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	.10

—4—

Loose Raisins—	Per l
Valencia, 4 cr., 28 lbs	.0
California, 4 cr., 50 lbs	.0
California, 3 cr., 50 lbs	.0
California, 2 cr., 50 lbs	.08
Figs—	
Baskets, 1 lb. and 2 lb.	.15 @.1
Layers, 2¾-in., 10 lbs	.0
2½-in., 12 lbs	.1
2¼-in., 12 lbs	.0
2-in., 12 lbs	.08
Currants—	
Fancy, 1-lb. cartons	.1
Cleaned, 1-lb. cartons, choice	.0
Bulk, choice, 50 lbs	.0
Natural, choice	.07
Citron—	
According to quality	
Lemon Peel—	
According to quality	
Orange Peel—	
According to quality	
Fard Dates—	
60 lbs., bulk	.07
1-lb. pkgs., 30-lb. case	.0
Persian Dates—	
60 lbs.	.07
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.17
30x40, choice	.11
40x50, choice	.09
50x60, choice	.07
60x70, choice	.07
70x80, choice	
Choice, 50-lb. box—	
60x70, 80x 90	
70x80, 90x100	
Prunes in cartons—	
Fancy 40x 50	.11
50x 60	.10
60x 70	.09
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.10
40x50	.09
Apples—	
Fancy, 50 lbs.	
Fancy, 1-lb cartons	
Prime, 50 lbs.	.11
Choice, 1-lb. cartons	.13
Peaches—	
Fancy, peeled, 25 lbs.	.30
Unpeeled, fancy, 25 lbs.	.15
Extra Choice Muir	
Apricots—	
Royal, extra fancy, 25 lbs	
Moorpark, fancy, 25 lbs	.27
Royal, fancy, 25 lbs	
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.39 @.46
Valencia, 28 lbs	.36 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.23
French Princess	
Tarragona, 120 lbs	.15
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.12
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.11
Pecans—	
Polished, 80 lbs	.12 @.1
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	.13
Grenoble, 220 lbs	
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.17
Extra choice, boxes, 25 lbs	.13
Choice, bags, 125 lbs	.12

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	14.50@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ½s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	18.00@20.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.	.06@ .09

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.	Column.
Eggs	27
Dressed Fowls	45
Dressed Turkeys	45

DECLINES.	Column.
Cheese	27
Corn Meal	29
Hams	43-44
Compound Lard	44

ADDITIONS.	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammunition	4
Axle Grease	5
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	5
Barley	29
Baskets	62
Bath Brick	59
Beans	29
Blacking, Shoe	6
Bluing	6
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	28
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	15
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Pudding	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	.52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	56
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	60
Tacks	59
Tapioca	31
Tar	4
Teas	
Tobacco, Chewing	6
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

Confectioners' Lozenge	5.25
" Powdered	5.25
" Crown A	5.45
" Crystal A	5.10
" Coarse Granulated	5.35
Eagle Tablets	6.30
Crystal Dominoes	7.35
Cut Loaf	5.80
Patent Cubes	5.35
Powdered	5.20
Extra Fine Granulated	5.20
Coarse Granulated	5.20
Granulated	5.10
Fine Granulated	5.10
" in 50-lb. bags packed 2 in 100-lb. bag	5.15
" in 25-lb bags packed 4 in 100-lb. bag	5.15
" in 10-lb. bags packed 10 in 100-lb. bag	5 25
" in 5-lb. bags packed in bbls	5.30
" in 5-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. bags packed in bbls	5.40
" in 2-lb. bags packed in 100-lb. bags	5.40
" in 2-lb. cartons in cases	5.30
" in 2-lb. paper packages in cases	5.30
Confectioners' A	4.90
1—Keystone A	4.85
2—American A	4.80
3—Centennial A	4.75
4—California A	4.70
5—Franklin B	4.65
6—Keystone B	4.60
7—American B	4.55
8—Centennial B	4.50
9—California B	4.45
10—Franklin Extra C	4.40
11—Keystone Extra C	4.35
12—American Extra C	4.30
13—Centennial Extra C	4.25
14—California Extra C	4.25
15—Franklin C	4.25
16—Keystone C	4.25

TEA.

	Per lb.
Japans—Basket-fired	18 @ 35
Japans—Pan-fired—Common to fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	13 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	17 @ 38
CEYLON—Common to Fine	17 @ 40
ENGLISH BREAKFAST—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

	In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2 00

Levering Coffee Co.—

Tourist, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea	.50
Almoco, lead foil package teas, ¼s and ½s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas	40

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades ... per doz.	.90

Caricol Blend, Martindale & Co. :—	Per lb.
5-lb. Silver Sacks	.22
1-lb. Silver Sacks	.22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—

100 lb. barrels	per lb. net	.18
5 lb. silver bags	" "	.19
1 lb. silver bags	" "	.19½
½ lb. silver bags	" "	.20
¼ lb. silver bags	" "	.21

Packed in cases containing 100 pounds.

—3—

McCormick & Co's Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz ... per doz.	.75
Colburn's, quarts, 1 doz ... per doz.	.90
Colburn's, quarts, 3 doz ... per doz.	.90
Colburn's, ½ gals., 1 doz ... per bbl.	1.80
Violet, pints, 2 doz ... per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross ... per gross	9.25
Mica, ¼ gross ... per gross	8.40
Peerless, ¼ gross ... per gross	4.40

BAKING POWDER. Per Doz

¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

Davis' O. K., ¼-lb., 4 doz ... per doz.	.45
Davis' O. K., ½-lb., 3 doz ... per doz.	.90
Davis' O. K., 1-lb., 2 doz ... per doz.	1.65
Davis' O. K., 5-lb., ½ doz ... per doz.	7.20
Cleveland's, 10-c. size, 4 doz ... per doz.	.84
Cleveland's ¼-lb., 4 doz ... per doz.	1.23
Cleveland's, ½-lb., 2 doz ... per doz.	2.28
Cleveland's, 1-lb., 1 doz ... per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans, 1 doz. cases	1.65
Leslie's, 5 lb. cans, 6 cans in case ... per lb.	.12
Sea Gull, 6 oz., glass, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Rumford's Yeast Powder :—	
4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass, 4 doz	1.04
6 oz. glass, 6 doz	1.03
6 oz., 1 gross, in bbl ... per gross,	12.25
Rumford Baking Powder :—	
5c.-tins, 4 doz ... per doz.	.45
10c.-can, 4 doz. in box ... per doz.	.90
½-lb. cans, 2 doz in case ... per doz.	1.25
1-lb. cans, 1 doz. in case ... per doz.	2.50

—4—

Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case ... per doz.	12.00
" 1 " 1 " ... "	2.50
" ½ " 2 " ... "	.55
" ¼ " 3 " ... "	.75
Purity Brand 5 " ½ " ... "	6.00
" 1 " 1 " ... "	1.50
" ½ " 3 " ... "	.80
" ¼ " 3 " ... "	.45

BLACKING—Shoe. Per Gross.

Shinola ... per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free ... per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz ... per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M ... per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French ... per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co :—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos Peaberry, extra fancy	.12½
" Fancy	.09¼@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.12
" Choice	@.11½
Washed Caracas, Fancy	.13½@.14
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ½ and ¼ bales, genuine, finest.	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.11½
" Prime	@.11
" Choice	@.09½
Santos, Extra Fancy	.12½
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 38/100
Lion	13⅛	13¼
B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins,		.26
Saludo, lbs		.20
" 50-lb. tins		.19
" barrels		.18
Viv, lbs		.16
" 50-lb. tins		.15
" barrels		.14

Ground or pulverized without extra charge.

—6—

	Per lb
Lipton's Package Coffee—	
Special	.26
Perfection	.20
Packed in 30 and 60 pound cases.	
German-American Coffee Co.—	
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14 1/10
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box ... per box	3.90
12 tins in box ... per carton	.95
1 lb. tins ... per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans ... per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends ... per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin ... per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross ... per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04⅜
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB. bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.30
" First, "	.29
" Second, "	.28
" Third, "	.27
" Imitation, 30–60 lbs	.25
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.31
Ladles, 30–60 lbs., bakers' use	.23-.24
Print Butter:—	
Star or S. D. brands, 1 lb., 20–50-lb. bxs.	.33
B. B., E. D. brands, 20–50-lb. boxes	.32
J. J., C. V., Gilt Edge, Gold Medal, 20–50-lb. boxes	.31
Sheaf ("400") Elgin, 20–50-lb. boxes	.30
Sheaf	.28-.30
B. S. Gilt Edge, cartons	.34
Gurnse, pounds or half pounds	.31
Belle Spring	.29

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10⅞
" 16's, "	.11⅞
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¾
Peerless " " "	.10¼
Bright Light, " " ... per box	2 50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	
Martha Washington, long 12s ... per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints ... per gross	4.20
Mason's, quarts ... per gross	4.45
Mason's, half-gallons ... per gross	6.20

—8—

Jelly Tumblers—	
Barrels, 22 doz ... per doz. (No charge for barrels.)	.16
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.70
Jar Rubbers—	
Lip, wide ... per gross	.85
Acme, wide, 1 doz. cartons ... per lb.	45
" medium, 1 doz. cartons ... "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium ... per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram ... per doz.	.25
" Sage ... "	.25
" Thyme ... "	.25
" Savory ... "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory ... per case	1.00
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savory—	
½-lb. cartons, 1 doz ... per doz.	.40
¼-lb. " " ... "	.75
½-lb. " " ... "	1.25
¼-lb. screw cap bottles, 2 doz ... per doz.	.90
¼-lb. square cans, 2 doz ... "	.80

CANNED GOODS.

	Per Doz.
Tomatoes—	
Mrs. Hancock's Frying	1 25
Frying, Good Luck Brand	1.15
DuBois' Frying	1.20
Jersey King, No. 3, Standard Jersey	1.05
Blue Hen Chickens, No. 3	1.00
Rio Grande, fancy, Jersey	1 05
Silver Lake, fancy, Jersey	1.10
Alta, No. 2	.72½
Alta, No. 10, 1 doz	3 15
Bull Dog, No. 2	.70
Lima Beans—	
Tinsley's, extra small	1.35
Silver Lake	
Little Darlings	1 30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy Small	1.65
Mikado, Penna., fancy	1.00
Cloister, fancy N. Y.	1.45

We Are Going to Show You How to Make a Lot of Money

No Tea was ever blended that a bigger percentage of people like than Spring Garden—and no Tea with as much goodness can be sold to you at the prices we name below. **You** can sell it for 60c. per lb. and please those who try it.

In 100-lb. Barrels	18	cents per lb. net
In 5-lb. Silver Bags (Packed in cases containing 100 Pounds)	19	cents per lb. net
In 1-lb. Silver Bags	19½	cents per lb. net
In ½-lb. Silver Bags	20	cents per lb. net
In ¼-lb. Silver Bags	21	cents per lb. net

Thomas Martindale & Co., Philadelphia, Pa.

What's in a Name?

We'll tell you. We have picked out the name **Apelpi** for our Evaporated Apples, so that every time it is thought of particular people will think of the finest fruit of this kind ever put on the market.

We have adopted the sentence, "The bottom as good as the top," because that is unusual with evaporated apples, and we pride ourselves on the fact that it applies to ours. Put them in, and your troubles in this direction are over.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON, Distributers — 28 So. Front Street, Philadelphia, Pa.

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY

To Display Pickles

Here is a handsome single jar for displaying pickles on your counters. Embodies an entirely new idea. The support is made of hard wood with brass nickeled hinge supporting a composition cover which doesn't warp, is acid-proof, and is both fly and dust-proof. A salesman that never gets tired. Very moderate price. Write

The Welles & Davis Mfg. Co.
WYALUSING, PA.

—9—

Boyer's, 2s	.82½
Acorn, 3s	1.05
Acorn, No. 2	.77½
Safe, No. 2	.60
hite Wax Beans—	
Acorn	.70
Champion	.65
Winsom, N. Y., No. 10, 1 doz	3.75
ked Beans—	
B. & M., No. 3	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.92½
Campbell's, No. 2, sauce	.92½
Oxford, No. 3	.90
Narragansett, No. 2, tomato sauce	.97½
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	45
Victory, No. 1, tomato sauce, 4 doz	.47½
Martin Wagner Co., No. 3, plain	.92½
Martin Wagner Co., No. 3, tomato sauce	1.00
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.50
Schimmel's, No. 2, sauce	.87½
Schimmel's, No. 2, plain	.82½
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
ed Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Martin Wagner's Extra Quality	.80
Van Camp's, No. 2, 2 doz. per doz.	.82½
orn—	
Kornlet	1.65
Winoor, kernelled	1.40
Paris, fancy Maine	1.20
American Beauty, extra fancy, Shoe Peg	.95
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.85
Shoe Peg, Susquehanna	.85
Shoe Peg, Osborn's	.75
Mark, crushed	.77½
Rex, No. 2, Fancy Whole Grain	.72½
Vanity, No. •, Whole Grain	.65
Royal Exchange, Whole Grain	.67½

—10—

Peas—	
French, very fine, 100 cans	15.75
French, fine, 100 cans	13.75
French, medium, 100 cans	12 00
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1.25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	1.02½
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.55
Beets—	
Red Jacket, No. 3, small	1.45
Silver Lake, fancy, No. 3	1 05
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 00
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.35
Shawnee, No. 3	1.30
Farren's, No. 10	4.00
Sweet Potatoes—	
Plantation, No. 3	
Victory, No. 3, 2 doz	1.05
Pumpkin—	
Silver Lake, No. 3	.87½
Catawba brand, extra fancy, N. Y. State, No. 3	.92½
Andrews & Co., No. 2	.55
Silver Lake, No. 10, 1 doz	2 45
Asparagus—	
Extra mammoth, No. 2½	4.50
Superior, large, No. 2½	4.10
Staple, medium, No. 2½	3.95
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3.60
Grand Island, medium	3.50
El Rio, medium, No. 2½, 2 doz	3.50

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2 65
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s	2.40
Cherries—	
Extra quality, 2½s	3.40
Extra standard, 2½	3.40
Standard, 2½	3.00
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.67½
Tioga, No. 2½, ex. standard lemon cling	2.62½
Wild Rose, No. 2½, ex. stand'd lemon cling	2.52½
Valley, No. 2½, standard lemon cling	2 32½
Thistle, No. 2½, standard lemon cling	2 30
Agate, No. 2½, standard lemon cling	2.25

—11—

Lake View, No. 2½, lemon cling	2.20
Lake View, No. 2½, yellow free	2.15
Columbus, No. 2½, pie peeled yellow free	1.92½
Columbus, No. 2½, pie peeled lemon cling	1 97½
Plums—	
Extra standard egg	
Extra standard green gage	
Standard egg	
Standard gage	

DOMESTIC CANNED FRUIT.

Apples—	
Derby, No. 10, 1 doz	3.40
Pride of Shenandoah, No. 3, 2 doz	1.00
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	1.20
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Jersey Duke, 2s	1.10
Blueberries—	
Loggies, No. 2	1.55
Loggies, No. 10	7.00
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Maryland Leader, yellow, No. 3	1.95
Maryland Leader, white	1.92½
P. & B. yellow, No. 3	1.92½
Gypsum, No. 3, pie	1.50
Pears—	
Matchless, extra fancy, No. 2	1.65
Fowling Creek, good, No. 3	1.25
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.75
Pride of Rochester, fancy, preserved, No 2	1.90
Rhubarb—	
Ayres, No. 10, 1 doz	3.00
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	2.00
Silver Lake, No. 10, 1 doz	
Defence, No. 2	2.25
Pine-apple—	
Phonograph, grated, No. 2	2.00
Phonograph, sliced, No. 2	1.95
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.00
General, E. & C., sliced, No. 2	1.85
Indian River, E. & C., No. 2	1.70
Terrapin, E. & C., sliced, No. 2	1.65
Wagner's, E. & C., No. 2	1.60
Orange Grove, E. & C., No. 2	1.50
Wallace, grated, No. 2	1.40
Singapore Chunks, No. 1½, 4 doz	1.17½
Wallace, E. & C., sliced, No. 2	1 30
Singapore, cubes, No. 1½, 4 doz	1.12½
Wagner's, No. 1, cocktail, 2 doz	1 00
P. & B., grated, No. 3	1.00
James, No. 3, pie, grated	.95
Singapore, cubes, No. 1, 4 doz	.80

—12—

The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.	
Tan Chop Hin, ¾-lb. chunks ... per doz.	.80
" 1 " " ... "	.87½
" 1½ " " ... "	1.17½
" 1½ " sliced ... "	1.35
" 1½ " grated ... "	1.35
" 2½ " whole ... "	1.85
Packed in their own juice:—	
1½-lb. chunks, extra heavy syrup ... per doz.	1.45
1½ " sliced ... "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	
Star, No. 1, 4 doz	
Lobster—	
B. & M., No. 1, flat, 4 doz	4.20
B. & M., No. ½, flat, 4 doz	2 20
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 doz	1.35
Star brand, No. ½, flat, 4 doz	2 25
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.35
Shrimps—	
Peerless Brand (Barataria), new dry, No 1, 2 doz	1.20
Peerless Brand (Barataria), new pickled, No. 1, 2 doz.	1.15
Cotton Bale, pickled, No. 1, 2 doz	1.12½
Mackerel—	
Picker's, soused, No. 1, 4 doz	1.60
Pickert's, soused, No. 2, 2 doz	2 50
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.50
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.15
Boyer's, No. 2, 2 doz	2.07½
M. & B., No. 1, 2 doz	1.07½
Stewart's, No. 2, 2 doz	2.00
Stewart's, No. 1, 2 doz	1.00
Victory, No. 1 doz	1.05
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	.85
Salmon—	
Foust, Sockeye, 1 lb, flat	1.95
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.85
Hapgood's, No. 1, tall, 4 doz	1.85
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.15
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Humes, Karluk, No. 1, tall, 4 doz	1.35

Ritter's Guaranty

In compliance with the rules and regulations for the enforcement of the Food and Drugs Act published by the Commission appointed for this purpose, we have filed a guaranty covering all our products with the Agricultural Department in Washington under the serial number 1017.

In the future all our products will be labeled in accordance with Regulation Nine as follows: *Guaranteed under the Food and Drugs Act, June 30, 1906, No. 1017.*

This guaranty is sufficient and covers every sale we make and no individual guaranties are necessary.

It has always been our aim to manufacture pure and wholesome food, to comply with existing laws and to protect all who buy our products, and we shall carry out this principle in the future.

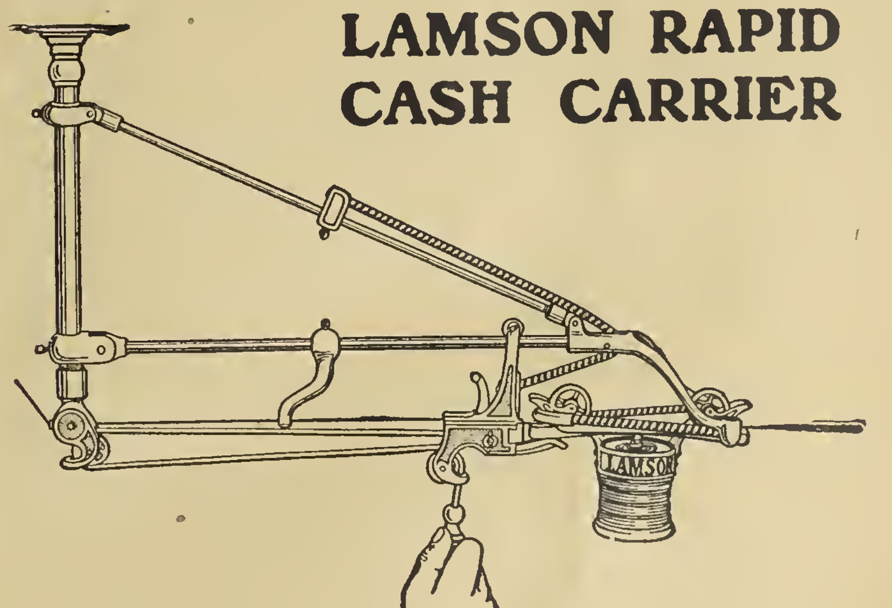
We hope to deserve your continued confidence and patronage.

Philip J. Ritter Conserve Co.

PHILADELPHIA, PA.

Fruit Butters, Preserved Fruits, Fruit Syrups
Cranberry Sauce, Catsup, Honey
Mince Meat, Chili Sauce, Mustard
Jellies, Salad Oil, Baked Beans
Jams, Crushed Fruits, Soups
Canned Fruits, Canned Vegetables

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.32½
White Raven, ½s	.95

Plain.

La Champagne, ½'s, key	25.00
" ¼'s, key	17.00
Lucullus, ¼'s	13.00
C. Morel, ¼'s	10.00

SARDINES—Boneless.

La Champagne, ¼'s, key	17.00
Billet, small ¼s	14.00
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	13.50
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8.25
Mustard—	
¼s, Irma, 100 cans	3.42½
¼s, Eureka, key, 100 cans	3.27½
¼s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3 00
¾s, Underwood's, 50 cans	3.95
¾s, Irma, 50 cans	3.45
¾s, Harbor, 48 cans, wrapped	3.40
¾s, Booth's, extra, in cartons, 50 cans	2.75
¾s, Continental, key, 48 cans	2.50
¾s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.67½
¼s, Continental, key, 100 cans	3.40
¼s, Le Baron, 100 cans	3.20
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30
Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13 00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.75
Fairbank's, with key, No. 1, 2 doz	1.25
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	7.60
" with key, No. 14, ⅓ doz	16.50
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Dried Beef.

No. 1, 2 doz	1.85
No. ½, 2 doz	1.05
Glass, No. ½, 2 doz	1.35
Glass, No. 1, 2 doz	2.35
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.72½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.55

—14—

Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.25
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.22
Armour's, No. 2, 1 doz	2.25
Libby's, No. 1, 2 doz	1.10
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.15
Kingan's, No. 2, 1 doz	2.15

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.45
Libby's, No. ½, 4 doz	80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—

	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—

	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2 25
Tongue	1.25	2 25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted 1 lb., 4 doz	.85
Campbell's Assort , No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort , No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONER

Croft & Allen Co.—		Per
Extra Mixtures	30-lb. pails	.0
Cream Jelly Mixtures	"	.0
Elcroften Mixtures	"	.0
Nobby Mixtures	"	.0
Cadella Mixtures	"	.1
Fine French Mixtures	"	.1
French Creams	"	.0
American Mixtures	"	.0
Variety Cut Drops	"	.0
Darling Mints	"	.0
Golden Drip Bar	15-lb. boxes	.1
Sour Balls	30-lb. pails	.0
Pancella Cream Chocolate	"	.1
I X L Assorted Chocolate	"	.1
King B Assorted Chocolate	"	.1
No. 1 Fine Assorted Chocolate	"	.1
Nonpariel Drops	"	.1
Chocolate Covered Caramels	"	.1
Dairy Chocolate Chips	25-lb. pails	.1
Chocolate Mints	30-lb. pails	.1
Honey B Comb	21-lb. pails	.1
Cream Cocoanut Balls	28-lb. pails	.1
Cream Peppermint	30-lb. pails	.0
" Wintergreen	"	.0
Wellington Caramels	25-lb. pails	.0
Frozen Milk "	30-lb. pails	.1
Soft Jelly Gum Drops	"	.0
Superfine "	"	.1
Jelly Beans	"	.0
Wintergreen Lozengers	"	.0
Mint "	"	.0
Assorted "	"	.0
Conversation "	28-lb. pails	.0
C. & A. Crown Stick	30-lb. pails	.0
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.1
Rock Candy, assorted	10-lb. boxes	.0
Penny goods	10 boxes in case	4.5

CATSUP.

	Per D
Beef Steak Catsup, Medium	2.0
Campbell's, No. 8, 2 doz	.8
Campbell's, No. 8, Tobasco	.8
P. P. Co , Spiced, No. 32, 5 doz	1.3
Home Made, No. 8, 4 doz	.6
Waldorf, medium, 12 oz., screw top, 2 doz.	
Snider's Catsup :—	
Pints, 2 doz	2.1
½-pints, 2 doz	1.3
Quarts, 1 doz	3.2
Gallons, 6 jugs in crate per jug	.8

How to Make Other Cocoas as Good as Ours

Take the average cocoa on the market and carry it through another process or two, and you may have an article about as good as **Croft's Swiss Milk Cocoa.**

The trouble is that other manufacturers will not use that "other process or two," because of its cost. They prefer to send out their product half made, as it were—containing indigestible and ill-tasting ingredients which should have been eliminated—so that they can save a little on the cost of making.

Croft's Swiss Milk Cocoa has everything taken out that should be taken out, and for that reason, among others, it has the smoothest, finest flavor of any cocoa made.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. *Philadelphia PENNSYLVANIA*

Compare This Picture With Your Store

We can make your place look like this and we can afford to do it for less money than anybody else.

MILLER & ENGLAND

7012-14-16-18 Woodland Avenue

PHILADELPHIA, PA.

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

—17—

KETCHUP.

artice's "Blue Label" Tomato Ketchup:—Per Case.

Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

alter Baker & Co's:—	Per lb.
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.32
German, sweet, 6 to 12 lbs	.24
Auto, sweet, 6 lbs	.32
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
/. H. Baker s:—	
Best Cocoa, ½-lb. size per lb.	34
" ¼-lb. " "	.36
Premium Chocolate, ⅛s, 12 lbs	.35
" ¼s. 12 lbs	.35
Best Sweet Chocolate, ¼s	.21
Best Sweet Chocolate, 1-5s	.21
Vanilla Sweet Chocolate, ⅛s	.29
ershey's—	
Mi k, ⅛s, 6 lb per box	1.55
ocoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ⅛s, 6 lb	.43
" " ¼s, 6 lb	.45

lensdorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1½-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—

Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36

Blooker's Cocoa Powder—

¼-lb. tins, 2 doz. in box per doz.	1.88
½-lb. tins, 2 doz. in box "	3.50
1-lb. tins, 1 doz. in box "	6.50
5-lb. tins, 1 doz. in case per lb.	.52
10-lb. bags, 1 doz. in case "	.50

—18—

Wilbur's Cocoa—

Breakfast, ¼-lb. tins, 6-lb. boxes per lb.	.38
" ½-lb. tins, 6-lb. boxes per lb.	.37

Wilbur's Chocolate—

Premium, ⅛s, 12-lb per lb.	.35
Sweet Clover, ⅛s, 6-lb per box.	1.65

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ½s	.36
Cocoa, labeled, ¼s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30

Ideal Chocolate and Cocoa Co.:—

Ideal Cocoa, ½-lb. size per lb.	.40
" " ¼-lb. " "	.41
" Baking Chocolate, ½-lb size "	.27
" " " ¼-lb. " "	.29
" Milk Chocolate, 6-lb. box per box	1.65
" Vanilla, Sweet, 6-lb. " "	1.65

Lowney's:—

Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs. 6-lb. boxes, 12 boxes in case per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Peter's Milk Chocolate:—	
No. 61—½ lb. size, croquettes per lb.	.48
No. 62—¼ lb. " " "	.48
No. 63—½ lb. " flat packets "	.48
No. 64—¼ lb. " " " "	.48
No. 93—⅛ lb. " " " "	.48
No. 66—⅛ lb. " " " "	.50
No. 67—1/16 lb. " " " "	.50
No. 68—1/32 lb. " " " "	.50
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ⅛s, 2 doz. in box	1.95
" " ¼s, 6 lb. "	.39
" " ½s, 6 lb. "	.38
" " 1s, 12 lb. "	.37
" " 5 lb., 6 cans in box	.37
" Swiss Milk Chocolate, 48 5-c. cakes..	1.50
" Superior Sweet, 6 lb. "	...
" Premium, ¼s, 12 lb. "	...
" " ½s, 12 lb. "	...
Hawley & Hoop's Breakfast Cocoa—	
A No. 1, ½-lb. tins, 12 in box	.34½
" ¼-lb. " 24 "	.35½
Cocoa Shells, cleaned, bags per lb.	.01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box per box.	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ¼-lb. " 6-lb. "	.31½
" ¼-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ⅛s, 6-lb. boxes	.26½
" ⅛s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

—20—

Milk Chocolate—

40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	4.30
Defiance, 4 doz	4.30
Magnolia, 4 doz	4.80
Rose, 4 doz	4.65
Dime, 4 doz	3.90
Winner, 4 doz	4.65
Baby, 1 doz., glass	1.90
Red Cross	4.60
Peninsular	4.60
Dr. Hand's, 2 doz	3.10
Leader	4.30
Banner, 4 doz	4.50
Star, 4 doz	4.60

EVAPORATED MILK.

Peerless, family size, 4 doz	3 70
Peerless, 5c. size, 4 doz	2 20
Yacht, family	3.50
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	3 95
Silver Cow, 5c. size 6 doz.	3.25
Pet, 10-c. size, 4 doz per case	3.30
Pet, 5-c. size, 6 doz per case	2.80
Van Camps, 6 doz., small	2.85
Van Camps, 4 doz., family	3.55
Van Camps, 4 doz., large	4.00

HIRES CONDENSED MILK AND CREAM

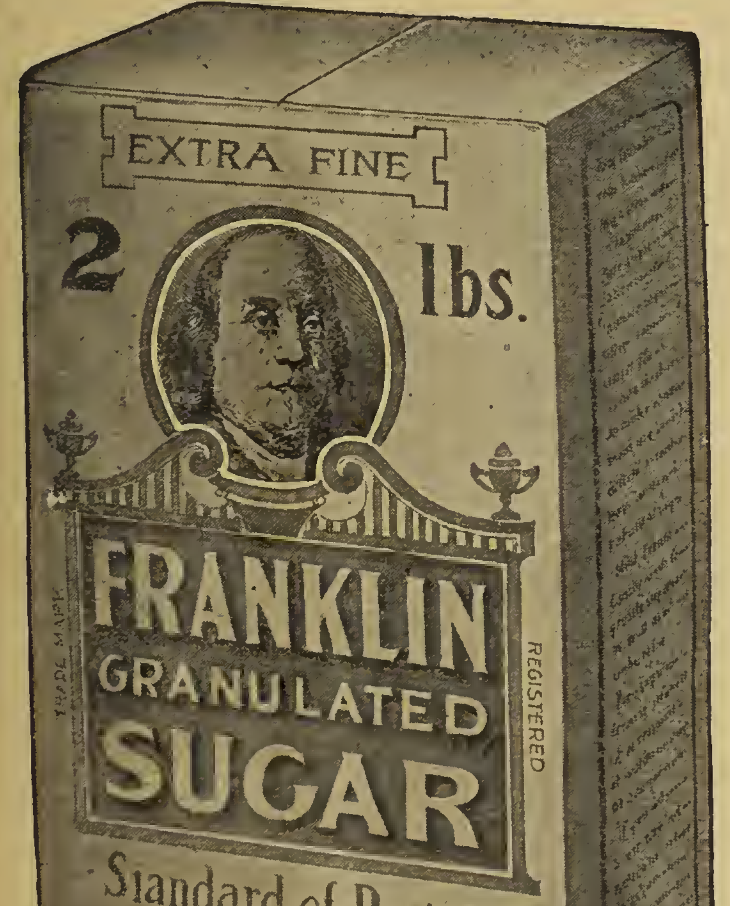
	Per case.
Hires Condensed Milk	5.60
Queen	4.60
Blue Ribbon	4.35
Premium	4.35
Silver	4.75

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	4.25
Five cases or more	4.20
Twenty-five cases or more	4.15
Fifty cases or more	4.10



Who Would Boom His Bulk-Sugar Trade?

You can't imagine yourself doing anything to *boom* your bulk-sugar trade. No need to discuss the reason, we all know it.

But it would be perfectly good business to take some pains to push **Franklin Carton Sugar,** since every package pays you to sell it. Not as much profit as tea, but still a far better and more certain profit than sugar has ever paid before, and as good a profit as many things pay of which you sell less.

Possibly even as much profit as tea when you calculate their relative sales.

Give this five minutes' consideration, and you'll say we're right.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company

PHILADELPHIA, PENNSYLVANIA

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunbam's, 5-cent package	.29
" ½s	.26
" ¼s	.28
" ½s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs	.10¼
" Slice, " 120 lbs	.10½
" Strip, " 120 lbs	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jnmbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

—22—

Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.c8
Salted Strips	.c8½	.0)
S. Itines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07

Package Goods—	Per doz.
Animals	.5)
Butter Thin	1.00
Gingerettes	1.0)
Gold Medal Soda (small)	.50
" " (large)	.90
Graham Wafers	1.co
Ivinettes	1 00
Milk Lunch	1.co
Our Ginger Snaps	5)
Pink Tea	1.co
Sugar Snaps	.50
Saltona Biscuit	1 0)

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Colnmbia, Connecticut, Rbode Island, Massacbusetts.

DELIKATESSEN
WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish.p.dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish.p.dz.	1.75

—23—

Wein Senf, in bbls. ...per gal.	
" 1 gallon stone jars ...per jar	.75
" 5 gallon kegs ...per keg	2.50
Prepared Mustard, in bbls. ...per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case...per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cbeese, Selected tub	.26
...loaf,	.26½
Sap Sago, 3 to a lb. ...cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs. ...loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
in tin ...per lb.	.26
" 1-lb. tins ...per case	3.25
Camembert, in wood boxes ...per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cbeese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1 ...loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each ...per lb.	.19
Limburger Cbeese, No. 1 ...box, 18; ½ box, 18; less	.19
Muenster Cheese ...per lb.	.19
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box ...per box	3.00
" (Gem size), 6 in box "	2.25
Royal Luncheon Cbeese—	2.25
Dinner size, 1 doz. in case ...per doz.	4.50
Luncb size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size.per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.25
Neufcbatel (Cow brand), 25 in box...per box	1.10
Nenfchatel, Mohawk Brand	.8)
Mohigan Brand	1.05
International Cream	1.10
Star Cream, or Phila., 12 " ... "	2.30
Miniature Cream, or Phila. 12 " ... "	1.15
Hand Cheese, 8 doz. "	1.45
" 4 " "	.75
" 4 " Thuringer "	.85

—24—

Farmer Hand Cbeese, 4 doz. in box...per box	1.4
Scbutzen Cheese, 12 in box "	1 2
American Mountain Cbeese (Alpen Kase), 50 1-lb. packages ...per lb.	.1

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight) ...per lb.	.4
Wiener Wurstel, 16 in tin ...per doz.	4.7
" 8 " "	2.7
Carlsbad Speck (Imported Bacon) "	.3
Imported Cervelat Sausage (Rolff's) ...per lb.	.4
Imported Frankfurters ...per doz.	3.7
Goose Breast, imported, marked weight, per lb.	.6
Pate de fois Gras, small size ...per doz.	3.0
American Holsteiner..by bbl. 12 less, per lb.	.1
" Landjager, short ...per lb.	.2
" " long "	
" Mortadella, Dry ...per lb.	.2
" Knackwurst, 25 in box, per box, $4.75 ...per doz.	2.4
" Cervelat (E), 50 and 100-lb. boxes, .21½; less	.2
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.2
" Cervelat, Crescent, 50 and 100-lb. boxes, .16½; less	.1
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	.1
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23½; less	.2
" Salami (E), 50 and 100-lb. boxes, .21; less	.2
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.21
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less	.1
" Tongue Sausage ...per lb.	.1
" Smoked Braunschweiger Liver Sausage ...per lb.	.15
" Lachs Ham "	.2
" Petit Delicatess Frankfurters, plain, per doz.	.90
" Petit Delicatess Frankfurters, with Sauer Kraut ...per doz.	.90
" Lebanon Beef Bologna ...per lb.	.15
" Paprika Speck "	.18
Mettwurst, half-ronnd "	.16
Liver Sausage (Special), truffle, goose or sardellen ...per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2 50
Calves' Head, in round tins ...per doz.	1.65
Pickled Meats, in glass "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

It Is Spelled R=A=M=L=Y

If you want to sell a really delightful smoke, get the **real** Ramly, don't take something gotten up to **look** like the Ramly, because there the similarity ends.

No cigarette ever made has jumped into such immediate popularity. It has become famous on its quality alone.

If you put Ramly Cigarettes in stock you will be assured of the permanent patronage of every man to whom you sell a package.

Don't get confused on the name—it is spelled R-A-M-L-Y.

Mentor Cigarette Company

404 Atlantic Avenue

Phila. Rep., ARTHUR HAGAN & Co. 151 North Third Street

BOSTON, MASS.

We Were Surprised

WHEN we first began to import **De Rago Olive Oil** we never expected it to sell as it has done. We knew we had a splendid, pure, delicious oil, but there were other oils, and we figured on getting simply a share of the business.

But **De Rago Olive Oil** seemed to go from the first moment it went on sale. All through New England it is the brand of discriminating people. Now we are giving it a chance outside, and it is meeting with the same phenomenal success.

This brand enthusiastically satisfies the most particular people in the United States. Don't you think you might do something with it?

Jas. J. Loughery & Co.

IMPORTERS

Boston, Massachusetts

—25—

Beef Salad, in glass .... per doz. 1.00
" " in pint jars, glass .... "
" " in quart jars, glass .... "
Lamb tongues, in glass .... " 1.60

HOLLAND AND SCOTLAND HERRINGS.

Kegs or Pails.

Holland Herring, mixed, "Y. M." ⅛ bbl. 5.50 60–75
" milkers, " ⅛ bbl. 6.50 75–85
" mixed, Standard, bbl. ⅛ bbl. 5.50–6.50
Holland Herring, milkers, Standard, bbl. ⅛ bbl. ....
Scotland Herring, mixed, large fulls, bbl. ⅛ bbl. 8.00.........
" milkers, large fulls, bbl. ⅛ bbl. 8.00..........
Marinirte Herring, Imported, abont 40 in pail. 1.25
Roll Herring, Imported, about 25 in pail......... 1.00
Spiced Herring, Imported, about 40 in pail. 1.00
Norway Stockfish, dry .... per lb. 15
Matjes Herring .... per pail

BISMARCK HERRING.

Pint size, round tins, with key .... per tin .20
Quart " " " .... " .35
2 Qt. " " " .... " .55
4 Qt. " " " .... " 1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .40
English Sprats, 36 bunches per box...............
Kruger's Roll- and Brat-Haring, oval tins, per doz. 2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand) .... per keg .75
" 5-lb. pails .... per pail .55
" 10-lb. pails .... " 1.05
Cut Spiced Sardines, per 10-lb. pail.... " .75
" " 5-gal. keg .... per keg 2.75
Russian Sardines, in glass jars .... per doz. 2.25

NORWAY ANCHOVIES.

Original Package .... per ⅛ bbl. 5.50
Repacked in 5-lb. pail .... per pail .60
" in 10-lb. pail .... " 1.10
" in 5-gal. kegs .... per keg 2.75
" in ½-lb. flat tins .... per doz. .95
" in ½-lb. tall tins .... " 1.50
" in 1-lb. tall tins .... " 2.00
Fancy Kegs—1/1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg .... .20

SALT SARDELLEN.

Original Package, 1902 .... per anker 16.00
Repacked—kegs, about 8 lbs .... per keg 3.25
" pint jars .... per doz. 6.00
" large tumblers .... " 2.25
" small tumblers .... " 1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz	19 50	½ kilo Cans, per dz.	19 50
½ " "	10.50	¼ " "	10.50
¼ " "	5.50	⅛ " "	5.50
⅛ " "	2.75	1/10 " "	2 75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—abont 2000 .... per cask
50 " bbl.— " 1200 .... per bbl.
15 " keg— " 500 .... per 100
10 " keg— " 300 .... " 1.00
5 " keg— " 150 .... "
10 lb. pail— " 50 .... "

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask .... per cask
48 gal. bbl. .... per bbl. 6.50
10 " keg .... per keg, 2.40
5 " " .... " 1.25
10 lb. pail .... per pail,

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse) .... per lb. .18
Spitzkugeln .... " .25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg... per bundle .30
Basler Lebkuchen, No. 1, 6 " ... " .50
" " No. 2, 6 " ... " .75
" " No. 3, 6 " ... " 1.00
Amandines, 9-lb. tins .... per tin 5.25
" small tins .... " .55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg 4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag 2.50
Green Kern .... per lb. .09½
Potato Flour .... " .07
German Dried Pears .... " .14
Dried Mushrooms .... " .60–.80
Juniper Berries .... " .08
St. John's Bread .... " .05
Bay Leaves .... " .06–.08

COTTOLENE.

30 2-lb. tins .... per case 6.50
15 4-lb. " .... " 6.50
6 10-lb. " .... " 6.50
Freight prepaid on two-case lots.

—27—

EGGS. Per Doz.

Nearby, candled and selected, 30-doz. crates... .34
Western 22–.33

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs. .15
New York, Full Cream, new, 1st's, 40-lb. bxs. 13–.14
Picnic, Full Cream, new, fancy, 20-lb. bxs...... .15½

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb......... .27
Anchovies, in oil, ⅝ bottles 4.50
" " ¼ " 3.25
Anchovy Paste, fancy, per doz...................... 4.75
" plain, per doz...................... 3.75
Bouillon, Burnham, pints, 2 doz. in case....... 3.75
" " ½ pints, 2 doz. in case.... 2.00
Capers, Nonpareil, ½ gallon kegs................. 1.50
" " Quart, glass....... per doz. 7.00
" " bottled, ⅝ size.... per doz. 2.35
" " " ⅜ " ..... " 1.90
" " " ¼ " ..... " 1.15
Canton Ginger, large pots, cases 6 jars, per case 4.65
" med. " " 12 " " 5.00
" small " " 24 " " 4.75
Cherries in Maraschino, in glass, 1-doz. case... 7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz. .90
" " 3 lb., 2 dz. case " 2.20
Currie Powder, pints, per doz...................... 3.50
" 4 oz., " 2.25
" 2 oz., " 1.50
Russian Caviar, ⅛'s 2.85
" ¼'s 5.50
" ½'s 10.50
" 1's 20.00
French Peas, Extra Fins, per case................ 18.00
" Fins, per case 16 00
" Moyen's, per case 13.00
Kippered Herring, 6 doz. in case....... per doz. 1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case... 12.00
Huntley & Palmer's Petit Beurre Biscuit, lb... .19
" " Dinner Biscuits, per lb... .29
" " Breakfast Biscuits, per lb. .32
(Packed 7 lbs. and 5 lbs. in a can.)
Red Pepper, Ring, pints, per doz.................. 1.25
" " ½ pints, per doz............. .60
Salt, in 4-doz. stone jars 1.75
Morris' Extract of Beef, 4 oz., per doz......... 6.50
" " " 2 oz., " 3.55
Armonr's Beef Extract, 2 oz., " 4.45
" " " 4 oz., " 8.20
Anker's Extract of Beef, 120 vials.................. 4.00
" " " 4 oz........... per doz. 4.00
" " " 8 oz........... " 7.25
" " " 16 oz........... " 13.50
Theodore Marquet Mushrooms:—
First Choice 28.00
Choice, 100 tins per case 26.00
Extra, " " ....
Hotel, " " 24.00

—28—

Truffles, 1/16 .... per tin, .30
" ⅛ .... " .55
" ¼ .... " 1.15
" ½ .... " 2.25
Shrimps, Pickled, small size............................ 1.00
Dunbar's Shrimps, 2 doz., per doz................. 2.25
" Figs in Cordial, 1 doz., per doz....... 5.00
Bishop's Figs in Cordial, 1 doz., per doz........ 6.50
Crystallized Ginger, 1-lb. tins, per doz........... 4.00
" " ½-lb. " " 2.25
Rose's Lime Juice, per doz............................ 3.60
Victor Rose Water, per doz........................... 2.25
" Peach Water, per doz.......................... 2.25
Pitted Olives, per doz.................................... 5.25

FLOUR. Per Bbl

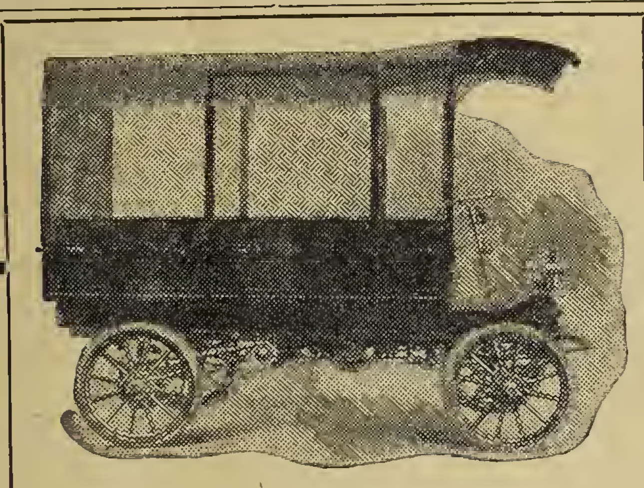
King Midas 6.80
Gold Medal 6.45
Millbourne 6.25
On Top 6.70
Ceresota 6 40
Pillsbury's Best 6.35
Taylor's Fancy 5.75
Semper Idem 5.00
Pride of the West 5 45
Sunbeam 5.35
Quaker City 6.25

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages............. 2.85
Franklin Pancake, 30 2s 3.65
Uncle Jerry's Pancake, 40 packages 2.85
Hecker's Buckwheat, 32 packages..... per case 4.10
Hecker's Buckwheat, 16 packages..... per case 4.60
Hecker's Flapjack Flour, 24 packages........... 1.90
Log Cabin Pan Cake Flour, 36 2s 3.25
Ralston's Purina Pancake Flour, 36 2s 3.00

HONEY.

Domestic, barrels .... per gal. .69
Selser's, lunch bottles, 2 doz............. per doz. .95
Selser's, medium bottles, 2 doz.......... per doz. 1.35
Schimmel's, 10-oz. bottles, 2 doz. in case...... 1.45
" 6-oz. " " " ...... .90



You May Think You Can't Afford an Automobile in Your Business, but, as a Matter of Fact, You Can't Afford NOT To Have One

A Rapid Motor Truck or Delivery Wagon will do more work than two teams at half the cost. If you can deliver twice as many goods at half your present expense with one of our machines, are you not making a mistake to stick to horses and wagons. Do you know that the trolleys don't cost as much to run as the horse cars? We are certain you know they do much better work.

Get our catalogue and we will show you the Twentieth Century method of delivering goods.

Address all communications to

F. A. HENRY, *Sales Manager*

Rapid Motor Vehicle Company PONTIAC MICHIGAN

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers IN FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

—29—

FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, Table, 100 lbs	2.15
" yellow, granulated, 100 lbs	2 15
" " table, 100 lbs	2.10
Western yellow, 100 lbs	1.80
Mother's, 36 packs	2.75
Quaker, 36 packages	2 85
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.25
Beans—	
California Lima ... per lb.	.06
Marrows, Fancy N. Y. State, grain bags ... bush	2.40
Marrows, Extra Choice, N. Y. State, grain bags ... bush.	2.30
Medium, Fancy N. Y. State, grain bags, bu.	2.45
Pea, fancy, N. Y. State, grain bags, bushel	2.42½
Pea, fancy, Michigan, grain bags ... bushel	2.40
Red Kidneys ... "	2.60
Peas—	
Green ... per bushel	1 95
Scotch ... "	2.25
Split, yellow ... "	2.20
" green ... "	
Lentils—	
110-lb. bags ... per lb.	.08
Less quantity ... "	.08½
Shaker Corn—	
Fancy, barrels ... per lb.	
Less quantity ... "	
Hominy—	
Lea's Breakfast, 10 pkgs ... case	1.75
Lea's Pearl, 100 lbs ... per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	
Western Pearl, 100 lb. bags	1.85
Western Grits, 100 lb. bags	1 90
Barley—	
OO	.07
No. 3, 100-lb. bags	4.00
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl	8.15
" " kegs 100 lbs., per keg	4.22½
Oaten Goods, in cases—	Per case
Avena, 18 packages	
Banner Oats, 20 packages	4.15
Friends' Oats, 36 packages	3.00

—30—

Mother's, 18 packages	1.57½
Quaker, 18 small size	1.55
Quaker, 10 large size	2.20
Rolled Oats—	
Avena, per bbl., 180 lbs	7.25
Avena, per keg, 90 lbs	3.85
Standard, 180-lb. bbls	7.00
" 90-lb. bags	3 50
Sago—	
Fine, bags about 160 lbs	.05½
50-lb. lots	.06
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs ... per lb.	.06
" " less quantity ... "	.06½
" Pearl, 150 lbs ... "	.04¾
" " less quantity ... "	.05¼

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs ... case	3.c5
Purina Cream Graham ... per bbl.	
Ralston Barley Food, 24 2's ... per case,	3.85
Purina Health Food, 36 2's, Cartons "	4.50
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour, 20 5's ... per case	4.20
Egg-O-See, 36 packages	2.85
Egg-O-See Corn Flakes, 36 packages	2.85
Cook's Malto Rice, 36 2-lb. packages	4.25
Force Food, 36 packages	3.85
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.55
Wheatena, 36 Packs	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.80
Presto, 36 packages	3 35
Quaker Puffed Rice, 36 packages	2.70
Quaker Wheat Berries, 36 packages	2.75
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.85
Zest, 36 packages, 10 cent size	2.40
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3 90

—31—

HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs	4.75
Cases, 3 doz. pkgs	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling	per doz	1.07½
" Acidulated	"	1.07½
Cox's, large	"	1.57½
" small	"	.95
Plymouth Rock, Pink or White	"	1.20
Nelson's	per doz.	1.35
" small	"	.95
Bromangelon, assorted 3 doz	"	.87½
Fruit Pudding. 2 doz., asst. flavors	"	.80
Jell-O, assorted flavors, 2 doz	"	.87½
Jell-O Ice Cream Powder, 2 doz	"	.97½
Chalmer's, shredded		1.00
Chalmer's, granulated		1.00
Chalmer's, No. 1 packages		.45
Peter Cooper		.90
Trypbosa	per doz.	.92½
Imperial Wine Jelly	per doz.	.95
" "	per gross	11.00
Gelatine, McKinley's	per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs	per case	2.70
Kusto, 60 5-cent packs	per case	2.00
Pudding, assorted, 2 doz	per case	1.60
D-Zerta Jelly, assorted, 2 doz	per doz.	.90

—32—

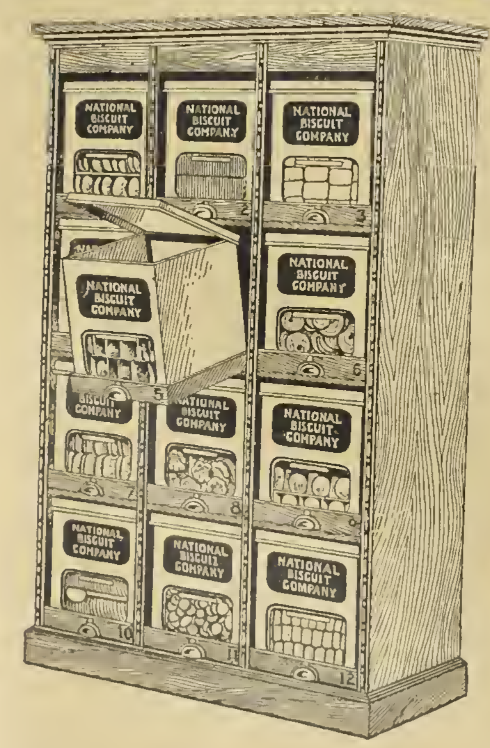
MACARONI.

	Per lb
Larosa Alphabets, square, 25 lbs	.05½
" Elbows, " "	.05½
" Marcaroni, long, "	.05½
" " square "	.06½
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05½
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.9[illegible]
Spice Drops, in baskets, 20 lbs	1.6[illegible]
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle ... per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.			
Coles' Coffee Mill, No. 7			10.00
" " 8			16.00
" " 10			23.00
" Stand, No. 18			45.00
Less 25 per cent. discount.			
Scales, Flour, No. 1, Tin Scoop,	10.00	Brass,	14.00
" Sugar, " 2, "	7.00	"	9.00
" Tea, " 3, "	6.00	"	7.50
" Spices, " 4, "	5.00	"	6.00
Less 40 per cent. discount.			
600-lb. Platform Scale			12.00
Standard Cash Register			20.00
Tea Caddies, round front, No. 2 ... per doz.			9.00
" " " 3 ... "			6.50
" " " 4 ... "			4.50

This Cabinet Will Attract Your Customers' Attention



Can you think of a better method of selling cakes than by bringing them to your customers' attention in an attractive manner? You do this best by the use of a **Durham Display Cake Cabinet.** This cabinet enables you to handle your cakes in a clean, sanitary manner, and it soon pays for itself in preventing the losses you are accustomed to having, such as breakage from constantly moving the cans; sampling, all of you suffer from that; moisture and dust, nothing so hard to sell as a musty, dusty cake.

The cabinet is made of highly-polished oak, in sizes to hold 12, 16, 20 and 24 cans of standard size. The cans rest upon elevated roller trays, easy to slide in and out.

Further particulars and prices on request.

DURHAM DISPLAY FIXTURE CO.

RICHMOND, VA.

One Way to Use Our Advertising

Here's a good idea for a window display:—

Get any of the leading monthly magazines and turn to our advertisement—you'll find it in most of them. Cut out the page, surround the advertisement with a heavy black marking pencil line and paste it on the front of your window. Put below it a placard, "You Can Get These Goods Here." Then put some *Ralston Health Food* and *Purina Whole Wheat Flour* in the window, and see how many orders you get.

These products represent the very highest grade of their class. Pure, nutritious, delicious foods! More, we bring business in them to your door by our country-wide advertising.

RALSTON PURINA MILLS

ST. LOUIS, MO.

T. A. James & Co., General Distributers, 12-16 Chestnut St., Philadelphia

—33—

ohacco Cutters ... 1.50
larm Money Drawers ... 1.50
ag and Twine Holder ... 1.00
arrei Covers, Sunk Handles, 21 in...per doz. 2.50
" Top " 21 in... " 2.00
eef Cutters ... 6.00
ung Borers, Enterprise No. 2, 1¼ to 2 in ... 1.60
an Openers, "Never Slip" ... per doz. .90
lopper's Can Opener ... per gross 13.80
heese Cutters ... 8.00
offee Mills, Dell's No. 9 ... 32.00
" " 10 ... 40.00
" " 12 ... 65.00
ruit Augers, 2 prong ... 1.50
leasuring Faucets ... 2.00

hiladelphia Scoop Co's Sugar Scoops:—
Indestructible, No. 4 ... per doz. 9.00
" 5 ... " 12.00
" 6 ... " 15.00
Ex. Galvanized Steel Blades, No. 3 .. per doz. 4.20
" " 4 .. " 5.40
" " 5 .. " 7.20
X Quality, No. 3 ... " 2.60
" 4 ... " 3.00
" 5 ... " 3.40

herer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from ese prices, f. o. b., Ilion, N. Y.

ales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**
Dime cartons, 2 doz. in case ... per doz. .90
Tins, Keyed (Jewel) 2 doz. in case.. " .90
Large cartons or tins, 2 doz. in case " 2 00
Dime Tumblers, 2 doz. in case ... " .90

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...	50.00	25.60	13.00	2.75	2.25
Ex. Norway, No. 2...	36.00	18.60	9.10	2.05	1.69
Ex. Norway, No. 3...	28.00	14.60	7.50	1.65	1.37
Ex. Norway, No. 4...	25.00	13.10	6.6,	1.50	1.25
Ex. Bloaters, xxx......	42.00	21.60	10.95	2.35	2.13
Ex. Shore, No. 1					
Ex. Bloaters, xx.......	40.00	20.60	10.45	2.2;	1.95
Fancy No. 1,............	40.00	20.60	10.45	2.25	1.95
Large, No. 1					
Med. Shore, No. 1 ...	29.00	15.10	7.75	1.70	1.41
Large Irish, No. 2.....	25.00	13.10	6.05	1.50	1.25
Extra Irish, No. 2.....	24.50	12.85	6.58	1.48	1.23
Medium Irish, No. 2..	23.50	12.35	6.33	1.41	1.19
Small Irish, No. 2.....	22.50	11.85	6.08	1.38	1.15
Irish, No. 3.............					
Large, No. 3	20.00	10.60	5.50	1.25	1.05
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...	6.50	3.85			
Ocean Whitefish.......	6.00	3.60			
Salmon, Halifax					
Shad, No. 1, Mess.....	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess.....					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs ... .08
Gilt Edge, 40 lbs ... .06½
Favorite Middies, 60 lbs ... .12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs ... .07
Snow White, 1-lb. bricks, 20 lbs ... .08
White Rose, 1 lb. cakes, 24 lbs ... .08½
Favorite Cod, 2-lb. bricks, 40 lbs ... .08½

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case.... 1.30
" small size, 2 doz. in case ... .90
Glass Tumblers, sealed, 2 doz. in case ... 1.30
Screw Top Jars, 2 doz. in case ... .90

—35—

LOOSE CODFISH.

Extra Large Georges Cod ... .09
Large Bank ... .08
Medium Bank ... .07
Pollock ...
Hake ...
In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring ... per box .18
Small Extra Scaled Herring ... per box .18
Boneless Herring, fancy 10 lb. boxes, per lb.
Smoked Salmon, whole fish ... per lb. .27
New Cromarty Bloaters, 50s ... per box 1.15
" " 100s ... " 2.20

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—
Fancy N. Y. State, 25 lbs ...
Fancy N. Y. State, 48 1 lb ...
Choice N. Y. State, 50-lb. boxes ... .10¼
Apricots—
Fancy Royals, 25 lbs ... .27
Extra Choice Royals, 25 lbs ... .22½
Standard Royals, 25 lbs ... .19½
Cherries—
California, unpitted, Black, 25 lbs ... .06½
California, pitted, 25 lbs ... .30
Currants—
Gold Medal, recleaned, 36 1s ... .08½
Gold Medal, loose, 25 lbs ... .08¼
Private Growth, extra, cleaned, 36 lbs ... .08½
" cleaned, 30 lbs. bulk ... .08¼
Nectarines—
White, 25 lbs ... per lb.
Peaches—
Extra Fancy Muirs, 50 lbs ... .15
Fancy Muirs, 25 lbs ... .14½
Fancy Yellows, 50 lbs ... .14
Extra Choice Yellows, 25 lbs ... .13½
Extra Choice Muirs, 50 lbs ... .14
Choice Muirs, 25 lbs ... .13
Choice Yellows, 25 lbs ... .12⅝
Pears—
Fancy California, Bartlett, 25 lb ... .13½

—36—

PRUNES. Boxes.	New Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs......				
30– 40, 25 "	.10½	.09⅞		
40– 50, 25 "	.09½	.08¾		
40– 50, 50 "				
50– 60, 25 "	.08½	.08		
50– 60, 50 "	.08¼			
60– 70, 25 "	.08	.07¾		
60– 70, 50 "	.07¾			
70– 80, 25 "				
70– 80, 50 "	.07			
80– 90, 50 "	.06½	.05¾		
90–100, 25 "		.05		
90–100, 50 "		.05¾		
100–120, 50 "				

25–30, 25 lbs., Red Star, fancy, Silver ... .11½
Ensign, fancy, pitted, 50 1s ... .09
Raisins—
Muscatels, 4 crown, 50 lb ... .08⅝
" 3 " 50 lb ... .08⅛
" 2 " 50 lb ... .07⅝
Cal. Thompson Seedless, 50 lbs ... .08½
Cal. Cleaned Sultanas, 50 lbs ... .09½
Cal. Sultanas, 50 lbs ... .08¼
Seedless Muscatels, 50 lbs ...
Roger's, Layer, Valencias, 28 lbs ... .08
Llano, Layer, Valencias, 28 lbs ... .07¾
Gilabert's, Layer, Valencias, 28 lbs ... .08
Raisins, Seeded—
Admiral, fancy, 40 1s ... .10
Newburgh, fancy, 36 1s ... .11½
Green Cord, choice, 36 1s ... .11¼
Citron, fancy, boxes, 10 lbs., net ... .18
" fancy drums, about 26 lbs ... .17¼
Lemon Peel, fancy, boxes, 10 lbs., net ... .12½
Orange Peel, fancy, boxes, 10 lbs., net ... 12

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen ... 2.70
" 25- " 1 " ... 2.25
" 15- and 25-cent size, assorted.. 2.50
Grain-O—
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case ... per case 2.30
Case No. 5, 1 doz. 25-cent size ... " " 2.05
Case No. 6, 2 doz. 15-cent size ... " " 2.47½
2 doz. 15-cent size, 1 lb ... per doz. 1.35
Ralston Health Cereal, 36 10-cent size ... 2.75
Kneipp's Malt Coffee
24-26 oz. package, packed 1 and 4 doz. in case ... per doz. 2.15
24-12 oz. package, packed 2 oz. in case ... " " 1.25
Perfection Rye Coffee 24 1 lb. pkgs ... 2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz ... per doz. .72½
Tumblers, 5-c. size, 2 doz ... " .45
Tumblers, 10-c., Lord's Prayer, 2 doz. " .90

It isn't so much a question of "*Getting Along*"—the other fellow may get along so much faster that you won't be in the race—
What you want to do is to "*Get Ahead*"
Your best asset is "ENTERPRISE"

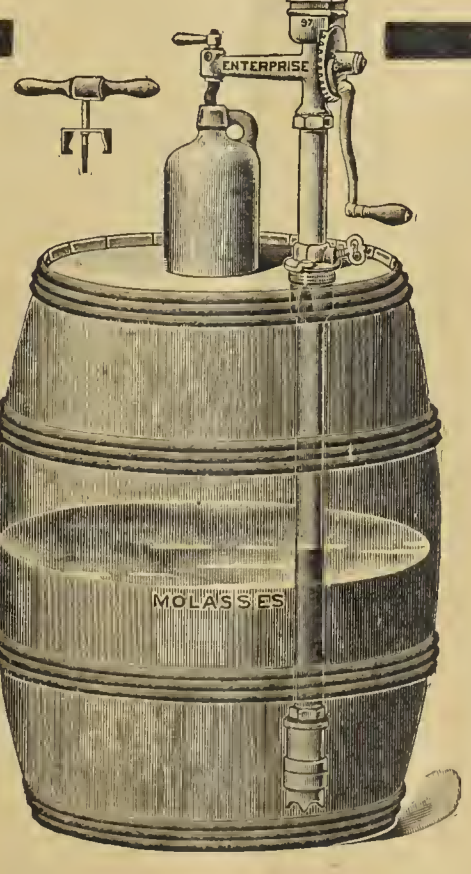
"ENTERPRISE"

With New Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent absence of flies and dirt.



SELF-PRIMING and MEASURING PUMP

Accurately measures molasses, heavy oils, tar and other thick liquids. Has total registering device showing when stock is low in barrel.

No. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube 50 cents a foot.

Write for illustrated catalogue of all the Enterprise Specialties

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.

—37—

INK.

Arnold's, black, 3032 ......per bottle	.48
Continental, red, 1 doz	.30
" black, 3 doz	.25
Royal, black, 3 doz	.25
Stafford, Commercial, 3032 ......per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes ......5 doz.			2.75
Cold Blast ......4½ doz.			3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain......per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case ......per doz.	.52½
Chloride, sifting, 25 lb. boxes, 1 lb......per lb.	.05¼
" " 25 lb. boxes, ½ lb...... "	.06¼
Acme, 1 lb., sifting, 25-lb. boxes	.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.25
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.87½
" 4 doz	"	3.65
Popular, 4 doz	"	1.45

MATCHES.

			Per gro
Swift & Courtney's, 200's, 1-gross case			1.75–1.90
"	400's, 1	"	3.50–3.70
"	500's, 1	"	3.75–4.00
Blue Hen,	200's, 1	"	1.50–1.60
"	500's, 1	"	4.00–4.25

—28—

	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.90
" 500's	3.95
Vulcan Safety, 65s, No. 37	.55
" 65s, No. 2	.45
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50–3.75
Searchlight, 500's	4.25–4.50
Press, 200's	1.80–1.90
" 500's	4.50–4.75
America, 200's	1.30–1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue head, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5 00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3 00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1 00
Blue Ribbon, 165s, 1 gross to case	1 05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckers, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent. bbls., ½ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls.	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kkns, 6 to crate	per doz.	9.80
" 5-lb. " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25

—29—

National, 30-lb. Kits, bbls., ½ bbls	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.75
No. 10, wooden pails	per box 6 pails	6.40
No. 18, 37 and 68, wooden pails		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs	"	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		21.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs	"	.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150 test	"	.12½

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz	15.50
" Extra, 64 oz	13.50
" Mammoth, quarts	7.25
" Extra, quarts	6.75
" Extra, pints	4 50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz.	2.40
Farcies	3.75
Queen, 6 oz.	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

—40—

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.90
" " pts., 2 doz	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz	6.50
" " pts., 2 doz	7.50
" " ½-pts., 2 doz	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz	9.00
" Sublime, 8-oz. flasks, 2½ doz	6.50
" " 12-oz. " 2½ doz	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	22.00
10 1 gal. cans, case	23.10
20 ½ gal. cans, case	24.20
40 ¼ gal. cans, case	25.30
80 ⅛ gal. cans, case	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per cas
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8 50
5 gallon tins, 2 tins to case	26 50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.	
Quarts, Cal. style, 1 doz. in case....per case,	8.50
Pints, " 2 " " .... "	9.00
½ Pints. " 2 " " .... "	4.75
Oliver's Olive Oil—	
1 dozen quarts	6.00
2 dozen pints	6.75
2 dozen half-pints	4.25
6 1-gallon tins......per gal.	2.00

Special prices for quantities, on application.

AMERICAN OIL.

Lubon's No. 8, 2 doz.	per doz.	.52
Lubon's, No. 16, 2 doz.	per doz.	.95
Lubon's No. 32, 1 doz	per doz.	1.85
Table Oil, No. 61, bottles, 2 doz., per doz		1.00

We Do the Work You Get the Pay

Everybody knows **Ariosa Coffee.** You need do nothing but fill orders—*we have done the work.* We make it worth your while to fill orders by giving you almost any article of merchandise you may need, which you would otherwise be obliged to draw on your bank account for, in exchange for the vouchers you get with every case of **Ariosa** you sell, *so you get the pay.*

If you haven't a catalogue we will send you one.

Arbuckle Brothers - New York

—41—

PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs	"	.90
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.18½
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide	"	.03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03¾
White Tea Paper, 12 x 16, reg	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼	.48	.29		.31	.35	.45
½	.53	.35		.37	.43	.55
1	.71	.45	.78	.49	.55	.73
2	.89	.53	.97	.61	.71	.93
3	1.09	.65	1.25	.75	.89	1.15
4	1.25	.77	1.39	.87	1.05	1.33
5	1.45	.91		1.07	1.21	1.55
6	1.73	1.03	1.95	1.23	1.41	1.81
8	2.09	1.19	2.29	1.49	1.68	2.19
10	2.27	1.37	2.55	1.65	1.83	2.41
12	2.69	......	3.11	......	......	2.89
14	3.37	......	3.97	......	......	3.75
16	3.87	......	4.41	......	......	4.01
20	4.39	......	4.79	......	......	4.55
25	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11 25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25
Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10

—42—

Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.92½
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 3 doz	.92½

PICKLES.

Barrels, 45 gal., 1200s	11.50
10-gallon kegs, 700s	3.25
Sweet Pickles, 500s to 600s, 5 gal......per keg,	3.30
Sweet Pickles, 700s, 5 gal "	3.60
Sweet Pickles, 1,000s, 5 gal "	4.15
Sweet Pickles, 2,000s, 5 gal "	5.00
Chow-Chow, No. 1, 5 gal. kegs	1.95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00
Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.50
No. 8, Sour Gherkins, 2 doz	.92½
No. 8, Sweet Gherkins, 2 doz	.92½
No. 8, Sour Mixed, 2 doz	.92½
No. 8, Sour, assorted, 2 doz	.92½
No. 8, Chow-Chow, 2 doz	.92½
No. 8, Onions, 2 doz	.97½
Highland, No. 10, Chow	.90
Highland, No. 10, Sour, assorted	.90
Highland, No. 10, Sweet Mixed	.90
Crosse & Blackwell's:—	
Whole bbls., 5 doz	3.25
Chow, pints, less quantity	3.30
Mixed, less quantity	3.30
Onions, pints, less quantity	3.30
Plain, pints, less quantity	3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.20

—43—

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls	.16
" " " 40 grain, bbls	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's......per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs	.11¾
" 14–16 lbs	.11
" 10–12 lbs	.12
Picnics, 6–8 lbs	.09¼
N. Y. Shoulders, 10–12 lbs	.10
Dried Beef, sets (city smoked)	.13
" Tenders and Knucks	.17
" Flats	.11
" Air Dried, sets	.18
" " Tenders and Knucks	.21
Jersey Pork, Butt......per bbl.	18.50
" Family "	20.50
Breakfast Bacon, rib in	.14½
" boneless	.15½
S. P. Bellies, 14-15 lbs	.11½
Bologna, 25-lb. boxes	.08
Boiled Boneless Ham	.21
Beef Tongues, smoked, 5–6 lbs......per doz.	10.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ⅛-cent extra

John Bower & Co.—	
Honey-cure Brand Hams, skinback	.13½
" " large	.13½
" " medium	.13⅛
" " small	.14
" Breakfast Bacon	.14
" " boneless	.16
Beef, air-dried, regular sets	.20
" " Insides and knuckles	.23
Ham Bologna	.10
Beef "	.10
Boiled Hams	23
Beef Tongues......per doz.	9 00-11.00

—44—

Swift & Co.—	
Premium brand Hams, 10 lb	.14
Premium brand Hams, 12 lb	.14
Premium brand Hams, 14 lb	.13
Premium brand Hams, 16 lb	.13
Premium brand Hams, 18 lb	.13
Premium brand skinned Hams, 18–20 lb	.13¼
Premium brand boiled Hams, skinned, fatless	.24
Premium brand Bacon	.21
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut	.17
Winchester brand skinned Hams, all aver	.12¼
Winchester brand Picnics	.09½

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	10¼	8½
Plain Tubs, 50 and 60 lb. cans	10¼	8⅝
10-lb. Tin Pails, 60 lbs	11¼	9⅜
5 " "	11⅜	9½
3 " "	11½	9⅝

John Bower & Co.—	
Pure Kettle Rendered, tierces	.10¾
" " tubs	.11
" " 3, 5 and 10-lb. cans,	.12
Swift & Co.—	
Premium brand, tierces	.11½
Silver Leaf brand, tierces	.10½
Jewel, compound, tierces	.08¼
Cotosuet tierces	.08½

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native	.09½-.10½
Common to fair, native	.06½-.08
Western Dressed Beef—	
Choice, native cattle	.09½-.10½
Common to fair "	.06½-.08
City Dressed Veal—	
Prime	-.12
Good to choice	-.10
Dressed Hogs—	
Pigs	-.10
Hogs, heavy	-.10
" 180 lbs	-.10
" 160 lbs	-.10
" 140 lbs	-.10
Dressed Sheep and Lambs—	
Lamb, Western, good	.12
Lamb, Western, culls	.09
Sheep, choice	.10
" medium	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90-1.00
Cow Tongues	.75-1.00

"As Good As I Bought Last Time"

You ought to sell Swift's PREMIUM Hams for your own protection. Can you satisfy your trade unless your hams are uniform? And can they be uniform unless bought from a packer who can keep his raw material uniform?

Few packers have our facilities for keeping hams up to a given standard year after year. Swift's PREMIUM Hams scarcely vary a hair's breadth from one year's end to another. That does us a whole lot of good, as it will do you.

The woman who can always depend on getting good ham—"as good as I bought last time"—is going to buy lots of ham.

Swift & Company, U. S. A.

JOHN BOWER & CO.

GENERAL PROVISION DEALERS

ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia

CURERS OF HONEY-CURE BRAND

Beef, Beef Tongues, Breakfast Bacon, etc. HAMS Pure Kettle-rendered LARD a Specialty

BOILED HAMS AND BEEF TONGUES

SUPERIOR AND FAIRMOUNT MINCE MEAT

U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

You must Advertise or Lose! Then why not Advertise wisely?

The best advertisers in the country—and they are all thinkers—tell you how to advertise successfully in

BRAINS

FOR

The Retailer and Advertiser

The very best examples of clever, money-making advertising in the world are presented weekly.

If you advertise without reading BRAINS you miss the benefit of other men's experience, men who have given years to the study of advertising.

Five dollars a year is all it costs, and its worth it. Sample copy 15 cents.

JAMES KNAPP REEVE
PUBLISHER
DEPOSIT, N. Y.

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.05
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.10
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.14
" " western		.14

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.21 –.22
" Y. T., 5 to 7 lbs	.18 –.20
Old hens and toms	.18 –.21
Common to Good	.15 –.16
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22 –.24
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.22 –.24
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.22 –.24
Western, 4 to 4½ lbs. to pair, fancy	.18 –.20
" 3 to 3½ lbs. to pair, fancy	.18 –.22
" fair to good	.15 –.16
Fowls—	
Western, fancy	.14½–15½
Heavy Roasters, 4 to 5 lbs	.15 –.17
Fair to good	.13 –.14
Old cocks	.10 –.11
Western capons, fancy, frozen	
" " small, frozen	
Squabs—	Per doz.
Prime, large, fancy	4.00
Mixed	2.50–3.50
Dark	1.00–1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.12 –.13
Large Springers	.12 –.13
Fowls	.12 –.13
Roosters	.09½–.10
Ducks	.13 –.14

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

—46—

SAUER KRAUT.

Extra Quality, 50-gal. tierces	6 25
Extra Quality, 15 gals., kegs	2.45
Victory, extra fancy, No. 3, 2 doz. ...doz.	.90
Spring Garden, fancy, No. 3, 2 doz. ...doz.	.82½
Compass, No. 3, cans, 2 doz	.82½

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ¼ lb. per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ½ " "	8.50
P. P. Sauce, 2 doz., No. 1 "	1.50
Atmore's Genuine English Plum Pudding—Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ½ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	1.05
No. 5, toy pails	2.90
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ½ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.90
Apple, 30-lb. pails ...per pail	1.20
Apple, 20-lb. crocks ...per lb.	.07¾
Apple, Schimmel's, 30-lb. pails ...per lb.	.06
Prune, 30-lb. pails ...per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

—47—

Curtice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		0 85	1.95
Castor Oil	45	85	1.95
Sweet Oil	.40	.85	1 95
Spirits Nitre	.45	85	1 95
Spirits Camphor		85	1.95
Spirits Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	
Laudanum, 15c.-size ...per doz.,			1.20
Laudanum, 25c.-size ...per doz.,			1.90

5 per cent. discount in gross lots assorted.

Alum ...per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2.60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk ...per lb.	.08
" Lump, bulk ... "	.08
Butter Color, W. & R. ...per doz.	2.00
Bluestone, bulk ...per lb.	.09
Copperas ...per lb	.01¾

—48—

Camphor, gum, 1-oz. blocks ... "	1.00
" Flakes, 250 bbls ... "	.02¼
" " less quantity ... "	.02¾
" Tar Balls, bbls., 250 lbs. ... "	.02¼
" " less quantity	.02¾
Castoria, Fletcher's ...per doz.	2.80
" Pitcher's ... "	.85
Carbonate of Ammonia ... "	.11
Epsom Salts ...per lb.	.01½
Glauber Salts ...per lb.	.01½
Glue, ordinary	.09½
Glue, white	.20
Glue ... "	.11
Goff's Cough Syrup, 25c. size ...per doz.	1.75
Goff's Herb Bitters, 25c. size ... "	1.75
Goff's Oil Liniment, 25c. size ... "	1.75
Goff's Sarsaparilla, 50c. size ...per doz.	3.50
Goff's Worm Syrup, 15c. size ... "	1.20
Goff's Horse and Cattle Pwd., 15c. size "	1.20
Goff's Dyspepsia Tablets, 10c. size ... "	.75
Gum Arabic ...per lb.	.55
Haarlem Oil ...per doz.	.40
Licorice, P. & S., 5c. stick, Imported ... "	.36
" M. & R., 5-lb. boxes ...per lb.	.23
" " Lozenges, 5-lb. boxes, "	.27
" Y. & S., " 5-lb. glass front, "	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's, "	.24
" Root ... "	.11
Putty, 25-lb. cans ...per 100 lbs.	1.60
" 50-lb. cans ... "	1.55
Petroleum Jelly, screw top, 5-c. size ... "	.35
" " 10.c. " ... "	.75
Paris Green, 100-125-lb. kegs ...per lb.	29½
" ¼-lb. packages ... "	.34
" ½-lb. " ... "	.33
" 1-lb. " ... "	.32
Jamaica Ginger, Hires', flasks ...per doz.	.90
Rosin ...per lb.	04
Saltpetre, crystal, barrels, about 350 lbs. "	.07
" granulated, kegs, " 100 " "	.07
Sulphur, Flour, 175-lb. barrels ...per 100 lbs.	2.45
" 100-lb. bags	2.25
" less quantity	.03½
Venetian Red ...per lb.	.02
Whiting ... "	.02
1 oz.	2 oz.
Husband's Magnesia ...per doz.	2.85
Bull's Cough Syrup ... "	1.90
Roach Powder, Omega, 4-oz. cans	.80
" " ...per gross	9.00
Roachsault, 10c.-size, 1 doz. ... per doz.	.80
Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75
McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

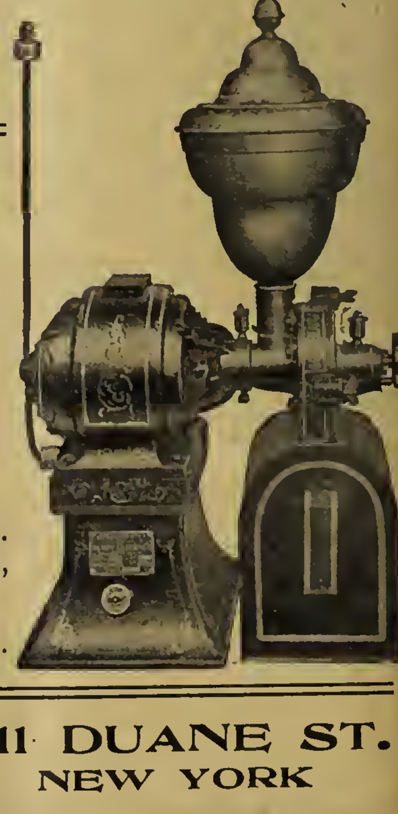
We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES

and the

"STAR" COFFEE MILLS

Electric Coffee Mills



For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also SHERER COUNTERS. WRITE FOR CATALOGUE.

MORGAN & CORNELL - 211 DUANE ST. NEW YORK

—49—

W. F. Young's Veterinary Remedies, wholesale prices—

	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—		Per doz.
Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	25c. size	1.75
	25c. size	2.00
Sauer's Flavoring Extracts:—		
No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen, No. 25,	per doz.	2.00
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
" Lemon, " " No. 25,	"	1.75
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
Ingersoll's Flavoring Extracts:—		
High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.85
" Lemon	"	.85
" assorted	"	.85
" small size	"	.45

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

	Per gal.
Corson's Golded Russet, bbl	.20
Corson's Champagne	.18
" Dry Hard	.20
New Juice Cider, bbls	.18
New Juice Cider, ½ bbls., 28 gals	5.60
New Juice Cider, ¼ bbls., 14 gals	3.25
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅜
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03⅝
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	

SALT.

WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS TABLE SALT PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz.	doz.	.87½
Durkee's, large, 1 doz.	per doz.	4.00
" small, 2 doz.	"	2.40
Schimmel's, small, 2 doz.	per doz.	.87½
My Wife's, large, 1 doz.		2.30
My Wife's, small, 2 doz.		1.45
Snider's Salad Dressing:—		
Pints, 1 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Luncheon, 3 doz.	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.67½
Kegs, 150 lbs	per 100	.85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large..	"	7.50
" " middle	"	4.50
" " small..	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.		.77½
North of England Sauce, No. 8, doz.		.77½
Chef Sauce, 2 doz., doz.		.75
Snider's Chili Sauce:—		
Pints, 1 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

These Will Attract Your Fish Trade

There is nothing more inviting and appetizing than good Sardines. We believe we have reached perfection in our

"VITA BRAND"

These are **Norwegian Smoked Sardines,** packed in **pure olive oil.** We have never seen or tasted any quite their equal, as only the very best of autumn fish and the purest of olive oil is used in the packing.

Try a few, you will send for more.

F. H. PHILLIPS & CO.

444-446 Greenwich Street NEW YORK

Philadelphia Representative, F. H. FROMM & CO., 10 South Water Street

YOU SHOULD HAVE THESE FISH

I am now prepared to supply you with the finest of imported fish, such as Holland Herring, Scotch Herring, Norway Mackerel, Norwegian Anchovies, Sprats, etc., at the lowest prices consistent with high-class goods.

I am also in position to sell you New Grass "Ementhaler" Swiss Cheese, the very best that comes to America.

Don't forget that I am headquarters for all kinds of Delicatessen and fancy groceries.

My prices will appeal to you.

CARL WILDE, 357 North Second Street, Philadelphia

—53—

SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown	.07½
Caraway	.11	Mustard, Yellow	.06½
Celery	.10	Rape, per lb	.05½
Coriander, bleached	.05	Poppy, per lb	.10
Flax	.05	Sunflower, per lb	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs	per keg	1.80
" bulk, 25-lb. boxes	per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes	"	.04⅝
Arm & Hammer bd., ¼'s, 36 lbs.	per lb.	.05⅝
" " " lbs., 36 "	"	.04⅞
" " " ¼, ½, 36 lbs.	"	.05¾
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04⅞

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz	2.50
Hires' Root Beer, Carbonated, 2 doz	.87½
Hires' Ginger Ale, Carbonated, 2 doz	.87½
Welchs Grape Juice, case quarts, 1 doz	4.50
" " " pints, 2 doz	4.75
" " " ½-pints, 3 doz	4.25
" " " 3-ounce, 8 doz	6.00
" " " ½-gallons, 1 doz	8.00
" " " gallons, 6 gal	7.50

5 per cent. discount on 5 case lots.

Clicquot Club Co. :—	Per case
Ginger Ale, extra dry, pints, 2 doz	2.10
Sarsaparilla, extra quality, pints, 2 doz	2.10
Blood Orange, extra quality, pints, 2 doz	2.10
Birch Beer, extra quality, pints, 2 doz	2.10
Lemon Soda, extra quality, 2 doz	2.10
Root Beer, extra quality, pints, 2 doz	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross		2.50
Bon Ami, 10-cent size	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.72
Putz Liquid, large, 3 doz	per gross,	16.50
Putz Liquid, large, 3 doz	per doz.	1.45
Putz Liquid, small	per gross,	7.00
Putz Liquid, small	per doz.	.60
Putz Paste, large	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No. 2, pint cans	"	32.00
No. 3, quart cans	per doz.	4.50
No. 4, half-gallon cans	"	7.50
No. 5, gallon cans	"	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs. ....per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.50
Acorn	120	2.70
Ark	100	1.85
American	72	2.80
Bee	100	3.85
Best, Babbitt	100	3.70
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	100	4.25
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.50
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.50
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	4.00
Magic Cleaner	100	3.00
Marseilles, laundry size	100	6.00
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

—55—

Oleine, Conway's	60	2.75
" Golden	60	2.55
" Eavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2.30
" Philadelphia, 1 lb.	60	2.90
" " 14 oz.	60	2.65
" Pennsylvania	60	1.80
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	3.00
" tubs	150	4.50
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.70
Star	100	3.50
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	3.50
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	2.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes	per box	2.70
" 6 oz., 100 packages	"	2.65
" 8-oz. packs	"	2.70

—56—

Soapine, No. 7, 100 packs	2.37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.35
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.55
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.60
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz. per doz.	43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25

SPECIALTIES.

Anker's Bouillon Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	18½	.19½	.21½
Black, Low Grade	.14	.15	.17
White, High Grade	....	.32	.34
White, Low Grade	....	.23	.25
Cayenne, High Grade	....	.21	.23
Cayenne, Low Grade	....	.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.31	.32	.34
Low Grade	.22	.23	.24
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade	....	.78	.80
Nutmegs—			
High Grade	....	.32	.35
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—		Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice	⅛ lb.	.40
	¼ lb.	.75
Banquet Brand—		
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice	⅛ lb.	.40
	¼ lb.	.75

WALKER STORE FIXTURES

—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St.

PHILADELPHIA, PA.

"As Good as the 'J. M.'"

No delivery wagon built is as good as the "J. M.," though many are said to be. The makers of other wagons do the best they can, but they haven't our facilities.

The "J. M." wagon is the handsomest, longest-lived delivery wagon on the market. No other wagon manufacturer we ever knew rejected everything but second-growth hickory for wheels, as we do.

Write for our catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

olburn's Philadelphia Mustard, D. S. F.:—	
5 cent tins, 2 and 4 doz. ....per doz.	.45
Dime size, 2 and 4 doz. ...... "	.85
¼ lb: net, tins, 2 and 4 doz. ...... "	1.00
½ " 2 doz. ...... "	1.90
1 " 1 doz. ...... "	3.70
6 lb. cans, full weight......per lb.	.23
10 " " ...... "	.22
olman's Mustard, D. S. F.:—	
1-lb. tins......per doz.	5.40
½-lb. tins ...... "	2.70
¼-lb. tins...... "	1.45
⅛-lb. tins...... "	.90
18-lb. kegs......	.43

MUSTARD—Prepared.

	Per doz.
ampbell's, jar, 2 doz......	.87½
alden's, No. 6, with spoon, 2 doz......	.95
ulden's, No. 20, with spoon, 2 doz......	.88
ulden's Mustard and Horseradish, 2 doz......	.85
eer Mug, fancy, large size, 2 doz......	.65
emonade Glass, tall, 2 doz......	.67½
orseradish and Mustard, 8 oz., with spoon, 2 doz......	.90
ilk Jar, glass top, 2 doz......	.85
ater Tumblers, glass, 10 oz., 4 doz......	.37½

WHOLE SPICES.

	Per lb.
pper, Black......	.09½
lspice......	.07
oves......	.15
ace	.48
utmegs, 80's......	.24
" 110's......	.17
nnamon Bark, China......	.13
" Canton......	.12
" Java Thin Quills, 5-lb. rolls..	.30
" Saigon......	.79
een Ginger Root......	
hole Mixed Spices, bulk, 6-lb. boxes......	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages......per case	1.80
Davis, 36 10-cent packages......per case	2.70
Duryea's, 40-lb., 1-lb. packages......	.06½
Niagara, 40-lb., 1-lb. "	.04¾
Cream, 48-lb., 1-lb. "	3.45
Kingsford's, 40-lb., 1-lb, "	.06⅝

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes......	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons......	.04⅞
Kingsford's, Pure, 3-lb. cartons......	.06¼
" Pure Gloss, lb. packages......	.06¼
" Silver Gloss, 12 6-lb. wd. bxs....	.07⅝
Duryea's, Superior, 3-lb. cartons......	.06¼
" Satin Gloss, lb. packages......	.07¼
" Superior B, bulk......	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes......	.07⅝
Niagara, laundry, 50-lb. bulk......	.03¾
" 1 lb. packages, 48 lbs......	.04⅞
" 3-lb. cartons, 48 lbs......	04⅞
" 6-lb. boxes......	.05⅞
Celluloid, 64 10-cent packages......	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages......	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages......per package	.08
Starch Polish, 20 cakes......per box	.50

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross......	4.00
Enameline Paste, large, ¼ gross......	7.00
Enameline, Liquid, large, ¼ gross......	6.65
Enameline, Liquid, small, ¼ gross......	4.90
Electic Paste, ¼ gross boxes......	4.20
Magic Paste, ¼ gross boxes......	4.75
Parlor Pride, large size......per doz.	.87½
" " ......per gross	10.25
" small size......per doz.	.70
Climax Enamel ¼ gro......per gross	9.40
Black Jack, ¼ gross, per gross......	6.60
Rising Sun ......per gro.	5.75
Sun Paste, 5-cent size...... "	4.50
" 10-cent size...... "	7.20

—59—

X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross......	1.25
Per box of ½ gross......	2.50
14 dozen to gross......	5.00
10-cent size, No. 10, per box of ¼ gross......	2.25
Per box of ½ gross......	4.50
Per gross......	9.00

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round......per pkge.	.04¾
Excelsior, 24 packs...... "	.05¾
McAllister, 36 packs ...... "	.05⅜
Rosensteins, 1lb. pkgs., 2 doz......per lb.	.05½
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz....per doz.	.35
Red, quarts, 3 doz...... "	.70
Silver, pints, 3 doz...... "	.35
" quarts, 3 doz...... "	.70
Bath Brick, 25 bricks......per box	.60
Toothpicks, Eureka, 100 boxes......case	1.85
Toothpicks, Perfection, 2 doz. ......per doz.	.42½
Royal Glue, 1 doz......per doz.	.80
Paist's " 1 " ...... "	.40
Carpet Tacks, Wooden Keg, ½ gross case, assorted, 6, 8, 10's......per case	90
Carpet Tacks, Silver Steel, 4 oz......per doz.	.06½
6 oz...... "	.07
8 oz...... "	.07½
10 oz...... "	.08½
12 oz...... "	.09½
Matting Tacks—	
No. 10, steel......per doz.	.09
No. 11, steel......per doz.	.09½
No. 12, steel......per doz.	.12
G. B. Weiss & Son—	
Sole Leather, No. 1, .25; No. 2, .23; No. 3,	.21
Cut Sole Leather, cut into taps, 6 inches high	1.50
5½ inches high......	1.48
5 inches high......	1.42
4½ inches high......	1.25
4 inches high......	1.18
3½ inches high......	1.05
3 inches high......	.90
Fly Paper, Tanglefoot......per case	
Fly Paper, Sticky, 10 cartons......	2.20
Sticktite Fly Paper, 100......per case	3.00
Sticktite Fly Paper, 10 cartons......per case	2.35
Wax, White and Yellow......per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb......per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.	.80
Cleveland, extra fine cotton twine......per lb.	.22
Orange Brand, fine cotton twine ...... "	.20
Texas Medium, cotton twine...... "	.16
Cotton Candle Wick ...... "	.20
Colored Twine, 8 balls to bx., lb. to bx. "	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches ...... "	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches...... per lb.	.16
Best Jute Rope, 16 yds. to lb...... "	.09
Best Jute Plow Line, 8 yds. to lb...... "	.09
Jute Clotheslines, 90 ft. to hank......per doz.	1.60
Jute Clotheslines, 108 ft to hank...... "	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 610......	.48
Strictly Prime, No. 627......	.34
Choice, No. 618......	.37
Good, No. 635......	.29
Fair, No. 632......	.22
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses......	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid......	.35
Gold Mine, in bbls......	.30
Fancy, No 101	.34
Fancy, No. 100......	.32
Choice, No. 576	
Prime, No. 102......	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop......	.38
West India, choice, No. 634, compound......	.29
West India, choice, No. 510, compound......	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery..	2.60
Five A, for confectionery......	2.70

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—	
4 doz. in barrel......per doz.	.92½
1 " case...... "	.95
Karo, 10 cent size, 2 doz......per doz.	.87½
Karo, 25 cent size, 1 doz......	2.25

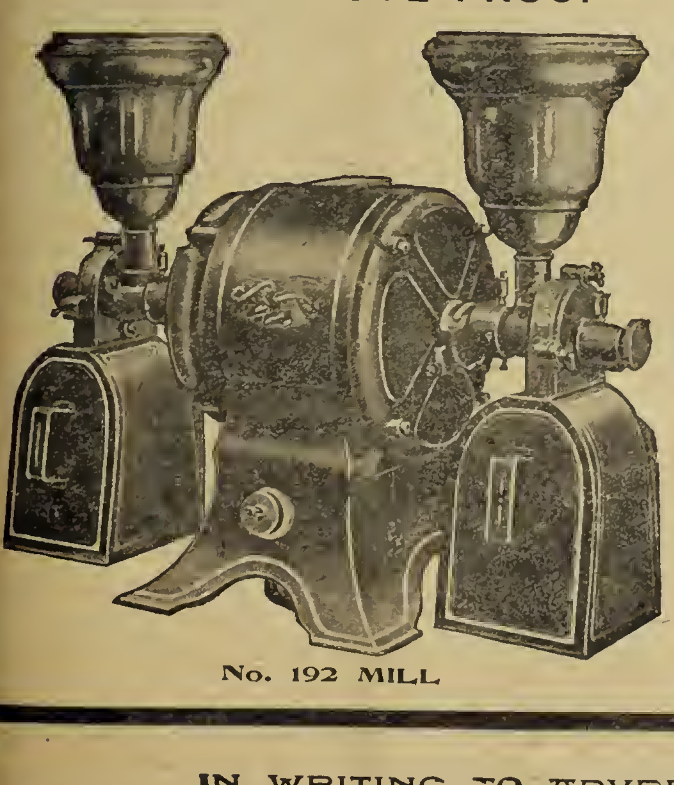
HENRY TROEMNER'S

Electric Coffee Mills

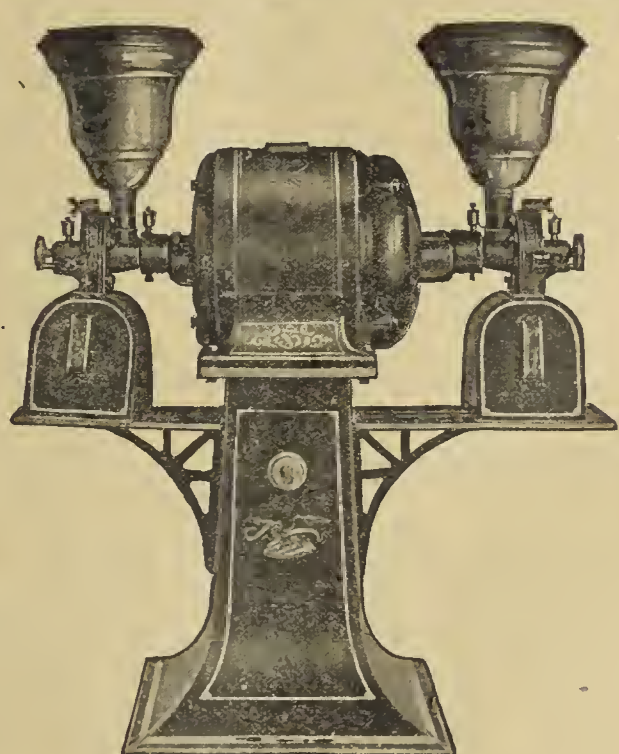
ARE THE FAVORITE MILLS

SAVING DOLLARS AND LABOR

THEY ARE FOOL PROOF



No. 192 MILL



No. 192 P MILL

WRITE FOR PRICE LIST

HENRY TROEMNER

PHILADELPHIA, PA., U. S. A.

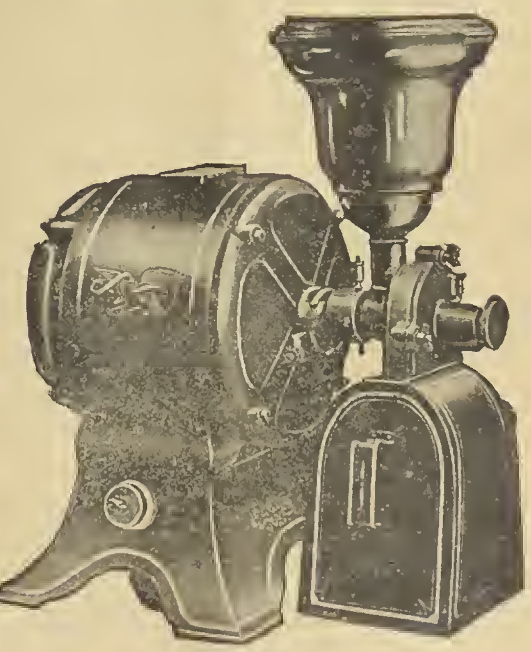
No. 911 ARCH STREET

ESTABLISHED 1840

Illustrations show mills fitted with direct-current motors; made also for alternating-current services.

Don't be talked into buying something "as good." There's nothing like or as good.

TROEMNER'S IS UNEQUALED



No. 19 MILL

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, split handles	2 45
Leader, No. 6, 3 string, red handles	2.45
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.40
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118. Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	1.55
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.30
2, Wire ends	1.50
3, Wire ends	1.70
5, Wire ends	
Picnic Plates, 8 inch	
Picnic Plates, 9 inch	

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.50

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.15
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.

	Per l
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.

	Per l
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.33
Honest	.39
Polar Bear	.30
Ripple	.39
Sensation	.39
Wild Rose	.39
Brown-Holland Pipe Tobacco, 2½-lb. cartons, 2½-oz. packages	1.18

YEAST CAKES.

Compressed, per doz.	.18
Magic, 1½ doz. packages, per box,	.50
Yeast Foam, 1½ doz, per box	.50

L & S Pickles

L. & S. Pickles are only one of many brands of sweet pickles on the market—why should you push them instead of the others?

A natural question, and here's the answer:

L. & S. Pickles are preserved with granulated sugar. Many, many brands—it wouldn't be fair to specify—are sweetened with saccharine, a harmful chemical substance made from coal tar! Besides the harmfulness, saccharine only sweetens on the outside anyway; sugar goes clear to the heart of the pickle and preserves it through and through.

That's why you should choose **L. & S. Pickles.**

LUTZ & SCHRAMM COMPANY
ALLEGHENY, PA.

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

The **Walter M. Lowney Company**
447 Commercial Street, Boston, Mass.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLIV. PHILADELPHIA AND NEW YORK, DECEMBER 2, 1907. NO. 23.

Contents.

	PAGE
Food Manufacturers' Representatives Organize for Their Own Protection	8
Erie Merchants Agitating for Saturday Half-holiday	8
Blast No. 2 from Woman's Home Companion	9
Magazine Notes	11
Editorial	12
Woman's Home Companion No. 2. The Java Coffee Ruling. A Dangerous Suggestion.	
Will This Railroad Gouge Extend Over the Whole Country?	12
Huyler's Couldn't Put It Over Callanan	13
The New York Letter	14
The Grocery Markets	16
Window Dressing Articles Wanted	17
Two-Minute Sermons for the Retail Grocer	18
The Science of Advertising	19
The Stroller's Column (Contributed)	20
Dreams of the Road.	
Useful Facts About Groceries	21
Association News	22
Window Dressing for Grocers	27
Correspondence	28
Dr. Wiley Now Openly Denounces Use of Sulphur in Dried Fruits and Molasses	29
Want Department	31
Baltimore Prices-Current	33
New York Price-List	34
"Grocery World" Prices-Current	35

Index to Advertisements.

	PAGE
"Advertising World"	24
Anker's Boulllon Capsules	19
American Can Co.	15
Arbuckle Bros.	44
Atmore & Son	44
Atsatt Bros.	36
Baker, W. H.	Cover 3
Baker & Co., Limited, Walter	19
Baltimore Manufacturers' Advertising Association	6
Beardsley's Sons, J. W.	5
Bell & Sons, Samuel	41
Bell Co., The William G.	10
Bennett Register Co., The	20
Bishop, R. W.	22
Blooker's Cocoa	19
Borden Condensed Milk Co.	46
Bower & Co., John	45
Bown Bros.	36
Bradshaw Co.	41
Bradstreet System, The	19
Brown & Co., P. F.	42
Buckley, Elton J.	30
Burk, Louls	3
Burt-Olney Canning Co.	10
Carter & Williams	32
Cauchois & Co, F. A.	21
Chalmers' Sons, James	39
Consolidated Law Association, Inc., The,	50
Cowan & Sons, H.	36
Crescent Mfg. Co.	16
Croft & Allen Co.	38
Daetwyler & Co., R.	32
Dilliard Remedy Co.	32
Dixon Crucible Co., Jos.	4
Durham Display Fixture Co.	3
Enterprise Mfg. Co. of Pa., The	43
Esterbrook Steel Pen Co., The	Cover 4
Exton & Co., A.	29
Favorite Cigar Co.	22
Fell Manufacturing Co., E. C.	Cover 2
Fischer & Co., B.	11
Fitch Coffee Co., The John H.	14
Fleischmann's Yeast	32
Flesch, J. A.	47
Forbes, J P.	16
Franklin Sugar Refining Co.	Cover 4
Freihofer Vienna Baking Company	5
Fulton & Walker Co.	48
Goff & Sons Co., S. B.	Cover 1, 19
Gold Medal Flour	41
Grocers' Printing Co.	28
Hagan & Co., Arthur	40
Harding & Co., E. E.	16
Hawkins Sons, B.	28
Hires Condensed Milk Co.	Cover 1
Indexed Coupon Books.	16
I-V Washing Tablet Co., Inc.	46
Johnson, A. W.	28
Kellogg & Sons, H.	22, 36
Kingsbury, H. P. D.	40
Kirk, Foster & Co.	18
Lamson Consolidated Store Service Co.,	37
Lautz Bros. & Co.	Cover 2
Levering Coffee Co., The	19
Loughery & Co., Jas. J.	6
Lutz & Schramm Co.	3
Maher's Veterinary Hospital, Dr.	Cover 1
Martindale & Co., Thos.	36
Mentor Cigarette Co.	40
Mince Meat	44
Moneyweight Scale Co., The	22
McCahan Sugar Refining Co., The W. J.,	Cover 3
McCanna & Fraser Co.	4
Nicelle Olive Oil Co.	38
Paul Manufacturing Co.	4
Pennywash Co	19
Piqua Bracket Co.	Cover 2
Philadelphia Electric Co., The	6
Pressing & Orr Co., The	21
Quaker City Preserve Co.	11
Rae's Lucca Oil	36
Ralston Purina Mills.	14
Reeve, James Knapp	45
Ritter Conserve Co., Philip J.	37
Rogers Silverware Co.	29
Royal Milling Co.	41
Royal Specialty Co.	19
Sauer Co., C. F.	Cover 4
Scott & Co., Inc., John	9
Sea Foam Baking Powder Co.	5
Shafer Co., Jacob C.	32
Shane Bros. & Wilson Co.	16
Shinn & Kirk	40
Snider Preserve Co., The T. A.	15
Stickney & Poor Spice Co.	39
Strasbaugh, Silver & Co.	41
Sulpho-Napthol Co., The	5
Swift & Co.	45
Toledo Computing Scale Co.	Cover 1
Tongue & Bros., R. E.	29
Troemner, Henry.	49
Union Mercantile Agency	Cover 2
Walker Patent Pivoted Bin Co.	48
Washburn-Crosby Co.	41
Weiss & Son, G. B.	50
Weller Co., The J.	42
Welles & Davis Mfg. Co., The	38
Wells & Richardson	13
Wilde's Sons Co., Samuel	Cover 3
Williams & Co., B. L.	19
Williams Bros. Co., The	47
Wrigley Mfg. Co.	4
Young & Co., Chas. W.	20
Young, P. D. F., W. F.	19

Food Manufacturers' Representatives Organize in Their Own Protection.

Locally Form the "Association of Manufacturers' Representatives," which is Intended to Become National in Time. Main Present Object is to Get Better Treatment From Jobbers for Specialty Orders. Will Also Protect Prices.

A rather important new organization has just been born in Philadelphia, which if the intentions of its promoters succeed, will in time become a National factor. The organization is called "the Association of Manufacturers' Representatives," and it is composed of brokers and sales agents who represent specialty manufacturers. Already it has about twenty members, among them being the most important manufacturers' representatives in Philadelphia. The officers are Andrew Ross, Natural Food Co., president; A. M. Warren, Great Western Cereal Co., vice-president; E. W. Murphy, Toasted Corn Flake Co., secretary; Executive Committee, B. R. Kenworthy, N. K. Fairbanks Co.; C. L. Raynor, Walter Lowney & Co.; George A. Dean, P. Duff & Sons. From the character of the firms here represented, it seems evident that the new organization may amount to something.

As set forth in the constitution the objects of the association are "to foster and promote a feeling of fellowship and good will among its members, and to eliminate or minimize abuses, methods and practices inimical to the proper distribution of products represented by its members."

The main object of the organization, at the present time, is to induce more consideration from jobbers in the filling of orders secured from retailers by specialty salesmen and turned into the jobber to be filled. Hundreds of these orders are taken by specialty salesmen every month in all large markets of the country. They are obtained by the manufacturer, who at his own expense sends out salesmen to secure them. In order not to antagonize the jobber, but rather to secure his co-operation, the retailer giving the order is asked what jobber he wishes the goods to go through, and the order is then turned over to that jobber to fill.

During the last few years many jobbers have come to treat these orders very negligently. Some grudgingly agree to fill them, but delay doing it so long that when the goods are finally delivered the retailer turns them down. Others refuse to have anything to do with them, and almost no jobber treats them as the salesman contends they should be treated. For instance, even the most friendly jobbers insist that all orders thus secured shall be confirmed by their own salesmen before being filled. This often means several days' delay until the salesman can get to the retailer's store, and in the meantime the latter has changed his mind.

The manufacturers' agents will endeavor to convince the jobbers that since all of these specialty orders mean a profit to him he should take some interest in them. They say that he should fill them at once, without waiting for the salesman's confirmation, and that if the retailer refuses to accept the goods the jobber should make him.

The jobber's reason for the more or less indifferent way in which he treats the specialty orders is that so many orders of this class have turned out to be worthless that it does not pay him to be bothered with them unless fully confirmed by his own salesmen. Furthermore the jobber declares that it by no means pays him to get into a squabble with a regular customer over whether he shall honor his order for a case of some specialty or not.

The agents, or at least many of them, answer this by agreeing to pay the profit on an order to any jobber who carts goods out to a retailer and has them turned down for any reason reflecting on the specialty salesman. They will also pay the cartage both ways. But they will not pay profit or cartage on any order turned down by the retailer simply because he has irresponsibly decided he doesn't want the goods. In that case they think the jobber ought to hold him to his contract.

The new association has held several conferences with leading jobbers during the past week in an effort to see if some system cannot be arranged by which the specialty orders may be given a better status. Nothing definite has been arranged as yet, however.

Another object of the organization is to protect the members' interests in such matters as holding prices. From now on if any members sees the goods represented by another member being cut or mistreated he will notify the secretary of the association, who will in turn notify the manufacturers' representative chiefly interested.

At the present time the Association of Manufacturers' Representatives is entirely local, but active efforts are to be made at once to make it national.

Erie Merchants' Exchange Agitating for Saturday Half-holiday.

Pittston Association Trying to Stop Suit Clubs. Erie Exchange Employing Detectives to Stop Poultry Raffling.

Special correspondence of "Grocery World."

Erie, Pa., Nov. 29, 1907.

The Erie Business Men's Exchange is agitating for a general Saturday half-holiday movement during July and August, 1908. Many of the employers who pay their help on Saturday nights will be requested to change their pay days to Friday, or some other day of the week. Poultry raffling has grown to large proportions in Erie until more poultry is disposed of in that way than through the regular dealers. Having been unable to secure the enforcement of the law at the hands of the city and county officials, the exchange has employed detective O. O. Wiard, and numerous arrests are being made this week.

The Mercantile Protective Association of Pittston and vicinity admitted two new members at its last meeting. Secretary D. M. Evans and Hon. W. W. Hall were appointed a committee to provide ways and means for stopping suit clubs and poultry raffling.

The Erie Business Men's Exchange was addressed Friday, November 22d, by Mr. De Forest Porter, advertising manager for the Sweeney Co., of Buffalo, on the subject of "Advertising." The meeting was the largest that has ever been held in the rooms of the Exchange, and the talk was much appreciated by those who listened to it.

State Secretary A. M. Howes will attend a meeting at New Castle on Friday night to organize a General Merchants' Association. Committee in charge of arrangements for the meeting are Scott Paisley, chairman; Oliver Moore, secretary; E. O'Brien, C. E. Thomas, Will Aiken. Committee on by-laws, J. J. Dean, chairman; D. Bollard, W. S. Rice, Wm. Veach, George Gibson. John A. Green, secretary of the National Association of Retail Grocers, is also expected to be present.

A. M. Howes,
State Secretary.

Credit Men Ask That Debtors Be Leniently Treated.

The Credit Men's Associations of Dallas and Fort Worth, Texas, have issued a statement to the credit men of the United States, copy of which has been sent the "Grocery World." The statement deals with the financial situation as it affects credits, and the salient paragraphs are as follows:—

To the Credit Men of the United States:—

Herewith we inclose you a copy of a statement of conditions in Texas, issued by the jobbers and manufacturers of Dallas. The statement is accurate, conservative, and speaks for itself.

Our purpose in presenting this, at this time, is to offer some suggestions as to the wisest policy to be pursued by creditors in the present disturbed condition of business. There can be no doubt in the world that as soon as Texas can market her products, her merchants and financial institutions will be in excellent condition, but, until the outside world can furnish money to pay for these products, it is clear that debtors cannot pay, and creditors must be indulgent in the matter of collecting their accounts.

The jobbers and banks of the State of Texas are a unit in their determination not to press any solvent debtor until these products can be realized upon. To do otherwise would force solvent concerns into bankruptcy, which would postpone the date of payment of their debts, thus working a hardship on both the debtor and creditor, to no purpose.

This is the sensible course to pursue, and the Dallas and Fort Worth Associations of Credit Men take this opportunity of recommending that the banks and jobbers, outside of the State of Texas, pursue the same course towards their debtors in this State, feeling assured that the local jobbers and banks will not attempt to take any advantage, whatsoever, but allow their debtors to pay as rapidly as possible, and to pro rate their payments among creditors, both within and without the State.

We, therefore, urge upon all creditors, outside of the State of Texas, the necessity of forbearing to crowd their customers too severely, and not to force solvent merchants into bankruptcy.

Blast No. 2 From Woman's Home Companion.

Under Title "Keep the Bins Closed," Woman's Paper Bases Second Attack on Grocery Trade Upon a Few Exceptional Instances. Thinly Disguised Puff for Park & Tilford, of New York.

In the December number of the Woman's Home Companion" other blast at the average grocer's ethods of conducting his business let loose, the article being unded on a number of imaginary exceptional instances. The title "Keep the Bins Closed." The ar-le is longer than the first of the ries, occupying three pages. The ortions reproduced, however, con-in everything that is important the retail grocer:—

Every woman is a power for food cleanliness, whether she boards a street car and hurries down town to attend a grocery sale of a much advertised department store in a bustling city, or rides across the plains, five, ten or fifteen miles, in a spring wagon or buckboard to do her trading at one of the two general stores of which the county seat may boast.

The health officer cannot force the grocer to provide oiled paper with which to handle butter, cheese, etc., when cutting and weighing it, but the housewife can, by going to a store where oiled paper is used. He cannot force the grocer to supply his clerks with running water, a decent sink or basin and clean towels for wash purposes, but the housewife can, if she insists on clean hands. He cannot force the grocer to equip his store with the proper scoops and forks for ladling out food stuffs, but the housewife can, by refusing to trade with a man who digs out prunes, pickles and mackerel with his hands, and wipes the accumulation of filth on his already overworked and discolored waiting apron.

Perhaps your grocer is a man of a different stamp—a self-respecting American citizen whom you are glad to know, whose family belongs to your church, whose store, like his home, is sweet and clean and pure. We know such grocers, and we are proud of them. To them we look for much assistance in our fight for decent food conditions. But you may not be so fortunate in all your tradesmen. You may find that your grocer neighbor, after all, is not clean; and then, too, where can you escape the so-called foreign population? Who is your butcher, your green-grocer, your delicatessen man, your baker, and often your staple grocer, but the thrifty, so-called foreigner who can take a few hundred dollars saved while he worked on the streets and open a store while you are still living beyond your salary? And you expect this man who in his own country may have lived in a hut with a dirt floor, who slept in a lodging house, twenty men to a room, while saving to bring his family to America, who is living to-day in a dirty, tumble-down cottage far beyond the confines of your trim yard or in a tenement which you consider part of the slums—you expect this man to know how to run a sanitary, clean grocery. He can do it—in time, but you, as a good American housekeeper, can and must train him to run it decently.

If you do not believe this, come with the writer to two stores. One is in a pretty Connecticut village. You always think of Connecticut as a particularly tidy, trig, well-ordered State. But this is a hot Saturday afternoon, and suburbanites are pouring into the store, the hotels are full, the country club has a rush. The distracted grocer needs every bit of help he can rally. So his wife comes in, wearing a supiciously clean shirt waist with much cheap lace adornment above a black mohair skirt filthy enough to stand, like the proverbial printer's towel, quite alone She brings the children with her, because she is too poor to employ a "girl," let alone a nurse maid. One of the children, a little girl whose curly hair is matted beyond recourse to the ordinary brushing and combing, with hands that suggest mud pies and a pinafore that only the most vigorous treatment could restore to freshness, is happily entertained building a fort with block sugar in one bin. A brother, only a year or so older, in the same need of bathing and clean raiment, is filling an order for bulk crackers from another bin. The littlest one, a babe just able to sit up and play, is lying in a wicker carriage whose pillows and fittings are nothing short of sickening. Suddenly the baby sets up a wail, the mother starts to carry it into a rear room, when an urgent customer appears on the scene, and the baby, arrayed in a single garment, is literally dumped into a big bin of rice, where it sits contentedly digging in the pretty white grains! And this is not an imaginary scene.

Again accompany the writer to the home of that grocer. It is a modern cottage, supplied with electric light, running water and bath room. The yard is overgrown with weeds, the kitchen is strewn with remains of meals and marks of greasy cookery. The once pretty living room shows the wall paper ruined by grease and finger marks, the gaudy pictures covered with fly specks and the tawdry furniture besmeared by dirty, childish hands. The bath room has never been put to its proper use, for the tub is filled with old papers, rags and trash. And that is the home of the man whom scores of so-called good housewives trust to dispense their food.

"But why," argues a critic, "jump always on the small store?"

Well, we won't! Again make a trip to the store of a large grocer, one of a string of stores under the direction of a well-known firm.

The shelves, ostentatiously hung with rather dusty-looking mosquito netting, are half hidden by flamboyant announcements of cut sales, reductions in canned goods, "specials" in coffee and tea, "cuts" in butter and eggs and potatoes. Men are scurrying about the store, clad in long coats that were once white. Customers elbow and shove. Small

STATE HOUSE

CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

delivery boys dart in and out of doors. The entire place radiates enterprise, push and the run of custom dear to the heart of the modern merchant. Women read off their lists and hurry away. Telephone orders come in by the score. In fact, success is stamped all over the place, and in capital letters, too.

STEP BEHIND THE COUNTER.

But step behind the counter. Papers are strewn thickly all over the floor, which is slimy almost to the point of being dangerous, and yet the papers are not thick enough to hide the telltale marks of the chronic spitter. From a bin of coffee hangs a dirty rag. It was dropped there by a man who had just filled an order for kerosene. Some other man will look at his wife across the breakfast table, and inquire, "I wonder why this coffee tastes of coal oil?" and she will not know—because she never really knows her grocer or looks behind his counter. Nor does she go back to the refrigerator, where she would find open lard pails next to open butter tubs, and some especially high-priced bacon in the slab next to a freshly cut cheese. Nor does she find her way into the back room, where a hard-pushed delivery lad is sniveling over a fall, the result of stumbling over a big piece of bacon thrown to the floor by a busy clerk. Of course you say you can wash the bacon that lies on the floor that is filthy because the clerks are too busy to scrub. But do you—always?

"These are extreme cases," exclaims a housewife. "I never saw such scenes in the store where I trade. The man who takes my order always looks very nice."

Yes—but what of the man who *fills* your order? Do you ever look behind the counter, into the refrigerator or the back room?

Look at the slice of cream cheese delivered at your door. Is there a dark gray line just below the rind on either side, becoming fainter toward the centre of the slice? If so, you may be sure that the dirt on the knife used in cutting it has gradually been wiped off on the cheese and absorbed into its creamy body. That means dirty knives in the cheese box or cooler, and dirty knives in one place means dirty scoops in another.

The writer has been ordering at random from what might be termed nice-looking groceries; not the immaculate, model stores, but average stores at which apparently tidy housewives trade. And these are some of the foreign substances found in orders: Ten dead flies, perhaps victims of poison fly paper, in a pound package of pulverized sugar; a cigarette stub (very small) in a pound of bulk pearl tapioca; little rolls or wads of dust in a pound of bulk oatmeal; some leaves of strong, green tea in a pound of prunes; two dead cockroaches in a pint of bulk chopped pickles. All these represent open bins and barrels, unprotected from dust and fingering, and, generally speaking, uncleanly, unsanitary handling of all food stuffs in these stores. To be sure, these disgusting results might have been avoided by insisting on package goods, protected from the unwholesome environment of the unsanitary grocery, but the fact remains that you cannot buy everything in packages, or, at least, that we have not become fully educated to that ideal condition. Accordingly, the customer who purchases bulk groceries, who thinks little or nothing about brands and guarantees, who trusts her grocer without knowing him, is the chief victim of the unclean and unsanitary grocery store.

Now let us move on to the model or sanitary grocery.

Suppose you start with the grocery section of a large department store.

"Ah," exclaims a champion of the untidy grocery, "look at the staff of clerks you have here! Hundreds where the small grocer has a dozen."

Yes; but where the small grocery has two or three hundred customers in the course of the day, this department-store grocery has from five to ten thousand shoppers on the floor at once. Its floor space covers nearly half of a large city block. And all through those broad aisles are men, women and children buying and sampling and dropping crumbs and papers on the floor. And close on the heels of the shoppers come the sweepers, three of them, armed with long-handled brushes, who pace the aisles day in and day out, preventing the food samples from being ground into the flooring.

Each section, with its counters and shelving how immaculate! Perhaps you think that another staff of porters and cleaners keep these in order but you are mistaken. Each clerk takes care of his or her section. Each clerk is held responsible for the condition of the floor behind his counter, for the shelving, the scales and the scoops or knives. These must be cleaned when trade is dull. And quite frequently these clerks are gathered in a great assembly room for a talk on cleanliness and careful handling of goods. They are warned against handling delicatessen goods, butter, cheese, etc., without oiled paper. Every point of store and personal cleanliness is discussed, and when a clerk has been reprimanded a few times about some breach of sanitation or personal cleanliness, he is dismissed.

In some departments, such as meats, delicatessen, butter, bakestuffs, etc., the clerks wear white coats and aprons supplied and laundered free by the firm. The girls are encouraged to wear white aprons. The motto of this store is "Cleanliness Regulates the Volume of Trade."

Another model store inspected was that of a firm which handles only staple groceries, branded goods, perfumes and candy, and no fresh or green groceries save oranges, lemons, imported grapes and grapefruit. In this store, of course, package goods predominate—a fact which adds materially to the cleanliness of the store, the convenience of the grocer, the speed of the service to the customers, and lastly, to the safety of the customers' health. There isn't a woman in the land who would not enjoy spending an hour or two in this clean, sweet-smelling store. Here, with a staff of two hundred and fifty men and boys, ten thousand orders are filled in a day. No spittoons are provided for the workers, but at every turn of the rooms or floors where orders are filled are signs, "No Spitting Allowed."

In this store the employee who is a chronic spitter is admonished once, warned once and then dismissed.

Instead of advertisements announcing cuts in groceries, at intervals above all bins and in all the storerooms where orders are filled are signs "Keep the Bins Closed."

The twelve-year-old lad who suggested the posting of this sign

"The Limit of Rare Quality"

You may or may not have seen our trade mark, the **"Pure Food Boy."**

If you haven't, we've both missed something: We, because we haven't had your trade; you, because you have so far missed knowing the purest, sweetest brand of corn, peas, string beans, etc., packed—the **Olney** brand.

Guaranteed as pure as the growing things themselves. But the flavor is the strong point. "Our Products Retain the Harvest's Ripe Flavor." This point has always distinguished **Olney** canned products from others. It's partly produced by our knowledge of how to grow fruits and vegetables which reach the limit of rare quality, and partly by advanced canning processes that are matched nowhere else in this country.

Burt-Olney Canning Co.
ONEIDA, N. Y.

Bell's Seasoning Always Found Upon Your Mother's Pantry Shelf

A NICE TURKEY DRESSING.—Toast 7 or 8 slices of white bread. Place in a deep dish adding butter the size of an egg. Cover with hot water to melt butter and make bread right consistency. **Add one even tablespoon of Bell's Seasoning** and 1 even teaspoon salt. When well mixed, stir in 1 or 2 raw eggs. **For goose or duck add one raw onion chopped fine.**

(From Bell's Receipts. Ask your Grocer.)

Sausages Flavored with Bell's Sausage Seasoning Are Delicious.

Everybody wants seasoning, and everybody will buy the seasoning that will make poultry and meats taste their best.

Bell's Seasoning is as far ahead of other prepared seasonings as it is of home-made seasoning. It makes every dish a delight to the palate, while it saves work and prevents many a failure.

The above advertisement tells some of its uses. You can sell it. Most Philadelphia jobbers handle it.

The WILLIAM G. BELL COMPANY
Sole Proprietors
50 Commercial Street, Boston, Mass.
WILLIAM H. SUTTER, Manufacturers' Agent, 5 SOUTH FRONT ST., PHILADELPHIA, PA.

received an award of $2 for his suggestion. This firm does not hold conferences or deliver lectures, but distributes among its employees bulletins or leaflets, advocating tidiness, cleanliness, promptness, courtesy, etc., and offers an award of $2 for every practical suggestion made by an employee for the betterment of the service or the appearance of its stores.

In this store one boy does nothing but wield the long-handled, soft brush that does not raise the dust on the show-room floor. One man does nothing but fill butter orders. He is dressed in white apron and coat, is well supplied with oiled paper, so that his bare hand never touches the butter. Close at hand is running water and a clean towel. Another man washes bottles in which vinegar and molasses as well as bulk liquors are delivered. He has an enormous fresh towel daily, running water, of course, and works in front of a gas jet, before which every washed bottle must be held for inspection. Across the aisle from this man is a scouring table, where a brisk colored youth polishes scoops, spoons, ladles, etc.

"Fine," exclaims a sarcastic grocer with five or six clerks at his command. "Any one can do that with a big staff."

But how does this sarcastic grocer manage his store? He cannot afford a small boy to sweep at $3 a week, but whenever trade is brisk he stands in his doorway and impresses a small boy into temporary service. He may pay him a quarter or a half dollar to make special deliveries. In the course of a week he spends thus from $4 to $5—and yet has no one to sweep his floor. This work is done after closing hours by tired clerks, who are not trained to close the bins before they sweep. In this store there is no regular time for scrubbing the floor, nor washing the windows, nor cleaning the shelves. Everything is done in haphazard style, and the result is general untidiness. Some very small stores model stores they were—were managed with as much system as the large metropolitan groceries, and were just as clean. With the aid of package goods, manufactured and packed under real government supervision and guaranteed by manufacturers of acknowledged reputation, this same system of management which makes the grocery department of a great commercial institution a thing of beauty, an appetizing panorama, can at least make the side street or country store sanitary and attractive. The man who does not know how to systematize his business and who has no time to keep his store clean is the grocer whose business acquaintance you want to drop, whose wares you should leave severely alone.

Mr. Gerald Byrne, superintendent of a mammoth grocery department in one of New York's largest department stores, said, "The clean grocery store, large or small, is the result of system, organization and management. The manager or proprietor of a grocery who will not tolerate personal untidiness or uncleanly handling of goods will soon have a force of capable, clean clerks through force of example and fear of dismissal He can take a raw boy from a dirty home and make a clean grocery clerk, through sheer force of character and training, but you cannot expect the man whose home is filthy to maintain a sanitary, clean grocery. Pick your grocer, as you would your servant, for cleanliness first, last and always."

And the truth of this statement can be seen in your own town, where you can find the model grocer if you hunt for him. Make a tour of the groceries in your own neighboorhood. You will be able to choose between clean groceries and groceries of varying degrees of unclcanlincss. You will be supplementing the efforts of the health officers, doing your part of the team work, and getting one step nearer to the point where you can say, with truth, "I know my grocer."

A comparison of prices and quality between the clean and the dirty grocery will be discussed in the next article, together with methods by which the housekeeper can assist the grocer in his task of maintaining a clean store. This article has treated of the way in which you may co-operate with the health officer in his war on unclean groceries; next month we shall learn how to co-operate with the clean grocer and the clean manufacturer in their war on unclean goods. "Know your grocer and co-operate with him" will be the slogan.

This article is a thinly disguised write-up for Park & Tilford, the retail grocers of New York City. Several photographic illustrations are used, nearly all of these being views of departments of the Park & Tilford Store.

Magazine Notes.

A Noteworthy and Helpful Series of Articles.

The second of Dr. George Lincoln Walton's series of five popular papers on "Worry and Allied Mental States" appears in the December "Lippincott's, under the title of "The Doubting Folly." The author's long experience as a neurologist has given him a keen insight into the troublesome mental maladies with which so many of the sanest of us are afflicted, and he has written the articles in a breezy, non-technical way that makes them good reading. All who suffer from sleeplessness, undue self-consciousness, hypochondria, obsessions, or the worrying habit will find these articles decidedly helpful, for Dr. Walton explains how the disorders may be overcome. The complete novel in this issue is "The Career," by Kathryn Jarboe. It is a very striking story of a young musical genius who marries a man who knows nothing and cares less about music, which situation brings on troubles a-plenty. It is a story which will appeal with especial force to those musically inclined, but there is small likelihood of anybody who starts to read the story laying it down before it is finished. Half a dozen articles on timely subjects, a wide variety of short stories, some charming poetry and sixteen pages of original humorous matter complete the number. Many of the offerings have a Christmas flavor, which will enhance the value of the magazine to those whose hearts are attuned to the season of good cheer now rapidly approaching.

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.

Philadelphia, Pa.

The Dog May Bite

Honestly, you will be much more likely to succeed by pushing **Hotel Astor Coffee** than by pushing a blend of your own.

We have been in coffee blending for many years. Obviously, we must know more about it than you do. And then **Hotel Astor Coffee** has been tried on the dog—the hardest dog to please in the United States—the patrons of the most exclusive hotels of New York City. The dog pronounced it good at once, and with the stamp of weighty approval upon it we offer it to you.

When you blend your own coffee the dog you try it on is your own customers—that's risky; the dog may bite.

A perfect blend of superfine coffee. For the very finest trade.

B. Fischer & Co.

190 Franklin Street, New York

31 S. Front Street, Philadelphia

Grocery World

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The "Woman's Home Companion" aims another blow at the retail grocery business in its December number. Portions of the second article appear elsewhere. The theme is that consumers everywhere should pry into the back rooms and the back-of-the-counter portions of their grocers' stores and by meddling interference compel cleanliness.

Woman's Home Companion No. 2.

It is not the theory of clean stores that the "Grocery World" objects to in these "Woman's Home Companion" articles. It is the smug holding up of isolated, exceptional or more probably imaginary cases as a false illustration of the methods of grocers in general. Naturally, the article would be tame without that, and that is why "literary license" is so recklessly resorted to.

Take the description of the Connecticut grocer whose bedraggled wife quartered her filthy baby in the rice bin, and whose untidy home is described with such minuteness. As a matter of fact, the dirtiest part of that picture seems to be the wife, who might be a subscriber to the "Woman's Home Companion." The "Grocery World" will wager, however, without the slightest investigation, that that incident is wholly imaginary. Even if it were true, has it legitimate place in an article dealing with *general* grocery conditions?

The "Woman's Home Companion" goes almost exclusively to women, and it is to housewives that its attacks upon grocers are addressed. The "Grocery World" wishes to make another wager: that in any town or city in the United States, the average grocery store will be found equal in cleanliness to the average kitchen.

The Java Coffee Ruling.

One grudge which the manufacturing and distributing grocery interests of the country legitimately has against the Federal Food Board, which means Dr. Wiley, is its persistent disturbance of the trade with rules and regulations which are wholly unenforceable yet unsettling in the extreme.

The latest instance is the Java coffee ruling published last week. In substance it provides that only coffee actually grown on the island of Java can henceforth be sold as "Java." Coffee from the contiguous islands, all heretofore sold as Java, must henceforth be sold under a name indicating the place of origin.

No retailer, practically no jobber, and very few importers, can know definitely whether the coffee which comes to them as Java is actually grown on Java island or the island next door. Consequently from now they will, in their own minds, be living over a volcano, never knowing what moment they may be attacked for an offense of whose commission they will be totally ignorant. And this condition of mind will in no sense be modified by the fact that the Java ruling is absolutely unenforceable.

For it is unenforceable, without a doubt. The coffee grown on Java island and the nearby islands is practically identical in every way. It is grown from the same seed, in the same soil and under the same climate. What will there be, then, in the very beginning, to arouse the Food Board's suspicion that the coffee labeled Java is not Java? Or, if you grant the existence of something to arouse suspicion, how may that suspicion be confirmed? By chemical analysis? That could not possibly show difference, since there is none, and attempting to trace the shipment back to its source would be equally chimerical.

Is it not plain, therfore, that this order can never be enforced? And is it not equally plain that despite its unenforceability, it will cause unquestionable disturbance? What can possibly animate the majority members of the Food Board in permitting Dr. Wiley to make such a rabid nuisance of himself!

A Dangerous Suggestion.

The "Interstate Cotton Seed Crushers' Association" is a small publication issued in the South for the purpose of exploiting the different phases of the cotton oil industry. Under the head of "Improve the Quality and Increase the Quantity of Butter," the following clever suggestion appeared in the last number:—

> Heat a quantity of good deordorized cooking (cotton seed) oil to about blood heat, and just before beginning to churn, add to the milk, using about half teacupful to each gallon of milk, and proceed as usual.
>
> Good cooking oil can be bought from any progressive grocer at about 50 cents or less per gallon, which is about 6½ cents per pound.
>
> A three-gallon churning will take a pound of oil. It will hasten the coming of the butter, assist in its better collection, improve the quality of both it and the buttermilk, and being returned as butter will give, with the better collection of the butter fat, an increased yield of a pound to a pound and a half of butter and a profit equal to the difference between the selling price of the butter and the cost price of the oil.

The writer is not a dairyman and therefore does not know whether the addition of cotton oil to butter will or will not improve its quality and increase its quantity. But, knowing something of the dairy laws, he does know that such a process would produce adulterated butter that could not be sold except under heavy tax and rigid restrictions.

You have a lot of customers who annoy the life out of you. Head them off with Forbes Indexed Coupon Books. See advertisement.

Free to "Grocery World" Readers

The "Grocery World" has on hand about five hundred copies of a book on window dressing, originally published by Sprague, Warner & Co., of Chicago, Ill. It was originally intended to use the book as a premium, but after inspection it was considered scarcely good enough, and since that the copies have lain on our shelves because of uncertainty as to what use to make of them. It must not be assumed that the book is worthless—it has a number of good things in it, but is scarcely up to what the "Grocery World" thinks such a book should be.

Now we propose to give a copy to any subscriber who may want it, free of all cost save the postage of seven cents.

Send seven cents and the book is yours.

Will This Railroad Gouge Extend Over the Whole Country?

Northwest Jobbers Refuse Demand of Freight Agents to Put Up Bond to Cover Freight Credits. Say Railroads Should Furnish Bond to Cover Unpaid Freight Claims.

Special correspondence of "Grocery World."

Spokane, Wash.,
Nov. 25, 1907.

Members of the Spokane Wholesale Merchants' Association at an open meeting in the Chamber of Commerce, November 19th, decided unanimously to resist the demand of the Spokane Local Freight Agents' Association that all dealers receiving freight over the Harriman, Hill and other lines operating in this part of the country deposit surety bonds or pay cash for shipments. This statement was given out by the wholesalers:—

> We figure that if Spokane wholesalers comply with the demand, that they put up surety bonds for premiums. The only action we shall take will be to refuse to put any bond, and simply pay cash as we have done in the past. The credit asked by the Spokane merchants from the freight departments of the railroads is inconsiderable. One member of the association called up the railroad and ascertained the amount that he was indebted to them and found it to be $18. He has claims filed with the various railroads, some of them two and three years old, for more than $1,200. The railroad companies should furnish the bond rather than the merchant. As it is now anyone receiving freight must pay any overcharge and then put in a claim for it, and if he were under bond to the railroad company he would be just that much more helpless.

The text of the notice to the wholesale merchants from the Freight Agents' Association follows:—

> The several railroads represented in the Spokane Local Freight Agents' Association, through their respective accounting departments, have determined that an approved surety bond will be required of all persons receiving credit from the

various freight departments of the city. The amount of sueh bond as regards a given firm or individual will be determined upon applieation of such firm or individual to the association and the premium upon such bond must be borne by the applicant, and it is purposed to have the same effective on and after November 25, 1907. The object of this communication is to apprise you of the change to be inaugurated and to afford ample time to arrange for it. On and after the date mentioned all persons who have not given sueh bond will be required to pay eash before receiving freight.

AUGUST WOLF.

alifornia Olive Oil Gaining Foreign Foothold.

Consul A. A. Winslow, of alparaiso, reports that there is large demand in Chile for live oil of all grades, including alifornia oil. The Chileno is great lover of salads prepared with an abundance of olive l. The imports of this article in 906 were $646,285, against $924,-41 for 1905 and $652,275 for 1904. he United States shows a handome gain for 1906, supplying 155,522 worth, against $94,206 for 905 and $27,000 for 1904; while aly in 1906 furnished only $345,-83 worth, against $596,500 for 905 and $518,385 for 1904.

Huyler's Couldn't Put it Over Callanan.

The Latest of the New York City Grocer's Conflicts for the Preservation of His Rights. Huyler Wouldn't Sell Him Unless He Boycotted Other Candies, Which He Refused to Do.

Mr. L. J. Callanan, the widely-known New York City retail grocer, has a refreshing way of meeting abuses by manufacturers or jobbers. Several times large concerns have attempted to become fresh with Mr. Callanan, but never yet had any success.

Mr. Callanan's latest controversy for the protection of his rights was waged against Huyler's, the candy people. In a statement sent the "Grocery World" during the week he tells the story in characteristic fashion:—

For years I sold oranges, lemons and (at times) Malaga grapes in their season. Orders from the country came continually for fruits, espceially for oranges and lemons. Last Spring I deeided to open a special department for the sale of fruits and to make a feature of putting up baskets of the ehoicest fruits in the market.

When filling the orders for baskets of fruit, I found that, in nearly every instance, a box of eandy was also ordered. This was troublesome, as I had to send for a box of this or of that kind, aeeording as one or another was required.

Having made the faney fruit department a suecess beyond my most sanguine expectations, I deeided to add a confectionery department to my stock of choice grocerics, wines, liquors, eigars and fancy fruits.

Speaking to one of my customers of the kind of confectionery I intended to keep, I mentioned Maillard's, Huyler's, Wallace's, Lowney's and Chocolate Menier. "Why," said he, "Huyler will not sell you his best candies unless you agree not to sell any other but his." I could hardly believe my ears. He said: "That is a fact. He has got a line of goods which he calls his specialties and which he will sell to anyone, but he will not sell you his fancy goods unless you agree not to sell any other candies."

I sent for Huyler's salesman and asked him if he would sell me a full line of Huyler's candies. He said he would, but I would have to act as an agent for him and to sell no other candies. Huyler's specialties I could have on the same terms as in the ease of other large groeers. I told the salesman that unless he sold me his best candies as well as what he called his specialties, I would not sell a pound of his goods, and that I had my opinion of any business man who would eonsent to his terms —that I would not do so under any circumstances.

For this reason I am not putting in Huyler's goods. I am putting in Maillard's, Wallaee's, Lowney's and Choeolate Menier, all of which I believe to be as good as any candies made.

Oleo Sales Stimulated by High Butter.

The output of oleomargarine in Chicago district, the oleo centre of the United States, for the month of October, was 441,563 pounds colored and 5,860,704 pounds of uncolored, a total of 6,302,267 pounds, against this is 259,271 pounds colored and 4,348,924 pounds of uncolored, or a total of 4,608,195 pounds for the same months a year ago; and 383,342 pounds of colored and 4,263,260 pounds of uncolored, or a total of 4,646,602 pounds for the previous month. The high price of butter is the cause of the increased sales.

Ira S. Fallin, the merchandise broker, fell on Front street on Friday night and fractured both bones in his lower right leg. He will be compelled to lay by for about six weeks.

Sure Profits for Grocers in this Guaranteed Butter Color

DANDELION BRAND BUTTER COLOR

PURELY VEGETABLE

is guaranteed to conform to ALL State and Federal Pure Food Laws.

There is no other vegetable color in the world that compares with it in purity, efficiency and reliability.

Your butter-making customers will buy it as soon as they know that you keep it.

It colors the majority of all the butter made in the United States, and wins practically all of the prizes at the butter-makers' conventions.

This is a matter of official record.

You need not hesitate to recommend it as the best, for it has been proved officially to be the best.

Delay in sending for a trial order means loss of profit.

This Trade Mark has appeared on our Butter Color for over 25 years.

WELLS & RICHARDSON CO.

BURLINGTON, VERMONT

A Package Coffee That's Always Fresh

You can buy all kinds of package Coffee but only one that retains its freshness and fragrance—that one is **Moco-Mo.**

It is the only Coffee that as soon as it comes from the roaster is sealed in a bag and the bag is sealed in a carton, thus keeping all the goodness intact.

Make **Moco-Mo** your Coffee leader at 25 cents and see how rapidly your reputation grows as a Coffee Dealer.

The John H. Fitch Coffee Co.,

Importers, Roasters and Jobbers
of High-Grade Coffees

YOUNGSTOWN, OHIO

These Are For Your Customers

In order to aid you in the sale of **Ralston Health Food** and **Purina Whole Wheat Flour** we will furnish you with excellent specialty matter to give to your customers, consisting of **Checkerboard and Checkers, Ralston Wagons and World's Fair Satchels.**

These are attractive and useful, and make desirable presents.

Make a window display of them. We will send you the material with instructions how to build it effectively. It will be the best way to let your trade know what you are giving them.

RALSTON PURINA MILLS

ST. LOUIS, MO.

T. A. James & Co., General Distributers, 12-16 Chestnut St., Philadelphia

The New York Letter

Odd Change in Jobbers' Attitude. Cocoa Falling Off in Pric The Government's Suit Against the American Tobacco C

Special correspondence of "Grocery World."

New York, Nov. 29, 1907.

An odd change in attitude has been made on the part of some of the jobbers who a short time ago were advising retail grocers to advance prices and who now say that it is time to reduce the quotations on a number of lines. The former plea for higher prices was that unless the retailer got a more comfortable margin of profit he would finally land in bankruptcy or something of that kind. Now, it is said that if the retailer tries to keep up quotations to the present levels he will kill or lessen the demand for some products. Not all of the jobbers have been so quick in beating a retreat on the price question, and those who have done so ascribe their present action, of course, to the financial situation.

Another side to the question is seen by some of the retailers. An officer of the New York Retail Grocers' Union said that it is unreasonable to expect the retailers to reduce their prices the minute a few changes are made in the wholesale quotations. Quite commonly the retailer has bought supplies at the old prices and should have a fair time for selling off what he has on hand before he reduces prices much—which is exactly what the jobber himself is doing to a large extent. It is easy for the jobber to offer new prices on articles when he has sold off his old stock and can buy new supplies for less than the old quotations. As to many kinds of articles the retailer is not so fortunate.

Another point made by the officer of the association is that it was true enough, as jobbers were saying recently, that the margins of the retailer have been too small. So, if the margins are now a little larger, he should enjoy the advantage, at least for a time.

One of the daily papers went to the trouble on Wednesday to send reporters to different parts of the city to ascertain if there is any truth in the report of meat and groceries being cheaper than they were. The conclusion was that if there is any decrease in prices it is in the wholesale and not in the retail stores, and quotations were given as obtained from stores in differe parts of the city. Reductions prices of butter, eggs and all kin of meat and poultry have tak place inside of two or three week according to quotations furnish by wholesale merchants, but the r tailers had not made reduction except in poultry.

The wide variations in the pric in retail stores in various parts the city were made apparent in t figures, as published, but this is fact that is familiar enough, even the public, and the reporters ev dently did not take into accou variations in the quality that a count for some differences in price

* * *

Cocoa products of various kin are among those affected by t tendency toward lower prices. T demand is said to have declined co siderably, and as a result the pri of the bean has fallen about 5 cen a pound, a decline of about 20 p cent. The importers say that t supplies here and abroad are le than they were a year ago, so tha the decline is due entirely to t lessened consumption. It is al said that speculation in the bea forced the prices of the raw ma terial up too high, and that this ha been one of the causes of peopl not consuming as much of t manufactured products as formerl The large manufacturers are sai to have bought freely ahead at t higher prices.

Chocolate confections are place among the luxuries which are quic to feel the unfavorable effect trade reaction and retrenchment. falling off in the sales in this line a once affects the demand for t bean. Consumption of other coco products has not been so much re duced, it is said, but their prices ar not likely to be maintained when t beans have come down.

While the drop in the price of t beans is quite sharp, it is remem bered that it is not much as com pared with the large advance tha has taken place in the last tw years. The quotations this wee have been about 20 to 21 cents, a compared with 25 to 26 cents month ago. A year ago the sam grades were selling at 15 to 17 cent

ıd two years ago at 10 to 15 nts.

* * *

The Government's suit against e American Tobacco Co., accused being an illegal combination in straint of trade, has been on trial r a couple of weeks and is still progress. The witnesses have ld of the buying up of various omestic concerns and of the deal ith the English arm of the concern control the world's trade. A ature this week was the testimony Percival S. Hill, the vice-presi- nt of the American company, who lmitted that the combine owns the nited Cigar Stores Co., and said at as far as he knew no denial of is had ever been made. A letter om the witness, written in 1902 to Boston firm, was produced. In is letter Mr. Hill said that it ould be well to deny all rumors the American Tobacco Co. being hind the United Cigar Stores Co. Vhen questioned as to this incon- stency, he said that this was the ly instance, as far as he knew.

The witness said that the com- ne sold to its retail branch, with numerous stores in New York, about the same prices as to job- rs, but gave the former a little lvantage in order to encourage the le of the American products. The g company would not sell to any tailer in New York except its own tail branch, and the remainder of e retail trade was supplied rough the Metropolitan Tobacco o.

Letters were read from Mr. Hill's tter book in which there were sug- stions of a scheme to sell Ha- ına cigars at the same price to holesalers and retailers in order to ıt some of the former out of busi- ss. Among the importers who ere approached with this sugges- on were the grocery firms of Park Tilford and of Acker, Merrall & ondit. In answer to a question, e witness said that he did not ıow whether or not the combine vns any stock in Park & Tilford, ıt he was quite sure it does in cker, Merrall & Condit.

It was shown that, in some in- ances, officers of subsidiary com- nies carried on business with each her and did not know, on either le, that the other company was so owned by the Trust. Letters ere sent out to all subsidiary com- nies asking them to oppose legis- ion in Congress against coupons. ıe advertising bills in 1906 amounted to something like $10,000,000, not including items of subsidiary concerns.

* * *

Oliver Spitzer, a dock superintendent of the American Sugar Refining Co., and Richard Kehoe, another employee, have been held in bail by the United States Commissioner in Brooklyn on the charge of trying to bribe an agent of the United States Treasury Department. They asked the agent to overlook an erroneous return as to the weight of raw sugar received at two of the refineries, the object being to cheat the Government of its revenues by underweighing. The men themselves were to profit by the scheme, it is supposed, the officials of the company disclaiming all knowledge of it.

* * *

Creditors filed a petition in bankruptcy Wednesday against Arthur E. Netzband, who has a retail grocery store at 2661 Third avenue and has four other stores in the borough of the Bronx. The petitioning creditors are Edward D. Depew & Co., $535; R. C. Williams & Co., $1,465; William S. Huselton & Co., $1,713. It is alleged that he is insolvent and has transferred two of his stores within a few days in an effort to give illegal preferences. One of the stores, at Third avenue and 184th street, he transferred to his wife, who is a creditor for $1,250; another store, at 918 Westchester avenue, he transferred to a woman creditor who has a claim for $1,000, it is alleged.

The liabilities are estimated at $8,000 and the assets at half as much. He began business twelve years ago with one store. The court appointed Charles L. Brookheim receiver.

* * *

Frederick Meyers, a clerk employed in the grocery store of William Schrotter, 403 Broadway, Brooklyn, attempted suicide Wednesday morning and incidentally Mr. Schrotter and his family had a narrow escape from being suffocated by illuminating gas. The grocer was awakened by the odor and on making search found that his clerk, who slept in the house, had made elaborate arrangements to end his life by turning on the gas and stuffing one end of the rubber gas tube into his mouth. The young man, who is 22 years of age, had been disappointed in love. It was said at the hospital that he is likely to die.

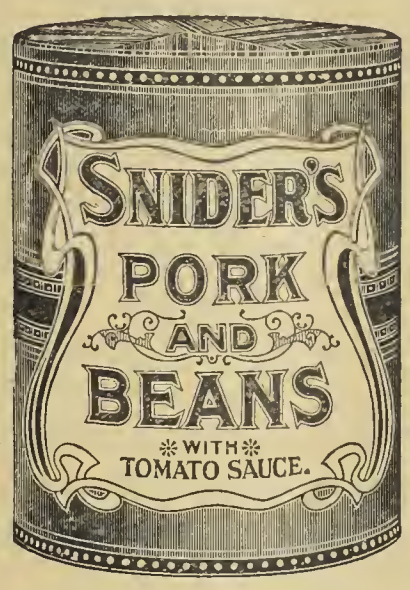
FRED. A. MCGILL.

DON'T WAIT

Write at once to the nearest office and secure the information about the

Special Offer to Retail Grocers on

Snider's Pork and Beans



The T. A. Snider Preserve Co.

Makers of Snider's Catsup CINCINNATI, OHIO

NEW YORK OFFICE 105 Hudson St. | BOSTON OFFICE 46 Clinton St. | CHICAGO OFFICE 12 & 14 State St.

The "**Palace**" **Spice Cabinet** is one of the handsomest, if not the handsomest, spice Cabinets we make.

It is one of those fixtures which make a Grocery Store a beauty spot; that make a man run his eye over his well-equipped place with pride and satisfaction.

ARE YOU PROUD OF YOUR STORE?

The "**Palace**" **Cabinet** is shown on page 23 of Catalogue No. 4. Its design is new and original. Six compartments holding 10 pounds each. Two small spice scoops with each cabinet. Write for prices and a copy of the Catalogue.

American Can Company

NEW YORK CHICAGO SAN FRANCISCO

MAPLEINE

MAPLEINE

The new vegetable extract with the genuine old-fashioned maple flavor. A product that sells rapidly wherever introduced. Makes **syrup better than maple** at a nominal cost and is most delicious for flavoring candies, cakes, ice cream, puddings, etc. Write us or ask your jobber.

Crescent Mfg. Co., Seattle, Wash.

E. E. HARDING & CO., Agts., Philadelphia

CHAS. W. JACOBS & ALLISON, Agents, NEW YORK CITY

GOING SOME!

THE SALE OF

Forbes' Indexed Coupon Books

FOR OCTOBER INCREASED NEARLY

200 Per Cent.

Over the same month last year. Each month, except one, has shown a decided improvement. THE INDEX, reliability, quality, prompt deliveries, the F. O. B. destination by Express, EXPRESS CHARGES PAID BY US, please old customers and they bring us new ones.

"Have used your books for twelve years. Enclosed find order from N. C. Campbell. BOYD & LYFORD, Humboldt, Neb."

Books in all sizes. INDEXED. The most convenient made. Relieve you from bookkeeping, forgotten charges and troubles of various kinds. Let us send you free samples. They are waiting for you.

J. P. FORBES, Forbes Building, Coshocton, Ohio

SHOW IT!

Pile Up Your Stock of

DEPENDABLE

MILLBOURNE

FLOUR

where it can be seen. Get the benefit of the advertising. Don't let the other fellow please your customers first. BE QUICK.

SHANE BROTHERS & WILSON CO.

Proprietors

City Offices, 672-686 Bourse, Philadelphia

MILLBOURNE MILLS

63d and Market Sts.

THE GROCERY MARKETS

Tea.

The tea market is well maintained as to price, but sluggish as to demand. The dullness is partly due to the season and partly to the lack of money. That values should be so steadily held under the circumstances shows the underlying strength of the market. Low grades can scarcely decline, owing to scarcity, and the better grades, which might decline if left to themselves, are in fairly strong hands.

Coffee.

The coffee market is unchanged for the week, and this applies to all grades. Rio and Santos are dull, and the market is very narrow. Business is confined absolutely to spot wants, as the financial situation keeps buyers from going into large transactions. Milds are unchanged and dull, as are Java and Mocha.

Sugar.

The sugar market is showing some small signs of strength. Raws in Europe are slightly firmer. The refiners are coming into the market again, and the strength thereby created is increased by the fact that the Cuban crop will likely be about 25 per cent. short. The refined sugar market is unchanged, and the demand is light.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is unchanged and in light demand. Sugar syrup is moderately active at unchanged prices. Molasses is slow at ruling prices. New molasses is not yet cutting any figure.

Canned Goods.

The past week has been a dull one in the canned goods business. Tomatoes are steady at 80 cents f. o. b., no sales having been made below that as yet. The market, however, is rather heavy. Corn is unchanged and dull. Some Maine corn is now offered around $1, though the offerings are light, as the surplus over future sales is small. Peas are steady, scarce as to lower grades and quiet. Peaches are scarce and dull. Apples are unchanged and quiet. California canned goods are exceedingly dull in first hands and no changes in price are reported. The Baltimore small line is unchanged and not active.

Dried Fruits.

Prunes are only fairly active, and prices show no change. Seeded raisins have declined probably ½ cent, due to increased supply, b the demand is still active and t price fairly firm. Loose raisins a dull and weak. Apricots are dull maintained prices. Peaches a dull and unchanged. Currants a active at ruling prices. Apples a weaker and declined.

Beans and Peas.

Pea beans on spot are scarce a the quotation is therefore advanc —$2.30 to $2.40. To come fo ward, $2.10 to $2.20 is quote Marrows average $2.25 both spot and to come forward. Califo nia limas are moderately active a unchanged in price. Split pe both whole and dried, show change and are moderately activ

Fish.

The fish market is deadly dull, is usual around the holidays. grades of mackerel are slow, b fully maintained as to price, owi to light stocks. Cod, hake and ha dock are beginning to show son little demand, at ruling pric Salmon is a trifle easier, owing pressure to sell in certain quarte Domestic sardines are steady firm, but unchanged in price. T demand is light. Imported bran are very scarce, firm and high.

Butter.

The butter market remains stea and unchanged. The supply fresh stock is still about norm There is some movement in stora butter, and the present outlook for a steady and unchanged mark on all grades during the next fe days.

Eggs.

The market on fresh eggs is ve firm at an advance of 1 cent. T supply is still very low, and n enough fresh eggs are coming fo ward to supply the demand. T market for refrigerator eggs about on last week's basis. Stoc of storage eggs are large for th season, and higher prices do n seem likely in the near future. Th market all in all is healthy.

Provisions.

The market for regular and ski back hams is ¼ cent lower than week ago. The demand is scarce up to normal for the season. Th price is considerably lower than f a long time and consequently lower prices are looked for in th near future. Picnic hams are u changed. Smoked bacon has d clined ½ cent, as have dry sa bellies. Pure lard shows a decli of ¼ cent, but the demand is a

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

sorbing all local make. Compound lard has declined the same amount in sympathy. The outlook is for a steady and unchanged market. Barrel pork, dried beef and canned meats are dull and unchanged.

Cheese.

The cheese market is stationary. Most of the factories are closed for the winter, and stocks of cheese on hand are considerably less than a year ago. High prices have curtailed consumption, and the demand is therefore not up to standard. There is hardly likely to be any change before the first of the year. Under grades are still scarce and sell on arrival at relatively lower prices.

Poultry.

The market for turkeys remained firm at a maximum of 23 cents until the Thanksgiving trade ended, when it declined 1 to 2 cents on the highest grade and 2 to 3 cents on the under grades. The demand will determine whether prices will go any lower. Dressed chickens and fowls declined 1 cent per pound and are cleaning up very fairly. Ducks are unchanged. Game is scarce and firm.

Produce.

Pennsylvania potatoes, 65 to 70 cents per bushel; York State, 58 to 65 cents; Jersey, 40 cents per basket, demand fair; sweet potatoes, primes, 70 to 85 cents per basket; culls, 35 to 40 cents per basket, demand good; yellow onions, 55 to 65 cents per bushel, 40 to 45 cents per basket; white, 75 cents to $1 per crate, demand fair; domestic cabbage, $2 to $2.50 per 100; Danish, $2 to $2.50 per 100, demand fair; carrots, 35 to 40 cents per basket, demand fair; white turnips, 25 cents per basket; yellow, 55 to 60 cents per basket, demand fair; salad, $1.30 to $2 per basket, demand good; watercress, $1.50 to $2 per barrel, demand good; horseradish, domestic, $5 to $5.50 per barrel; Western, $6 to $6.50 per barrel, demand good; cauliflower, $2 to $2.50 per barrel, demand fair; York State, 40 cents per bunch, demand fair; Pennsylvania, 5 to 15 cents per bunch, demand poor; spinach, $1.50 to $1.75 per barrel, demand fair to good; parsnips, $1.75 to $2 per barrel, demand slow; pumpkins, $8 to $20 per 100, 40 to 50 cents per basket, demand good; oyster plants, $2.50 to $3.50 per barrel, demand fair; beets, $2 to $2.50 per barrel, demand fair to good.

Green Fruit.

Apples, Kings, $4 to $4.50 per barrel; 20-ounce, $4 to $4.25 per barrel; Baldwins, $2.50 to $3.50 per barrel; Hulbersons, $3 to $3.50 per barrel; Grecnings, $3 to $3.50 per barrel; Pippins, $2 to $4 per barrel; bulk apples, 50 to 75 cents per bushel, demand fair; lemons, $2.50 to $3.75 per box, demand fair; Jamaica oranges, $1.50 to $2.25 per box, $2.75 to $3.50 per barrel, demand fair; Floridas, $2.50 to $3.25 per box, demand good; Florida grapefruit, $4.50 to $6 per box, Jamaica, $3 to $4.50, demand fair; pineapples, $3 to $4 per box, demand good.

Nuts.

Peanuts, green, choice, 4¼ cents per pound; fancy, 5 cents per pound; jumbo, 6½ cents per pound; roasted, choice, $1 per bushel; fancy, $1.25 per bushel; jumbo, $1.50 per bushel, demand fair; almonds, 19 to 20 cents per pound; Brazils, 11¾ cents per pound; filberts, 10¾ cents per pound; pecans, 11 cents per pound; walnuts, marbots, 13 cents per pound; grenobles, 12 cents per pound, demand fair.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

No. 1.

Nothing of special interest transpired in the tomato market during the week, and the quotations are practically unchanged. There is, of course, much talk about a reaction towards higher prices coming shortly, but with the unfavorable monetary conditions, which we reported in our letter last week, still prevailing it is not at all likely that there will be any change in the situation for the present, at least, although it would be welcomed by a large number of both the jobbers and packers. The steady buying which has continued indicates that the jobbers will want tomatoes after a while, and when the present financial flurry is over it will then be the time to look for a reaction in values.

Other lines of vegetables were fairly active during the week, but to a more limited extent. Sweet potatoes and string beans show indications of advancing. Fruits of all kinds continue dull and there are no new developments to mention. Peaches and pineapples are firm because of the light stocks.

The demand for cove oysters would cause an active market for them if the packers could obtain the raw material at fair prices, but the demand from the shippers places them almost beyond the reach of the canners. There is a good demand for the new pack of cove oysters.

THOS. J. MEEHAN & Co.
Baltimore, Md.

—

No. 2.

Whatever might have been the volume of business transacted during the past week for 3s standard tomatoes (no matter whose standard), it has been evidently on the basis of 80 cents, f. o. b. The buyers seem to want standards and 80-cent standards; even a better standard would not bring more than 80 cents. With so few buyers in the field, it is easily understood just why such conditions might prevail, for buyers being few it was possible to locate the best standards on this basis, which though lower than previous marks heretofore named for 1907 packing, is in realty a full figure in comparison with declines notable as far as other commodities are concerned. Tomatoes having passed through one of the severest money panics ever known, or known since the tomato was packed, the shrinkage of less than 10 per cent. is remarkable and can be looked upon as a favorable symptom, assuring the strong position of this commodity in holding its own so well when matters financial were so exceptionally stringent. Furthermore, it is particularly notable that whatever decline was brought about it was felt more by the jobber who had over-bought, and seldom has any indication of pressure been noticed on the part of the packer, who at previous times, somewhat similar, has been the only one to indicate a weak position as regards his holdings.

Packers are not pressing their holdings of corn. Buyers indicate interest in this commodity but are inclined to withhold their orders a little longer and await further developments. The position of corn during the money crisis has been exceptionally firm, and whatever sales may have been confirmed during the past week do not indicate even as much of a decline as have been evidenced by tomatoes. Since the tomato and corn packers have practically paid off all their help and growers financial conditions can be reported among them as easy. In all probability, by the end of another week, the remaining unpaid and belated invoices will be in, and if the man at the other end does his part there is a chance largely in favor of packers having an exceptionally pleasant Thanksgiving.

STRASBAUGH, SILVER & Co.
Baltimore, Md.

—

Spices.

The market is fairly steady. There has been no unusual demand, and buying has been a sort of "hand-to-mouth" character.

Pepper continues unusually low and some has been reported at very low prices for January arrival. We do not expect to see any material changes until after the turn of the year.

Cayennes are unchanged, but firm. Stocks reported small.

Cloves continue to drop in price. The crop has proven to be an unusually large one.

Pimento (Allspice) stationary and in fair demand, crop being small. We do not anticipate a lower market.

Mace as well as nutmegs are in demand at this time and will continue good sellers during next month. Nutmegs particularly are low in price.

Cassias steady, but unchanged. Demand very fair.

Gingers are selling fairly well. Prices, however, are stationary.

Seeds:—Caraway in demand, market slightly easier, but not quotably lower. Poppy seed selling well. There has been some very heavy arrivals during last week. Mustard seed as well as celery, demand fair at unchanged prices.

McCORMICK & Co.
Baltimore, Md.

—

Imported Fish Products.

The fish business has been very dull last week, only hand-to-mouth business being done. Prices are fairly steady with a tendency in

buyers' favor. The only exception to this rule are Norway mackerel. They are scarce, especially the large sizes, and firmly held. Demand is not very brisk, but it is sure to come soon, and prices then will surely go higher. Stocks are held in very few and very firm hands.

New Spanish red peppers (Pimentos) are now arriving, but shipments are readily taken up by the trade, as crop this season has been partly destroyed and higher prices are expected.

Imported oil sardines are very scarce. The situation is unchanged, no catch being reported from either France, Portugal or Norway

The first shipments of new sprats are now on the way and prices asked by the packers are considerably higher than those of last season. Our market is quite clear of sprats and first arrivals will find ready sale.

STROHMEYER & ARPE CO.
New York, N. Y.

AMONG THE TRADE.

William Smedley, the well-known secretary of the Philadelphia Retail Grocers' Association, is now making a noise like a grandfather.

—

The trial of W. A. Miller & Co., charged with the sale of oleo without a license, occurred in the local Quarter Sessions Court during the week. The defense was novel and unique. The defendants, under the name of W. A. Miller & Co., acted as the agents for Morris & Co., of Chicago. It was in evidence that a Willlam Talbott received packages of oleomargarine bearing the business name of W. A. Miller & Co., and that he paid for them, as he alleged he had no bank account, in cash. The defense set up that while they acted as agents for Morris & Co., W. A. Miller & Co. being the trade name of Morris & Co. in Philadelphia, they did so for all merchandise, except oleomargarine, and that they had simply taken the orders for the oleomargarine from Mr. Talbott as an accommodation to him, and transmitted them to Morris & Co. in Chicago, and when Mr. Talbott paid the money for his order they transmitted the full amount to Morris & Co. in Chicago, and received no commissions or compensation either from him or Morris & Co. It was therefore contended that the sales did not take place in Philadelphia, but took place in Chicago, the defendants being simply the medium through which the orders were given, and the sales perfected in Chicago, and that therefore they were not required to have a State license. The firm is composed of J. Frederick Miller and Samuel B. Miller, and the jury acquitted the former and convicted the latter on the ground that he seemed to be the responsible agent.

Two-Minute Sermons for the Retail Grocer

XXI.—Getting Strong By Bearing Burdens.

Shouldering small burdens strengthens the bearer for larger ones.

Many young men who are working in large establishments resent what they term the unloading of the bosses' burdens upon their shoulders, when in reality the cheerful shouldering of these burdens fit them for better things. Many lazy foremen, who want to shirk their own work, do shift their duties to other shoulders, and this same thing is often done by the hardest working and most competent foremen and managers, who want to bring out the strong qualities in the young men under their charge, and see what they amount to when weighed in the balance.

No matter from which cause it is that the young man falls heir to the burdens which properly belong to other shoulders, he should feel thankful for them so long as they are not too heavy for him, for it will pay him to remember that the more little burdens he bears while young the easier it will be for him to shoulder the greater burdens as they come to him, and in this manner he is soon able to shoulder a load which would have been impossible a few months earlier

The young man's mind develops the same as his body, and in shouldering the mental burdens he broadens himself for better and greater things.

Those who have the assistance of young men can do them no greater favor in the battle of life than to gradually allow them to shoulder the mental burdens and responsibility which rightfully belong to the chief. Most young men will consider such responsibilities as compliments and will make themselves more valuable because of the trust, and these are the men who will eventually become leaders in their line of work, whatever it may be.

F. A. P.

Sun Never Sets on Dayton Scales.

The first computing scales which were made to weigh in money value, while crude in construction, were, nevertheless, the forerunners of the computing scales of to-day. The weakness of the first scales stimulated the makers to renewed efforts and with bulldog tenacity they stuck to the task and to-day the result of their work is evident.

In 1896 approximately 27,000 Dayton-Moneyweight Scales were in use and since that time the sales have increased to the enormous number of 225,000. Each year shows its steady gain over the preceding one, and the month of September, 1907, was 22 greater than September, 1906.

The United States are not alone in the use of these scales, for Canada, Mexico, England and Australia have adopted them with great enthusiasm. New fields are continually opening their doors to the irresistible forces of these scales and we find Bazil, Argentine, Chili, Peru and all South American countries falling in line. Cuba, Porto Rica, Hawaii, Cental America, Russia, Norway, Sweden, Germany, Austria, France, Spain, South Africa, India, Japan, China and the Philippines are seeing the advantages of our scales and are rapidly discarding the old methods.

The sun never sets on Dayton-Moneyweight Scales. Even Alaska has its quota of enthusiastic users.

The Moneyweight Scale Company of Chicago, with local sales offices in all prominent cities, are the sole agents and distributers of these scales in the United States. Their agents penetrate every section of the country and are always ready and willing to show and explain the unusual merits of an article which has done more in placing the retailing of merchandise on a safe and systematic basis than any other known device.

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILA'A.)

Goods That Are Needed

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILA'A.)

That is what we carry in stock, always striving to serve our trade promptly with seasonable goods at right prices

SUGAR SYRUPS.—Absolutely pure, the product of cane sugar, wholesome and nutritious. **XX Sugar Syrup,** at 16c.; **Excel Sugar Syrup,** at 21c.; **Sunlight Syrup,** at 20c.; **AAA Sugar Syrup,** at 24c.; **Fancy Grainy Sugar Syrup,** at 30c.; **Ex. Fancy New Century Syrup,** at 32c.

NUTS, RAISINS, ETC.—Christmas Day, Dec. 25th; the great day for family re-unions; turkey, cranberry sauce, pumkin pie and nuts—fit for a king. We quote **Soft Shell Almonds,** at 15c.; **Choice French Walnuts, "Marbots"** at 14c.; **Sicily Filberts,** at 12c.; **Brazil Nuts,** at 13c.; **Pecan Nuts,** at 14c.; **Choice Layer Figs,** 3-Cr., at 10c.. **Calf. Package Figs,** at 85c. a box; **New Persian Dates,** at 5½c.; **London Layer Table Raisins,** at $2.50 per box.

CANDY, POPCORN, ETC.—We are booking orders now to be charged and shipped Dec. 1st, reaching you in good time for the Holiday trade. A few of the most popular varieties we quote as follows (all in 30 lb. pails): **Extra Mixtures,** at 7½c.; **Cream Jelly Mixtures,** at 9½c; **Elcroftan Mixtures,** at 8¾c., **Nobby Mixtures,** at 9¼c., **Cadella Mixtures,** at 12c.; **Fine French Mixtures,** at 13c.; **Quaker City Cream Chocolates,** at 11c.; **Machine Toys,** at 8c.; **CHOICE HAND-MADE TOYS, 40 lb. Tins, at 9c.; Pop Corn Fancy, heavy sugar-coated,** barrels at 8½c.; **No. 1 Pop Corn,** barrels at 8c.; **Yankee Pop Corn,** 40 measures to the box, at 90c.

KIRK, FOSTER & CO. WHOLESALE GROCERS **209** NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

It is quite remarkable how the use of souvenir postal cards is increasing among grocers for advertising purposes. Messrs. Arbuckle & Collyer, retail grocers of Boston, Mass., send in for criticism a copy of one they are using. Here it is, somewhat reduced in size. The original card is about the size of an official postal:—

This beautiful Dining Room Picture, GIVEN FREE to our Customers

Arbuckle & Collyer
...Up-to-Date...
GROCERS
47 CAMDEN ST., BOSTON

Come in and inspect our store, you will find a clean and well kept Store Clean and Fresh Goods, Honest Weight, Honest Prices

Orders called for and Goods Delivered.

PHONE TREMONT 1183-4

I am not informed how many returns the firm got for this card, but I am sure that by differently arranging it, the returns could be increased. By returns I mean requests for the free pictures, as that is the only feature of the card that could attract direct results. Apparently the main reason for issuing the card, i. e., the exploiting of the picture, is crowded into one corner where it is almost sure to be the last thing seen, if seen at all. I should have set the card in something like the following style:—

CUT

This Picture Free to Customers

Any customer of ours, transient as well as regular, can have this beautiful dining-room picture for the asking. It is one of the most expensive things we ever gave away, but we give it to advertise our store, and nothing cheap could do that fitly.

There are certain cardinal principles about this store—clean, fresh, pure goods, houest weight and honest prices. It's a **safe** place to deal.

Arbuckle & Collyer, Grocers, 47 Camden Street, Boston, Mass.

If, as I assume, the object of this card is to get the picture out, I am sure that my card will do it better than the original one. Simply by making prominent the most prominent part of the advertisement.

* * *

Lowerre, Yonkers, N. Y., November 22, 1907.

Editor Science of Advertising.

Dear Sir:—Would like to have a card printed size same as inclosed, to be used for soliciting. Now I would kindly ask you to print in your next issue words suitable for same. Thanking you in advance I am

Yours respectfully,
W. LEYDECKER.

The card inclosed measured 3 x 5 inches, and was very neatly printed with a removal notice. I take it that now that Mr. Leydecker is settled in his new location, he wants to go out for new trade. I am not quite clear, however, what he means by a card to be used for soliciting. The card usually used for soliciting is an ordinary business card, which I am pretty sure is not what Mr. Leydecker wants. If he wants an advertisement to send through the mails, or distribute from house to house, he does not, in my judgment, need a card; it should take the form of a circular or folder. I should be very glad to write this for him, but I can't write the sort of matter I think ought to be written unless I have some data. In his letter Mr. Leydecker gives me none whatever. He should put in such an advertisement three or four specialties, as novel as possible, and say a few lines about each. If he will send me some details, I shall be very glad to help him out.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

Anker's Bouillon Capsules

It's little sellable specialties like these that fill up the thin places in your profits. Make delicious Beef Bouillon, Beef Tea or Soup. Ten in a box, one to be dropped in a cup of hot water. Everybody buys them.

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

ABSORBINE

Removes the inflammation and Bunch. Restores the Circulation in any Bruise or Thickened Tissue, without blistering, removing the hair or laying horse up. Pleasant to use, clean and odorless. $2.00 per bottle delivered. Book No. 1 free.

Absorbine, Jr., for mankind, $1.00 bottle. Cures Bunions, Corns, Chilblains, Sprains, etc., quickly. Genuine manufactured only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.

AGENTS WANTED

To Solicit Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as side line.

How to Make New Trade

New trade and Cash sales are always in demand. If you will send for our new Catalog of Beautiful Premiums (*we send it without cost*) it will tell you how you can not only increase your cash sales, but also how to get new trade.

B. L. Williams & Co.
Successors to WILLIAMS, RIDGWAY & CO.
132 Market Street PHILADELPHIA

EXCLUSIVE AGENCY

to the right grocer in towns where

GOFF'S COUGH SYRUP

is not sold.

Write for special proposition.

S.B. GOFF & SONS CO., Camden, N.J.
ESTABLISHED 1872

Tourist Almoco Golden Drip

These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.

Levering Coffee Co.
Baltimore, Md.

Established 1842

PENNYWASH

A FAMILY WASHING IN 30 MINUTES FOR 1 PENNY
NO BOILING NO RUBBING
THROW AWAY WASHBOARD, BOILER & MACHINE
Absolutely harmless. Can be used in hard and soft water; saves money, bad temper, lame backs; cleans and purifies everything washable; saves coal and gas
AT ALL GROCERS
Pennywash Co. 1920 Park Ave., New York

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

DOES YOUR BUSINESS NEED A DOCTOR?

(One Account at a Time)

Patented March 20, 1906; October 29, 1907.
Other patents pending

Do you know how much to the penny is outstanding when you close in the evening?

Do you know the condition of each customer's account?

Do your customers "kick" when they settle?

Do mistakes cause customers to get angry?

"The Bennett" Account Always Posted System Cures All Business Ills!

Catalogue for the asking.

The Bennett Register Co.

No. 2 Park Avenue LISBON, OHIO

Dreams of the Road.

Out in Pittsburg, Pa., there's a wholesale grocery clerk who gave more thanks last Thursday than he ever gave before in his life.

He told me he was going to, and I'll bet he did.

This young gentleman has just had a lesson which will last him until he dies.

I get into the jobbing house where he's employed about once every three months. He has or had a fairly good job—half clerk and half store salesman; I suppose maybe he made $18 or $20 a week out of it. Anyway, he's married and got two children.

All the salesmen who get in there know that this clerk has for years simply been burning to go on the road. And knowing that, the boys have been wrongly swelling his head. He'd get 'em to talk about their road experiences and simply hang on their words.

"Oh, yes, it's a fascinating life, all right," one of 'em would tell him, "never gets stale. But you don't make enough money, old man, you don't make enough money. Just think of workin' a whole year for only $3,000!"

The fellow that said that never saw $3,000, but the clerk swallowed the josh every time. The boys simply filled him full of tales of big money and warm times. He used to listen and swallow hard and get sicker and sicker of his job every day.

I told him one day, "You don't want to believe all these lies about the road being a little heaven on earth; it ain't any such thing."

"Maybe not," he said, not at all convinced, "but I'm going to give it a try-out, all right, just as soon as I can get hold of something."

"Better go slow," I said, "if you ain't really cut out for the road you'll come an awful cropper. You've got a family, too, remember that."

Well, he started by getting hold of a little dried beef account. A little packer out in Pittsburg agreed to give him a commission on all the package dried beef he sold the retail trade.

Just about the time he got th account he had a little fuss with hi boss that in ordinary times wouldn have amounted to a picayune. Jus then, though, he was feeling chest over his dried beef account, an he got a little lippy. The dried bee man had solemnly assured him h could make $30 a week easy out o the account, so after a five-minut argument the clerk threw up a sal aried job and stepped blithlely ou on the most ticklish raft that a ten derfoot ever rode on—a busines where you can work like a nigge all day and never make a cent.

He worked on his dried beef fo ten days and made $2.67! Then h threw it up and looked up som of us to see if we couldn't get hi a chance on the road.

We all told him the same thing.

"The first question you'll b asked wherever you go," we said "will be 'where'd you work last an how much business did you do? If you've never done any business you're turned down. Nobody's go any time for learners, and nobody'l give a learner a decent territory."

He seemed a little down, but no enough to give it up yet. The fel low had some pluck.

Next he managed to get anothe little local account—a new sauc that the canny manufacture wanted introduced at the salesman' expense. That was commission, to —10 per cent., if I remember right

He worked on that six days an didn't sell a case! With this he ha a few little outlying towns, to whic the manufacturer kindly paid hi carfare. But for his solid week' work he didn't draw a dollar!

The head bookkeeper for the job bing house where the clerk used t work told me the rest. On Monday morning after the week's work o the sauce his old employer got a letter which he said after he rea it was the most pathetic he had ever received in his life.. The clerk's wife was sick with appendicitis, he had never saved any money out o his salary, for three weeks not a penny had come in, and they were clean down and out. Would he give him his old job back?

Well, the jobber had a heart an he did. The bookkeeper told me that when that poor devil walked in the next morning and opened his old desk, the tears of pure joy rolled down and wet the blotter.

Has he any more fine dreams of the road? No, and he never will have I'll bet that poor fellow went

rough hell in those three weeks. ve had little tastes of it in my early ays on the road. Going from town o town, store to store, everybody ndifferent, curt and sometimes of- ensive, spending the evenings after weary day that didn't earn you a ou, in little homeless hotels with othing to do but to wonder what ———you'd do if you didn't do some business; doing this all over again the next day, fairly itching to smash the face of some dealer who wasn't man enough to give a salesman a decent word if he couldn't give him an order—by gravy, there's no experience like it!

Take my advice and don't go on the road unless you're cut out for it.

THE STROLLER.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best plained by the letter which appears below, and which was recently sent to the Grocery World." In the hope that a little such matter may be of interest and value "Grocery World" readers, a short educational article along the lines indicated will ppear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Mace.

This is the skinny substance or nner membranous covering in vhich the true nutmeg (Myristica ragrans) grows, in a similar way s the involucre which envelops the ommon filbert.

It is first of a bright red color, ut when pressed out flat and dried n the sun it assumes a yellowish r light brown tinge, and possesses pleasant aromatic smell, with a varm pungent taste. In curing it or market it is steeped in sea water nd afterwards well dried. Besides vild varieties there are, as with nutnegs, two kinds cultivated—the green, from the long nutmeg, which s darker in color and inferior in lavor and aroma; and the "Royal," which furnishes the finest and best nace, firm, flexible and oily.

Mace is extensively produced in Sumatra, Mauritius, Cayenne, Martinique and West Indies. It mostly reaches this country from Penang and Singapore in 100-pound bags, which should be tightly pressed to preserve the aroma.

Pure mace contains about 11 per cent. of water, 42 per cent. of alcoholic extract, and 2 per cent. of ash.

It should be chosen fresh, tough and of bright color, with rich fragrant odor and oily interior. The smaller pieces are considered the best. The qualities are usually classified as Finest Pickled Flake, Fine, and Ground. It has been found adulterated with a Malabar product, very like mace in appearance, but without any spicy flavor of its own, and when chewed has a resinous taste.

Mace is also sometimes deprived of a great portion of its essential oil by distillation, and sometimes mixed with wild mace.

—

Madeira Wines.

These are the well-known wines produced in the island of that name.

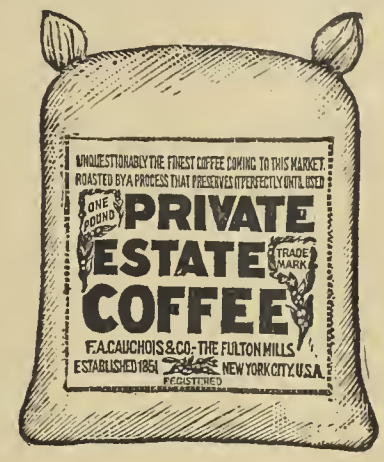
There are, of course, several kinds made there, the principal varieties being Malvasia, Bual, Sercial, Tinta and Verdelho; but the best Madeira is one of the choicest of the fortified wines, is of strong body, sweet and full flavored, with excellent bouquet.

It is produced from a mixture of black and white grapes, and its sale appears to be on the increase, though the consumption cannot be much enlarged because of the limited area of the island.

Madeiras usually contain 10 to 12 per cent. of pure alcohol, and are somewhat darker in color than sherries. Like ports, their quality improves very much with age.

Madeira requires great care in decanting, and the vessel should be quite as warm as the wine that enters it.

Make a Specialty of Private Estate Coffee



The nicest, smoothest drinking coffee that has ever been introduced to the trade is **Private Estate.**

It is the *one* coffee that you can make a specialty of that will redound to your benefit. It will appeal to every customer who tries it to such an extent that they will never be content to use any other. It is uniquely packed in one-pound burlap bags. Another feature of importance to you is that it carries with it Universal Coupons.

F. A. CAUCHOIS & CO.

The Fulton Mills *33-34 Fulton Street, NEW YORK*

Philadelphia Branch, 139 S. Front Street

THE CORN WITHOUT HULLS

The Kernel of the Corn Alone

The only Canned Corn on the market which contains no hulls is the **Winorr** brand. By a special device we extract the kernel and throw away the tough hulls, leaving a most nutritious and delicious corn product that your trade will thank you for introducing to them. Every grocer should be selling the **Winorr** brand, under which we also pack Sauer Kraut, Dry Mince Meat in cartons, and the finest Salad Dressing on the market.

The Pressing & Orr Company, Norwalk, Ohio

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

BLOOKER'S COCOA
IS A LUXURY TO THE PALATE
A NECESSITY TO THE STOMACH
AN ECONOMY TO THE POCKET
ALL GROCERS SHOULD HAVE IT
American Depot, 46 Hudson St., New York
In stock by H. KELLOGG & SONS, 19 South Front Street, Philadelphia, Penna.

YOU SEE IT COMING

FILLING A GLASS LAMP FONT is a very simple operation because the surface of the contents is seen rising toward the top. **Carelessness** is the **only excuse** for pouring in **too much** and going **beyond** the capacity.

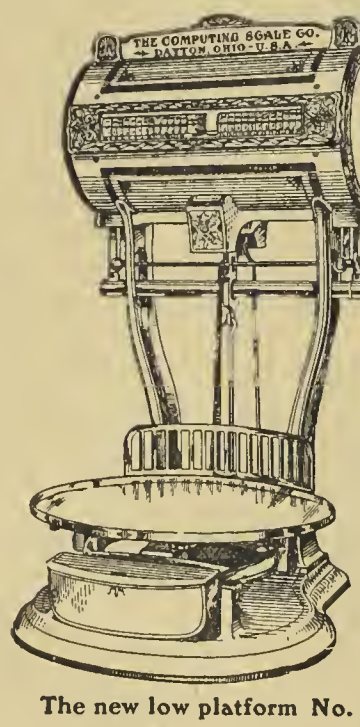
A METAL FONT is not so easily filled because you can **only guess** how much is in it. **Experience** may enable you to guess **fairly close** but **absolute accuracy** is **Impossible.**

OLD STYLE SCALES present the same difficulties. No weight is shown until you have **too much** and the scale goes down. You must either **take a little out** or suffer a loss.

MONEYWEIGHT AUTOMATIC SCALES show at all times the weight on the scale and you pour on the goods until the **correct weight** or **money value** is indicated. This means a prevention of loss and a saving of money.

OLD STYLE scales **prevent** you from **seeing** their defects with the accompanying loss of merchandise and profit.

We ask the opportunity of showing you what it amounts to. The coupon will send our representative to you.



The new low platform No. 140 DAYTON Scale

Date.....
Moneyweight Scale Co., 35 State St., Chicago.
Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.
This does not place me under obligation to purchase.
NAME.....
STREET and NO.....
TOWN.....
STATE.....

Moneyweight Scale Company

The Computing Scale Company. MANUFACTURERS DAYTON, OHIO.

35 STATE STREET
CHICAGO

Can You Use a First-class Cash Register If We Make You a Present of It?

If you can, write to us and we will give you a description of the machine. There are no strings to this offer; we make it simply to advertise our **General Macomb Cigars.**

FAVORITE CIGAR COMPANY, Detroit, Mich.

National Retailers.

The secretary of the National Retail Grocers' Association has written to the United States Secretary of Agriculture protesting against Dr. Wiley's idea of calling corn syrup glucose. The letter is as follows:—

Hon. James Wilson, Secretary of Agriculture:—
Dear Sir:—We have just been advised that Dr. Wiley and his associates have about decided to rule that "corn syrup" is to be labeled under the old "glucose" label. I am authorized by the directors of the National Association of Retail Grocers to at once communicate to you our opposition to this change.
The obnoxious word "glucose" will materially injure or interfere with the sale of "corn syrup."
If, as we suppose, "corn syrup" is a healthy product made from corn, then we would ask you use your influence in leaving it under the brand of "corn syrup" rather than to change to "glucose."
Yours very truly,
JOHN A. GREEN,
Secretary.

Atlanta, Ga.

The Atlanta (Ga.) Wholesale Grocers' Association and the Atlanta Fruit and Produce Exchange have warned the retailers of the city that credits must be drawn tighter. The wholesale grocers have sent the following letter to each retailer in the city:—

Dear Sir:—Realizing that our success depends on the condition of the retail men, we make a few suggestions, which we hope will be considered and perhaps do good.
Facts that face the mercantile world at present are more strenuous than usual; the cost of all merchandise from first hands has reached the highest average level in twenty years and great care should be used not to continue the old selling prices, which will cut out all profit.
At best the retailer can make only 5 per cent. net on gross volume of business done—it is impossible to figure how you can keep selling at the old prices, because others are reported to do so, when goods have advanced at least 10 per cent. and you used to make not over 5 per cent.
Study your cost per unit and add profit to each article or your bills will push you out of business.
Wages are high at present and people should be able to pay, but here is even a greater danger than high prices and still the prices have a great play on it—credits.
Some salaries and wages have not been increased and will not meet the now larger bills for the same amount of necessities.
A few families are being thrown out of support by stopping of work by corporations due to the tightness of the money market, some of the wage earners are trying to drink up all the whiskey due to fear of being cut off soon, some are preparing to move to less dry States by January; it is necessary to be most careful now in your credits.
Do not ever open up an account unless the customer first spends cash with you and you become acquainted; then at the start get a statement of limit wanted and payments must be on short time. If all is not paid when due do not continue account until all is paid, then you may start over. Do not let any one get where you cannot afford to stop the account. When the limit is being approached, keep the amount down. If useless luxuries are bought and payments slow, know it means payments in the long run will not be made.
When any misfortunes come to customers, who have no tangible means of your making the money, it is your duty to let them go to the Associated Charities for aid, if you have money for such cases give it to this body who will use it for the best of all.
Get your stock in nice shape to take an inventory by January 1. Keep daily sales cash and credit, a record of goods purchased in a book and keep this book in your iron safe or take it home every night, else you won't be able to get your insurance in case of a fire. See if your policy is in a good company.
If you need advice about anything call up George H. Boynton, Bell 'phone 2018 main, and he will try to help you.
Hoping these suggestions will bear fruit, we remain,
Yours truly,
THE JOBBERS OF ATLANTA.
P. S.—High prices and credits. Use credit applications as a safeguard.

The Atlanta Fruit and Produce Exchange issued a similar letter.

French Facing High Food Problem Also.

It is a common saying in Paris that at every universal exposition the prices generally are raised for the occasion, and when the exposition is over the prices never come down again. But statistics just published show that Parisian tradesmen know how to raise the price without a universal exhibition. Since 1902 the price of bread has risen 15 per cent.; beef, 22 per cent.; veal, 14 per cent.; mutton, 25 per cent. pork, 27 per cent.; butter, 14 per cent.; cheese, 25 per cent.; fish, 50 per cent.; fresh vegetables, 15 per cent.; dried, vegetables, beans, etc. and celery, 30 per cent.; pastry, 25 per cent.; petroleum, 10 per cent. coal, 34 per cent.; charcoal, 24 per cent.; coffee, 25 per cent.; chocolate, 25 per cent.; candles, 10 per cent., and ironmongery, 25 per cent.

Think of it! Five thousand grocers in Pennsylvania alone are selling the Goff remedies. Every grocer in the country should be. The firm is making a proposition to those who are not handling their standard remedies that will enable them to make seventy per cent. profit. If you will write S. B. Goff & Sons Co., Camden, N. J., they will tell you how it is done.

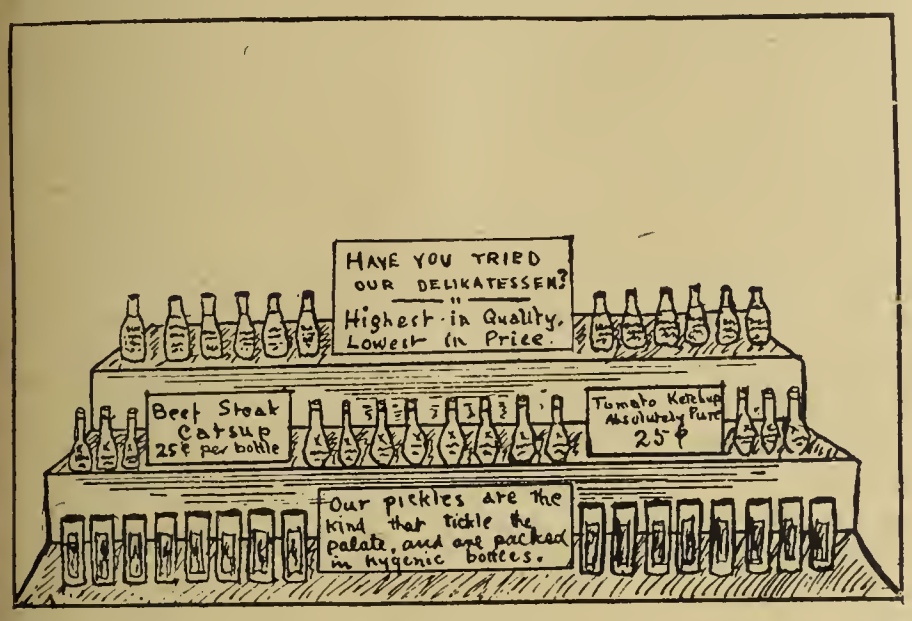
Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Delicatessen Display.

I am submitting herewith an illustration of a very simple and yet neat and attractive delicatessen window display.

Construct a series of steps out of several pieces of wood and cover them with green paper or cheap cloth. On these steps display bottled delicacies (prepared mustard, sauce, catsup, pickles, pickled onions, tomato catsup, etc), and in the positions indicated in the drawing place



cards with suitable suggestions on, such as: "Have you tried our delicatessen? Highest in quality, lowest in price and are packed in hygienic bottles, insuring absolute purity." A card or two may be placed at intervals along the rows of the bottles with suggestions as to prices.

If desired, the articles, instead of placing them in straight rows, may be placed in bulk.

The above display is very neat and the cost is practically nothing, yet at the same time it sets off the window so as to make it very attractive.

JURGEN N. A. KNOOP,
1521 Poplar street, Philadelphia, Pa.

A Holiday Window.

What is more attractive during the holiday season than a window fixed up with a Santa Claus in it?

The window here illustrated will not only attract the attention of the young folks, but the old as well. It is not expensive, as the decorations can be made by yourself or clerks.

At the back of the window make a simple imitation of a house with the end open, so as to show an open fire grate.

First put up your frame work, then cover with red cloth, and pencil with black crayon to imitate brick. Peak the roof, and on top make an imitation of a chimney, with cotton surrounding the top and left hanging over the edge in strands, to represent icicles. All this is very simply done.

Get a mask representing old Santa and place on top of chimney, with only head and shoulders showing, giving the appearance of him in the act of descending the chimney.

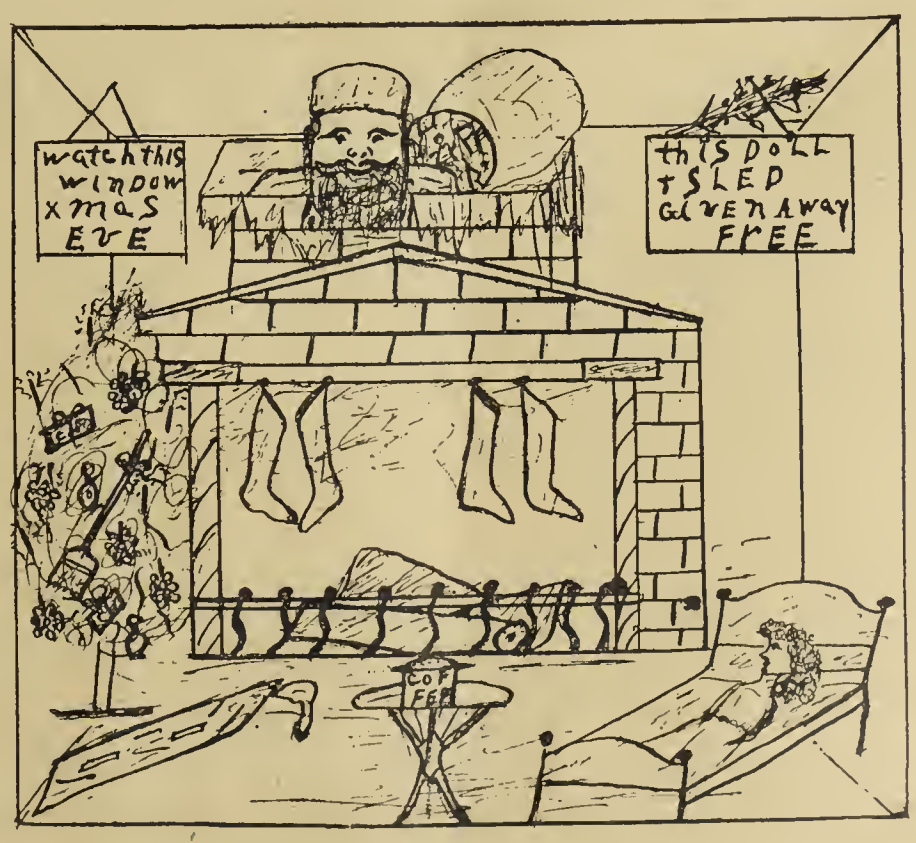
Have a bag filled either with toys or groceries placed with Santa on top of the chimney.

The fire-place can be made very realistic by placing strips of wood across the front from one side to the other, about a foot from the floor, with barrel staves cut so as to have a half-round edge, the same to be painted black, so as to make them have the appearance of iron and to imitate the fender. Back of this place pieces of logs with red lights hidden back or between them to give the appearance of fire. This will set it off very prettily at night. A candle and red tissue paper can be used for this.

Of course, with such a background you ought to have a little Christmas tree, which can be decorated with such holiday goods as bunches of white grapes, raisins, apples, oranges, etc., also toys of all kinds, not too large, however.

The window can be made still more attractive by placing a toy bed, with a doll lying in it, on one side, and a sled on the other. These might be given away in some kind of a prize drawing, if you desire.

I would suggest that in the centre of the window a table be placed, and on the table a glass jar filled with coffee and sealed. With every purchase of groceries give a ticket stating that each child under a certain age will be given a chance to guess how many grains of coffee are in the jar. The jar to be opened on Christmas eve and counted in the window.



The girl guessing the nearest to the number of grains will be given the doll and bed and the boy guessing the nearest will be given the sled. Those guessing the next nearest will be given the decorations of the tree, say the next twenty-five or until the tree is bare. The presents can be given by a boy dressed up as Santa Claus on Christmas eve.

The signs in the illustration will speak for themselves. You might stand a neat card in front of the table, calling the attention of the public to step inside the store and examine your holiday display.

This display is a change from the common run of the displays made during the year, and can be made the means of attracting lots of attention to your store.

H. J. GUNDAKER,
Manager Coffee Department of
M. S. Miller & Co.
Lancaster, Pa.

Figure This Out.

Manufacturers who have adopted premium schemes to create a demand for their products, have always given the premiums to consumers. Where manufacturers have offered an incentive to grocers to push their goods, the incentive has always been small. It had to be small, because no individual manufacturer could afford to give a grocer from his individual profits anything more important than a silk hat, an umbrella, etc. But when twenty or more prominent manufacturers, whose products are sold by grocers everywhere, set aside a part of their advertising appropriations to put into a fund to buy something substantial for the merchant, that something represents an article of sufficient value to make it worth the grocer's while to take a real interest in pushing the goods of the manufacturers who take this means of showing their appreciation of the grocer's services. That the importance of this matter may be plain to you, figure out the following: The Knickerbocker Chocolate Co., New York, gives you a quantity of Universal coupons with their Hasty Lunch Chocolate, Bedford and Blue Ribbon Cocoa. No better goods ever came into this market. Add these coupons to the ones you get with the products of the following firms and you will find you can save enough coupons in three months to entitle you to a first-class set of harness, a platform scale or a roll-top desk. In six months you can save enough to get a good runabout, in a year a good piano:

The American Premium Co., Philadelphia; Wrigley Manufacturing Co., Philadelphia; Franklin Baker Co., Philadelphia; the Porcela Co., Philadelphia; McCanna & Fraser Co., Philadelphia; John Scott & Co., Philadelphia; Weber & Loesch, Philadelphia; Wm. Dreydoppel's Sons, Philadelphia; J. W. Beardsley's Sons, New York; Dixon Crucible Co., Jersey City; Sea Foam Baking Powder Co., New York; Flodon Manufacturing Co., Boston, Mass.; Potter & Wrightington, Boston, Mass.

Within a month a number of other big local houses will join this enterprise. Don't you think this matter is important enough for you to push the goods of these firms? Don't you think the manufacturers who have been been first to recognize the grocer's right of consideration should have the grocer's hearty co-operation?

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Feeding Molasses to Horses.

Cleveland, Ohio, Nov. 25, 1907.
Editor "Grocery World."

Dear Sir:—I have seen considerable of late regarding the use of molasses as a feed for horses. Can you give me any details of same?

Respectfully yours,
R. C. STRANGE.

Those who have tried it say that the use of low-grade molasses greatly cheapens the cost of feeding horses, while at the same time increasing their efficiency. As an illustration of the advantages of feeding molasses sprinkled on cut hay to horses working hard, the Lawrence Agricultural Company, of Louisiana, formerly had an expense of $120 per month for rolled barley; this, by the use of twelve barrels of molasses at $1.25, or $15, was reduced to less than half. The hay used was volunteer, cut in April, full of salt grease, weeds and burr clover. An experiment in feeding this weedy hay without the use of molasses was that about one-half was wasted, making it impracticable to try to use it for a working team. It had been offered for sale at $2 per ton, but was rejected.

The method of feeding is to cut it up with a hay cutter, then to sprinkle it with three quarts of molasses, diluted, over twenty pounds of hay per day, using together with the same about seven pounds of rolled barley per head per day. The result was that the horses, although continuing their hard work, not only held their own, but stood their work better than on grain and are to-day sleek and in good spirits.

To summarize: The cost of feeding twenty-three head of horses one month:—

Rolled barley, 4 tons at $30.....	$120 00	
Best barley hay, 10 tons at $12.....	120 00	
		$240 00
Molasses combination—		
13,800 lbs. Volunteer hay at $2....	$13 80	
Cost of cutting at $1.25 per ton....	10 35	
12 bbls. molasses at $1.25	15 00	
Two tons rolled barley at $30....	60 00	
		$99 15

Thus it is seen that the expense is reduced to less than one-half, while the rolled barley still is the greatest expense item. The comparison between ten tons of best hay and less than seven tons of volunteer hay shows a discrepancy, for the reason that the volunteer hay was all eaten when treated with molasses, while even the best barley hay fed dry necessitates a great deal of waste. By the use of molasses the volunteer hay was equally as good for the purpose as it was all eaten up clean when the molasses was sprinkled over it. Later, the item of rolled barley will be further reduced and probably cut out altogether. The principal difficulty in regard to the future use of molasses as above illustrated, is that there is such a demand for it in the manufacture of vinegar and denatured alcohol that it is not available during several months of the year.

* * *

To Buy Novelties.

Scranton, Pa., Nov. 22, 1907.
Editor "Grocery World."

Dear Sir:—After reading your "Grocery World" several times I decided to ask you if you will kindly send me a few names of firms who sell useful household (10-cent) novelties. By doing so you will oblige, Yours truly,

S. P. WILLIAMS.

P. S.—Such as knife sharpeners, potato peelers, etc. Inclosed find stamped envolope for an immediate answer, if you please.

Wm. Hodges & Co., 9 South Second street; Union Novelty Manufacturing Co., 1433 North Front street; Practical Novelty Co., 427 Walnut street; Globe Novelty Co., 255 North Ninth street; S. W. Woolworth, 45 North Eighth street, all Philadelphia.

Spanish Olive Crop Promising.

The crop of Spanish queen olives is quite promising, and the appearance of manzanillas is very good—so much so that it is almost certain that three-fourths of the crop will be gathered. Prices have increased slightly on account of the healthy condition and size of this fruit. The zorzalenas, or small fruit, from which the olive oil is extracted, will probably contain very little oil, owing to dryness caused by the excessive heat and lack of water earli in the season.

Another Food Commissioner Enjoined.

The manufacturers of map syrup, both pure and mixed, wh have been for a long time waging contest with Food Commissione Bird and his associates in Michiga against the rights of mixed tab syrups, have won an importa point against the Commissioner the form of a decree from Judg Stone of the Circuit Court, r straining the Commissioner fro prosecuting the manufacturers interfering with the sale of the products as infractions of the Mic igan law. It appears that the syru in question labeled "Maple an Cane Syrup" was shipped into t State, and had been for some tim by the Pierre Viaus Maple C The Commissioner has long he that such syrup must be labele simply "Syrup" without sugges ing their ingredients. The Cou holds that a blend of maple an cane syrup is a mixture or com pound and that in the case at bar was properly labeled.

Look! Look! Look

I will build you a push cart of any description for $15, and guarantee it for one year.

B. HAWKINS' SONS
609 Lombard Street PHILADELPHIA, PA

SHOW CARDS AND POSTERS

When properly used make the sale of goods easy. *We have nearly anything you can use already printed* at prices *so low* that you cannot afford to be without them.

GROCERS' PRINTING COMPANY
108 N. Front Street, Philadelphia

Slices Everything from 6-pound Knuckles to half-ounce Ends.

EXPERIENCED DRIED BEEF EXPERTS

Pronounce Johnson's "Eversharp" Slicer Better Than All Others

Because it slices soft, moist cured beef in thin full size perfect slices.
Because it cuts every sinew in the beef without tearing the slices apart.
Because it slices up every little scrap in thin perfect wafers.
Because it will slice six pounds perfectly in fifteen minutes, forty slices to the inch.
Because when dull the keen razor edge is restored in a minute. Only one machine allowed in the town. Only one place to buy moist cured beef sliced to perfection. If the machine don't make good don't keep it. If your dried-beef business don't improve at once; if it don't prove the best advertisement the store ever had; if it don't save enough time and labor to pay for the machine; if the saving of small scraps, sliced up in thin salable slices, or the general satisfaction of being the only dealer in town able to sell sandwich-sliced beef that beats the world—if this is not worth three dollars a month to you, send the machine back, and stop the expense.

But as long as every machine is earning 20 to 150 dollars a month in profits—no one wishes to return one.

Send for a few sample slices and admire **Libby, McNeil & Libby's** best dried beef sliced as no other machine can slice it.

A. W. JOHNSON, New Brunswick, N. J.

Dr. Wiley Now Openly Denounces Use of Sulphur in Dried Fruits and Molasses.

Issues a Statement Reporting Experiments Made in It and Says He Has Proved It Injurious. Declares That the Verdict Must Be Against Its Use in Any Food. Experiments Tried on Another Poison Squad and Drug Administered in Capsules.

The Federal Food Board has sent the "Grocery World" during the week a statement regarding the use of sulphur in molasses and dried fruits, which gives small comfort to those who hoped that the Government had decided not to interfere with this practice.

The statement is an official report by Dr. Wiley of the results of some experiments made by him with the use of sulphur in the products named. As in all of his experiments, the subjects were a class of young men, and the sulphur was administered to them in capsules, a method of administration unsparingly denounced by many of the leading chemists of the country.

The result of the experiments is summed up by Dr. Wiley in these words: "The verdict which must be pronounced in this case is decidedly unfavorable to the use of this preservative in any quantity or for any period of time."

Nothing more important has come out of the Department of Agriculture for several months, and for that reason a substantial part of the statement is reproduced:—

The relations of sulphurous acid to health are perhaps of greater importance than those of the preservatives already studied—namely, boron compounds and salicylic acid and its salts. The reason of this is found in the fact that the use of sulphurous acid at the present time is more general, and in certain classes of food products, according to the statements of manufacturers, more nearly approaches a necessity than is the case with boron or salicylic acid compounds.

Sulphurous acid in some form is extensively employed in many technical operations in the preparation of foods. This is especially true in the production of wine, in the preparation of evaporated or desiccated fruits, and in the manufacture of molasses. The problem presents itself under two aspects—namely, the use of sulphurous acid or its compounds for technical purposes in the preparation of foods and its application to the finished products as a preservative.

In the preparation of foods, sulphurous acid is chiefly employed in the form of the fumes of burning sulphur, applied either to the food products themselves in the course of manufacture or to the containers in which the food products are held.

When sulphurous acid is used as a preservative for food products after the manufacture has been completed, it is usually employed in the form of bisulphite of lime or some similar preparation. Sulphurous acid has the property of uniting with certain organic radicals, such as aldehydes and some sugars, to form compounds which are more or less stable, and in this form it is known as combined sulphurous acid. When it exists in the form of an absorbed gas or in combination with an ordinary metallic base, such as soda, potash, or lime, it is said to be in a free state. Combined sulphurous acid is set free from the organic combination by treatment with an acid with the aid of heat or with a dilute alkali in the cold.

In the accompanying report the effects of the combined sulphurous acid are not to be considered, except in so far as the combination takes place with the foods with which the sulphurous acid may be mixed after entering the stomach. The purpose of the investigation is, therefore, to determine practically the effect of free sulphurous acid—that is, sulphurous acid in a gaseous state absorbed by water or united with a base—rather than the effects of combined sulphurous acid. In no case has any question been considered in these investigations relating to the food value of the organic sulphur existing in proteids and other foods.

It is true that probably in the process of digestion complete saponification of the combined sulphur compounds takes place, so that finally they appear in the small intestines in a free state—that is, as sulphurous acid or sulphites—and are then oxidized to sulphuric acid, as is the free sulphurous acid, during the metabolic processes.

Practically, in the technical use of sulphurous acid in the manufacture of food products only the fumes of burning sulphur are employed. Desiccated fruits, pared or unpared, are subjected, after the removal of the pit or core, to the fumes of burning sulphur in what is known as a "sulphur box."

In the manufacture of syrups and molasses it is quite customary to expose the freshly expressed juices of the cane to the fumes of burning sulphur. The "sulphur box" used in this case is so constructed that the juice, falling over shelves by gravity, absorbs the fumes of the burning sulphur arising from the box, which to this extent serves as a chimney. The sulphur dioxid becomes incorporated with the components of the juice, forming more or less stable compounds which are not entirely broken up by subsequent boiling. The sulphur in this form, as well as that which may still be present in the free state—that is, either as an absorbed gas or in combination with metallic bases—passes into the finished product. When sugar is made the sulphur compounds are concentrated in the molasses and this concentration becomes greater in proportion to the number of crops of sugar crystals removed. In very low grade molasses the sulphur naturally occurs in extraordinarily large quantities.

Five reasons why it is to YOUR interest to push only the Exton.

1. It is the finest oyster cracker ever made.

2. It is so often imitated it is being continually endorsed by its competition.

3. It goes a long way toward making a **poor** oyster stew **good** and it makes a **good** stew **perfect**.

4. You can't find a consumer anywhere who has used the **"Exton"** oyster cracker who will tell you any other oyster cracker is as good.

5. The above statements are **proven** conclusively by the fact that the Exton cracker has been on the market **60 years**

A. EXTON & CO.
TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers, Stamped "Exton"

"The Best Known *and* Known as the Best"

"X-MAS PRESENT"

USEFUL AND BEAUTIFUL

No other firm could afford this but us

This is the first time we have ever made this offer—this beautiful 4-piece set of Silverware (guaranteed); full size for family use packed in case; **for only** **97c**

It is done solely to advertise our product and only one set will be sent to each family, with **positively no duplicate orders.** The plate is heavy and the pattern one of the latest and most fashionable—the famous "Rose." The pieces are **Fit to Grace any Table and Will Last for Years.**

ORDER TO-DAY—This price includes all packing, shipping and delivery charges prepaid to your door. Send cash, money order, or 2c. stamps to

Rogers Silverware Co.
Dept. C. No. 114 Fifth Ave., New York

Attention!

Mr. Grocer, did you ever stop to think that very often the cheap prices quoted you are in excess of the quality of the goods you buy?

Lustre Lamp Chimneys

are the one price to everyone, made by union workmen and from the best material money will buy. A trial will convince you

R. E. TONGUE & BROS.
Allegheny Ave., Amber & Collins Sts.
PHILADELPHIA
BRANCH, NEWARK, N. J.

In the preparation of evaporated apricots, peaches, pears, and mandarins sulphuring is practiced for the following reasons:—

1. To produce as clear and intense a yellow color as possible.

2. To conceal decayed portions of the fruit which have been overlooked in trimming.

3. To prevent fermentation and decay during the drying of the fruit.

4. To protect the fruit during drying from flies and other insects the larvae of which would otherwise develop after the fruit was stored.

5. To kill the cells of the fruit and thus make the texture more porous, which expedites drying.

In the application of the fumes of burning sulphur in the preparation of evaporated apples the principal object appears to be the preservation of the color of the finished product. Fruits which have been sulphured before evaporation seem to have a lighter color than those which are dried without sulphuring. At the same time it is well known that highly sulphured fruits are preserved with a lower degree of desiccation than those not sulphured, and for this reason a greater weight of of fruit is produced from a given weight of the raw material when sulphur is used. It is not difficult to preserve a water content of 30 per cent. or over in the finished product when liberal sulphuring is practiced. The use of sulphurous acid also makes it easier to protect the finished product from mold and fungous growths in general after manufacture. That excessive quantities of sulphur are not necessary for the production of evaporated fruits of pleasing appearance is well attested by analytical data obtained by the examination of fruits purchased in the open market having a light and pleasing color and at the same time containing only a small quantity of sulphurous acid. On the other hand, it is quite easy by certain forms of treatment during the process of manufacture to obtain a product in which sulphurous acid is present in excessively large quantities. The analytical data also show that a portion of the sulphurous acid used in the preparation of such products becomes oxidized into sulphuric acid after a certain time, thus artificially increasing the small amount of sulphates naturally present in some food products, which does not appear to be a desirable practice.

As sulphurous acid in some form is almost universally employed in the manufacture of wines, molasses, and syrups, and in the preparation of desiccated fruits, it is evident that the prohibition of its use would necessitate a radical change in methods of manufacture. This fact, however, it might be stated, has nothing whatever to do with the purposes of the present investigation. Assuming that in the manufacturing processes certain added bodies are used which are found on investigation to be injurious to health, the rational conclusion of such an investigation would be not to excuse or overlook the use of such bodies, but to institute investigations looking to their suppression. If, therefore, the results of the present study indicate that sulphurous acid, even in small quantities, is a deleterious substance when added to foods, it would be reasonable to expect that manufacturers, as well as investigators, would immediately take steps looking to the early suppression of the injurious substance. While it is not likely that such an event could be accomplished within a year or two, it is reasonable to suppose that it could be eventually brought about without any disturbance to manufacture and without any diminution in the output of the article.

In matters of this kind it is advisable to proceed when possible with conservative steps and to avoid any attempt at sudden and revolutionary changes in methods of manufacture. In all such cases, however, it will be found not only possible and desirable to make the food product in question without the use of the deleterious substances, but there is evidence to show that the products thus manufactured will be more palatable, more wholesome, and more valuable than those made according to the methods commonly used at present. Practical experiments have shown, for instance, the possibility of producing a high grade syrup from cane juice and other saccharine saps without the use of the fumes of burning sulphur. Analytical data show the presence on the market of considerable quantities of desiccated fruits of good appearance in which the quantity of sulphur is so small as to be ascribed rather to the conversion of the natural sulphur content of the product than to the addition of the sulphur in its manufacture.

In so far as the mere tint of the food product is concerned, it is not a difficult matter to familiarize the public with a tint of a different kind from that which would be produced by the use of sulphur. The only arguments of any force favoring the use of sulphurous acid in food products are those which relate either to the preservation of the food product or to its color. As the preservation of the product can be easily secured, and a slight change in color rendered familiar without working any hardship, these arguments seem to have no force whatever in justifying the continuation of the use of sulphurous acid in foods. It may be the part of wisdom in the administration of food laws to tolerate existing methods of manufacture for a certain length of time looking to their amelioration or change, but that is a question with which this investigation is not concerned.

There is reason to believe, therefore, as a result of the present studies, which have shown that the use of sulphurous acid in foods is deleterious, that a rapid change will be made in the processes of manufacture, looking to the complete and somewhat speedy suppression of its employment. The use of sulphurous acid and sulphites never adds anything to the flavor or quality of a food, but renders it both less palatable and less healthful. Every fact which has been brought out, therefore, in the investigation tends to accentuate the justness of the conclusion, namely, that the use of sulphurous acid in foods should be suppressed.

The experiments were conducted on twelve young men from the Department of Agriculture and a local medical school, who voluntarily assumed the obligations imposed by work of this kind. They pledged themselves to abide by the rules and regulations guiding their conduct during the period of the observation, to indulge in no unusual exercise or study, to pursue the ordinary tenor of their daily lives without any more variation than is incident to regular habits. They further undertook to eat only the food which was given them at the hygienic table, to collect and deliver for analysis the excreta of their bodies, to observe regular hours respecting sleep and work, and to report the quantity of water which was drunk away from the hygienic table. The young men were not placed under surveillance, but simply were trusted with their pledge that they would not violate any of the rules of conduct prescribed. The diet was varied so as to give a choice of meats, vegetables, fruits, and cereals, with bread, butter, milk, and coffee. Food of the best quality was purchased, free of any added preservative or coloring matter, and in a perfect state of preservation, and every precaution was used to have the food and all the appurtenances of the table perfectly sanitary.

In the form of sulphites the method of administration in capsules was practiced. This method, as in the previous investigation, was found not only to be the most convenient, but also, all things considered, the most desirable form in which to administer a substance of this kind.

Attention has been called in the previous reports to the distaste which the subject would acquire for a food product in which he knew the preservative had been mixed, and therefore less disturbance of the mental equilibrium was caused by the administration of the capsule, the envelope of which is itself a food product and would be soon dissolved in the acid digestive juices of the stomach. Moreover, in the solution of this capsule the whole of the preservative is not discharged at once into the contents of the stomach, but the capsule dissolving at different points presents gradually increasing surfaces at which solution of its contents may take place, and this, in connection with the peristaltic action of the stomach, results in a complete incorporation of the preservative with the food in the stomach in a reasonable period of time. Thus, in substances which do not possess any active escharotic action, no possible damage can be done to the walls of the stomach by this method of administration. The objections which have been made to this form of administration are undoubtedly of a merely captious character, for the purpose, if possible, of prejudicing the public against the conclusions reached. Inasmuch as the capsule is a common method of administering solid remedies at the present time the practice of the medical profession approves unanimously this method of exhibition.

These data clearly show that the administration of sulphites and of sulphurous acid in a free state in the quantities employed produces harmful effects. A tendency is manifested in practically every case to produce headache and digestive disturbances. In some cases these symptoms are not clearly marked, while in others they are extremely well defined. In many cases uneasy sensations and even pain were developed in the stomach and intestines and there were complaints of "heartburn." The occurrence of this class of symptoms during the administration of the preservative and their gradual disappearance during the after period seem to be conclusive evidence that they could have been due only to the effect of the preservative itself. There were also in some cases attacks of dizziness and palpitation of the heart. In a few cases nausea was developed to the extent of vomiting.

It was recognized, as in previous experiments, that the mental attitude of the subject might play some part in producing these symptoms, or at least might affect the description of them by the man himself. That this, however, does not exercise a dominant influence was more than established by the remarkable effects of the administration of salicylic acid, where, with the same opportunities for mental effects of a depressing character, there was manifested, on the contrary, a persistent demand for more food, the salicylic acid apparently serving as a stimulant. There is no doubt, therefore, of the fact that the symptoms which are described in the medical history are those actually experienced by the young men, any tendency to exaggeration in the reporting of these symptoms having been carefully considered at the time.

In the case ot the men who received sodium sulphite the conclusion is inevitable that the administration of this preservative in the great majority of cases causes headache, sensations of dizziness and occasional nausea, indigestion, pains in the stomach and other unfavorable symptoms. With the men who received sulphurous acid in an uncombined state, headache was very common, there was a slight tendency to dizziness, accompanied in some cases by nausea, and a feeling of exhaustion and weakness.

In general it may be said that the most prominent symptom was that of headache, which could hardly have been caused by the the imagination. This symptom was very commonly and very persistently experienced at some time during the preservative period.

The administration of the sodium sulphite was accompanied by a slight average loss of weight during the preservative period, but the full effect of the preservative in diminishing the weight of the body was shown only toward the end of the preservative period, and there was a continued loss in weight during the after period.

It appears, therefore, that the administration of sulphurous acid in the form of sulphite tends to reduce the weight of the body slowly, and that this tendency is continued for a considerable time after the withdrawal of the preservative. There was a very slight increase in the average weight of the body under the administration of the sulphurous acid in the uncombined form, which increase continued in the after period. The final average effect upon weight for the eleven men shows no change in the preservative period and a slight decrease in the after period.

The verdict which must be pronounced in this case is decidedly unfavorable to the use of this preservative in any quantity or for any period of time, and shows the desirability of avoiding the addition of any form of sulphurous acid to products intended for human food.

The House of Wilde.

For nearly a hundred years the name of Wilde has been identified with the coffee business of this country, and during all that time its reputation for honesty and fair dealing has been of the best. The founder of the firm, Samuel Wilde, always believed in giving exactly the coffee that was bought and from the beginning imported his own coffee and that was the best that could be obtained. Down to the present day the same conditions exist and the firm of Samuel Wilde's Sons Co. do exactly what the founder did—treat every one fairly, give them exactly what they buy and furnish better values than can be obtained elsewhere. They are a credit to the coffee business and we are glad to be able to call attention to them. Their address is 11 Dutch street, New York City.

ELTON J. BUCKLEY
Editor "Grocery World"
Attorney and Counsellor at Law
730-731 Drexel Building, Philadelphia, Pa.
Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted for subscribers *free of cost.* Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—One of the best businessstores in centre of Troy, doing a first-class business, consisting of groceries and meats; established 25 years. Stock and fixtures for sale at a bargain. Cause of sale, owner leaving city. Price, $800; worth $1,500. Address B, "Grocery World." 24

FOR SALE—A 1,500 candle-power Kitson Store Lamp. Has never been used, as two were bought and one was sufficient to light the store. Will sell at one-half price. Big bargain for a man that needs more light in his store. G. P., "Grocery World." 24

FOR SALE—McCloskey Account Register, good as new; Elkhart Stemsom Computing Co. Scale, only used one year, same as new; and two upright syrup pumps. For sale for want of use. Call or address to W. A. Bosserman, York, Pa. 24

FOR SALE—In Easton, Pa., an old established grocery business that will bear close investigation. Will rent store and stable. The store is large, pleasant; storeroom lighted with gas and heated with hot water, with large ice-box built in place. Owner wishes to retire from business. Address Honesty, "Grocery World," Philadelphia, Pa. 24

FOR SALE—For cash, one all-glass candy 8-foot floor show case; one all-glass cigar 5-foot floor show case; two 4-foot Enterprise syrup pumps; one 8-pound counter coffee mill; one 26-pound even balance Troemner scales; one 5-pound even balance Troemner scales; four tea-coffee canisters, base delivery, holds 35 pounds each; one 8-compartment spice canister, base delivery, holds 15 pounds each; one $125 Hallwood cash register; one combination popcorn-peanut roaster, costs $104; paper holders; oval show cases; candy trays; candy jars; candy scales. Will give discount from first cost. All in first-class condition. Must be sold by December. P. O. Box 137, Renovo, Pa. 23

FOR SALE—Grocery and meat business in city of 29,000, on the Hudson, 60 miles from New York City, doing $250 in meats and $550 in groceries. Central location. Reason for selling, accident to owner. Will sell now or in Spring. For further information, address "B," "Grocery World." 23

FOR SALE—Gents' Furnishing Goods department of well-established store in Ambridge. This department doing $1,500 a month, and can be doubled by one who can devote entire attention to it. Splendid opportunity to right man. Inquire of S. P. Kristufer, No. 1 Drawer, Ambridge, Pa., for particulars. 23

MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only $2, if satisfactory. May we send you full description?—FREE. American G. Collecting Agency, Castorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free. tf.

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 236.—In best residential district of Norristown, Pa., one of the busiest towns in Eastern Pennsylvania. Store established for twenty years. Does $22,000 to $25,000 yearly on stock of $2,000. Uses one team, but horse not for sale. Nets 10 per cent. Owner going into other business and will sell at inventory. Take about $2,500. Can be greatly increased.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price inventory.

No. 258.—On North Tenth street, Philadelphia. Store 18 x 45. Does $350 per week, two-thirds cash. Stock about $1,000. Net profits 15 per cent. Uses one team. Good dwelling connected. Owner is in other business and cannot give time. Store established for thirty years and is making money. Good chance to handle meats. Price inventory.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 to $500 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town. This advertiser will exchange for Philadelphia store, and will buy the real estate connected, if necessary.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,500-$2,800. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 315.—Near Wayne Junction, Philadelphia. Store 12 x 20 feet. Does $200 weekly, all cash. Stock $700. No team used. Small dwelling connected. Clear net profits 25 per cent. as expenses are low. Owner making business change. Price, inventory.

No. 316.—In Wayne Junction, Philadelphia. Size 18 x 25 feet. Does $300 weekly, two thirds cash. Stock $600, clear net profits 20 per cent. One team. Dwelling connected, for sale or rent. Illness cause of selling. Store thoroughly established. Will sell at inventory.

No. 317 and 318.—In West Philadelphia. Two stores owned by same owner or will sell separately. No. 1 is 22 x 30 feet, does $350 weekly, three-quarters cash. Stock $400. Nets 20 per cent., as sells many meats. No. 2 is 16 x 25 feet, does $250 per week, two-thirds cash. Stock $250-$300. Net profits 20 per cent. These stores are extremely profitable little places and can be bought at inventory prices, which means less than $1,000 each.

No. 321.—In West Philadelphia working neighborhood, not aristocratic but busy. Store 17x35 feet. Does $250 weekly, all cash, on stock of $400. Owner takes $40 in cash out of the business every week. No team. Dwelling connected. Owner retiring and will sell at price about representing inventory. This store has been established 17 years.

No. 322.—In Wissahickon, Philadelphia. Store 16x25 feet. Does $500 weekly, all cash. Stock $1,000. Nets actual 14 per cent. profit. Low fixed charges. Sickness cause of selling. Price inventory. No team, but business could be greatly increased by using one.

No. 323.—In a good section of South Philadelphia, store 18x30. Does $300 weekly, all cash. Does large tea and coffee business, which increases net profits on whole business to 15 per cent. Stock carried $500. Push cart delivery. Fixed charges low. Owner cannot get reliable manager. Price inventory. Good little dwelling connected.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 325.—In best business part of Frankford avenue, Philadelphia, store 18x35 feet. Does $300 weekly, all cash. Stock $350. Push cart delivery. Clear 10 per cent. This store is making a good cash income every week, but owner does not like the business, and wants to return to trade. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 327.—On outskirts of Philadelphia grocery, ice cream and confectionery. Only store of kind in place. Store 20x35 feet. Does $350 to $400, two-thirds cash. Good house connected. Second story used for ice cream and restaurant. Stock $600 to $700. Net profits 10 per cent. Fixed charges low and business profitable, but owner cannot attend personally and cannot get satisfactory manager. Price inventory.

No. 328.—In West Philadelphia, store 15x27 feet. Does $500 weekly, all cash. Stock $400; One team, Business thoroughly profitable, netting 10 per cent. Good house. Owner financially independent, and wishes less responsibility. Price inventory.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 330.—In nearby Philadelphia suburb, inhabited by thrifty middle-class people. Store 40x40. Does $27,000 yearly, half cash, balance weekly and monthly. Stock $1,000 to $1,500. Uses two teams. Business profitable, making 10 per cent. on sales. Real estate for sale or rent. Owners wish to dissolve partnership and will sell at inventory. They are anxious to sell, and will make low price on fixtures. Fullest investigation. Business can be greatly increased by adding meats.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONE OF THE BEST WEST PHILADELPHIA STANDS.

Located on one of the principal streets of West Philadelphia. Size 25x72 feet. Doing $550 weekly, mostly cash. Stock about $2,000. Nets 10 per cent. Uses one team. The owner is not at home in the grocery business, and wishes to retire from it. Store is very profitable, and will stand the deepest examination. Price inventory.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

PHILADELPHIA GROCERY STORE AS A BARGAIN.

A veteran Philadelphia grocer, who has conducted one store 29 years, wishes to retire. The store is in good part of North Philadelphia. Size 18x30 feet. Does $300 weekly, greater part cash. Stock now $1,000, but could be reduced several hundred dollars. Uses one team. Nets a clear 10 per cent. Real estate for sale or rent. Owner will sell stock at inventory, and to sell quickly will make very low price on fixtures.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WHO WANTS TO GIVE A GENERAL STORE FOR A GOOD FARM?

A client of ours in Atlantic County, N. J., has a 13¼ acre farm, high, cleared and level, directly on the new electric line from Philadelphia to Atlantic City and only seven miles from the latter; good house, barn and other buildings, including large chicken house and yard; two good wells; 100 fruit trees. Splendid place for profitable poultry business, owing to closeness to Atlantic City. Owner wants to exchange for general store in New Jersey or Pennsylvania. He will sell for $4,000 cash or $4,500 trade, subject to mortgage of $2,500.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

SALESMAN FOR ROYAL ELECTRIC COFFEE MILLS AND MEAT CHOPPERS.

Between now and January 1st we intend to make several changes and enlarge our sales force. We will have some choice openings for a few experienced and successful specialty salesmen, who are familiar with the retail grocery and meat trade. Men, who are workers, receive an income ranging from $3,000 to $6,000 per year. For particulars, address

THE A. J. DEER CO.,
67 Pearl St., Buffalo, N. Y. 26

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

LOOK FOR THE
GLOBE
On Hams, Bacon, Lard and Sausage; it you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.
JACOB C. SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.

"An Emblem of Purity"
Carter & Williams'
PEANUT BUTTER
Packed in tumblers and screw-top jars
Retails at 10 and 15 cents
TRY A CASE FROM YOUR JOBBER
CARTER & WILLIAMS, Mfrs.
PHILADELPHIA, PA.

Do You
handle a Cough Remedy that is guaranteed to sell and cure—one that satisfies your customers, gives you large profits, and sells without any effort on your part?
If not, let us give you our proposition—a plan that is both novel and effective. It meaus money to you and brings new customers and holds the old ones. We do not ask you to pay oue cent until you have sold the goods. Write to-day and learn about
German Fir
Dilliard Remedy Company
EAST BANGOR, PA.

FLEISCHMANN'S
COMPRESSED YEAST
HAS NO EQUAL

Just a Little Better Than the Other Fellow
If you would like to display Foreign and Domestic Fruit, just a little better than the other fellow, come to us. For many years we have made a specialty of getting ***only the best.*** We particularly want the trade of those who are built like we are. The sort of goods that bring particular people to your store are the kind of goods we are headquarters for.
R. DAETWYLER & CO.
New Market and Callowhill Streets
PHILADELPHIA

FOREIGN AND DOMESTIC FRUITS

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, December 2d. Terms, net 10 days.
First orders must be accompanied by references.

JAMAICA BANANAS.

Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag ..... $4.00 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$3.00
Fancy Brights 150-176 size, per box	3.00
Fancy Brights, 200-216 size, per box	3.00
Fancy Brights, 250 size, per box	2.50

Golden Russetts 10 to 15 cents per box less than above prices.

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.00
Fancy Bright, 80's, per box	4.50
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.25
Golden Russetts, 80's, per box	3.75

ALMERIA GRAPES.

Fine Quality, kegs, 61 lbs.	$4.50 to 5.00
Choice, kegs, 61 lbs.	4.00
Good Quality, kegs, 62 lbs.	3.50
Good Quality, kegs, 60 lbs.	3.00

NEW CROP PERSIAN DATES.

Finest Hallowee, weighing about 65 pounds, per pound	.05
Finest Khadrowee, weighing about 65 pounds, per pound	.04¼
Finest Sair, weighing about 65 pounds, per pound	.04
Finest Fard, weighing about 60 pounds, per pound	.06½
Finest Fard, in cases containing 9 boxes, weighing 13 to 14 pounds per lb.	.08

CRANBERRIES.

Cape Cod, fancy, large	$8.00
Cape Cod, Early Black, per bbl.	7.00
Cape Cod, not so dark, per bbl.	6.00
Fancy Cod, large dark, bushel crate	2.50
Fancy Jersey, medium dark	2.25

FANCY CALIFORNIA AND MESSINA LEMONS.

Fancy California, 300-360 size, per box	$4.50
Fancy Messina, 300 size, per box	4.00
Fancy Messina, 360 size, per box	3.50 to 3.75
Choice Messina, 300 size, per box	3.25 to 3.50
Choice Messina, 360 size, per box	3.00

NEW CROP TURKEY FIGS.

Extra fancy quality 5-crown, 10 to 12-pound boxes, per pound	0.12
Exta fancy quality 4-crown, 10 to 12-pound boxes, per pound	0.11
Extra fancy quality 3-crown, 10 to 12-pound boxes, per pound	0.10
Fancy quality glove boxes weighing about 14 pounds, per box	0.10
Fancy quality locum pulled boxes, 4 to 5-pound boxes, per pound	0.14

FANCY JERSEY SWEET POTATOES.

Fancy Prime, per barrel	$3.75 to $4.00
Choice Prime, per barrel	3.50
Fancy Medium, per barrel	3.00
Choice Medium per barrel	2.25

ONIONS.

REGULAR BUSHEL CRATES.

Strictly Fancy White	$1.75
Strictly Fancy Yellow	1.25
Fancy Valencia Onions, per crate	1.35

VEGETABLES.

We carry a full line of vegetables in our truck department, but as the market fluctuates daily on this line of goods, orders will be filled at lowest ruling market prices on day of shipment.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

ny subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

acked in paper-lined fancy bags or paper-lined sugar barrels.

	Per lb.
A" Java	.26
B" Java	.24
C" Java	.24
—Java and Mocha Blend	.24
—Java and Mocha Blend	.22
A" Mocha	.24
3" Mocha	.22
C" Mocha	.20
aguayra (Washed Caracas)	.18
A" Maracaibo	.18
B" Maracaibo	.17
A" Santos	.18
B" Santos	.16
C" Santos	.14
eaberry Santos	.14
A" Rio	.13
o. 1 Rio	.12
o. 2 Rio	.10
ipton Special Mocha and Java, 1 lb. cans	.27
ipton Perfection, 1 lb. cans	.20
attleship, 1 lb. packages, any quantity	.15
og Cabin, 1 lb. packages, 100 to case	.14
rbuckle's, 100 lbs. to case	
ing Bee, 100 lbs. to case ...per case	15.00

TEA.

	Per lb.
o. 25 Gunpowder	.24
o. 28 Gunpowder	.35
est Gunpowder	.45
o. 25 English Breakfast	.20
o. 28 English Breakfast	.33
est English Breakfast	.40
o. 25 Moyune Gunpowder	.33
o. 28 Moyune Gunpowder	.38
est Moyune Gunpowder	.50
o. 25 Imperial	.33
o. 28 Imperial	.35
est Imperial	.50
o. 25 Oolong	.28
o. 28 Oolong	.35
est Oolong	.45
oung Hyson	.35
apan	.35
eno ⅛ and ¼ lb. packages	.50
ilver Moon	.27
ilver Bell, 1 lb. packages	.25
alada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ...per doz.	.90

CANNED VEGETABLES.

	Per doz.
aked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb, plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
orn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.95
Standard Shoepeg, 2 lb., 2 doz	.90
Standard, 2 lb., 2 doz	.80
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
eas—	
Foote & Co., extra sifted, 2 doz.	1 45
Belle Brand, 2 doz	.90
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	1.00
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz.	1.20
French, extra fins, 100 in case, per case,	18.50
in Money Combination—	
2 lb., 2 doz	.90
idney Beans—	
2 lb., 2 doz	.75
ima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1.25
Little Darling, 2 doz	
umpkins—	
3 lb., 2 doz	.95
Gallons	
tring Beans—	
2 lb., 2 doz	.85
in Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	1.10
1 lb. Pulp, for soup	.48
uccotash—	
2 lb., 2 doz.	.95
omatoes—	
Pin Money, whole, 3s, 2 doz	.95
Standard, 3s, 2 doz	.92½
Gallon, ½ doz.	3.15
Fair Quality, 3s.	.90
2s, 2 doz	.80

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1 45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.60
Beaver, ½ lb., flat, 8 doz	2.30
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	1.20
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.10
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.05
Blackberries, 2 lb., 2 doz	1.25
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.50
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 50
Grated Pie Pineapples, James, 3 lb., 2 doz.	.95
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1 50
Standard Peaches, Rialto, 3 lb., 2 doz	2.50
California Apricots, 2 doz	
California Cherries, 2 doz	
California Peaches, 2½ lb., 2 doz	
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.12½
Evaporated, 1 lb. packages, 4 doz	13
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.14
Best, 25 lbs	.15½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ...per doz.	.08½
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	.06½
Stuffed, 1 lb ...per doz.	
New Prunes—	
30- 40, 25 lbs	
40- 50, 25 lbs	.09
50- 60, 25 lbs	.08½
60- 70, 25 lbs	.08
70- 80, 25 lbs	.07½
80- 90, 25 lbs	.07
90-100, 25 lbs	.06½
100-120, 50 lbs	.04¾
Raisins—	
3 Crown, 50 lbs	.08½
2 Crown, 50 lbs	.08
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs ...per box	2.10
Seedless Muscatels, 50 lbs	
Seeded, 36 1 lb. packages	.11
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¾
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.04
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, Large Sack	.90
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ...per cwt.	.95

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.60
Lady Washington Beans, about 200 lbs. to bag	2.75
Green Peas, dried, about 165 lbs. to sack	
Black-Eyed Peas	2.20
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06½
Imported Lima Beans, about 90 lbs. to sack	.06½
Split Peas, 210 lbs ...per bbl.	7.90
Less quantity	.04
Lentils, about 100 lbs. to sack	.08¾

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O.	.45
Kingsland, N. O.	.35
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
Orange Brand Syrup	.35
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz.	1.90
California Amber Drips, 2½ lb. cans	2.20
California Amber Drips, 3 lb. cans, 2 doz.	2.50
California Amber Drips, ½ gal. cans, 1 doz.	2.15

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.80
Fine Granulated, 100 lb. sacks	4.80
Confectioners' A	4.75
No. 1, A	4.75
Light Yellow	4.25
Fine Granulated, 2 lb. bags	5.10
Fine Granulated, 5 lb. bags	5.00

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.35
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.65
Red Cross, 4 doz	4.60
Star, 4 doz	4.65
Dime Brand, 4 doz	4.00
Lion, 4 doz	4.60
Premium, 4 doz	4.35
Hires' Silver, 4 doz	4.75

EVAPORATED CREAM.

	Caso.
Gold, double size can, 4 doz	4.35
St. Charles, 4 doz	3.90
Cur Pet, large size, 4 doz	3.75
Our Pet, baby size, 6 doz	3.00
Peerless, small size, 4 doz	2 20
Pcerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Sllver Cow, 6 doz	2.75
Van Camps, 4 doz, in cans ...pcr can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ...per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ...per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl White Floating	100	4.00
Ark	100	2.20
Babbitt's	100	3.75
5 box lots freight paid, with 1½ box "1776" or 100 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3.75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2.40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	60	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.50
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3.90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small sizc	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish-Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	.40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wriglcy's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hocfner's Crystal, with spoons	24 pkgs.	1.00
Old Dutch Cleanser, 4 doz.		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.80
Fancy, quart jars, per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.83
Blended, good	.30
2-lb tins, 3 dozen, per case,	2.80
Qnarts, 2 dozen, per case,	2.80
Sngar Syrnp—	
Pure, extra fancy	.85@.88
Pure, choice	.24
Blended, fancy	.82
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen, per case,	1.95
Tins, 2½-lb., 2 dozen, per case,	2.30
Tins, 8-lb., 2 dozen, per case,	2.50
Tins, 5-lb., 1 dozen, per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, connt 85@95	40.00
Georges, count 110@115	25.00
Shore 2s, count 225@250	30 00
Medium Irish 2s, count 450	22.00
Norway, count 400@450	25 00
Norway, count 300@350	28.00
Norway, count 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.13
Halibut, fancy chunks, Iceland, 20 lbs	.20
Bloaters, Cromarty, 100s	2.00

TEAS.

Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
mperial—	
Common to fair	.20@.25
Snperior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Yonng Hyson—	
Common to fair	.15@.18
Snperior to fine	.22@.80
xtra fine to finest	.35@.40
ɔoicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Snperior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
ɔng—	
ɔmmon to fair	@.15
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
onchong—	
Common to fair	.16@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.86
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.18½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 8	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia bnds	.35
Cinnamon, Mats	.10½
Cinnamon, Twaio	.17
Cinnamon, Ceylon	.21@.27
Cinnamon, Batavia	.25@.80
Cinnamon, Saigon	.70
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.22
Cloves, Penang	.88@.85
Ginger, African	.08
Ginger, Jamaica, bleached	18½@.20
Ginger Jamaica, nnbleacned	.19@.20
Ginger, Calcutta	.08
Nutmegs, 75–80s.	.25@ 35
Nutmegs, 105–110s.	.18@.20
Nutmegs, 130–140s.	.15@.18
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Extra white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif.	4.50
Tips, green, 1s	4.10
Tips, white, California, 1s	4.30
Beans, Baked—	
Standard, plain 1s	.50@ .55
Standard, plain or sauce, 2s	.75@ .80
Standard, plain or sauce, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.50@1.60
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1 25
Standard	1.10@1.15
Soaked	75.@ .80
Beans, Stringless—	
Fancy 2s	2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cnt	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 15@1.20
Fancy New York 2s	1.00@1 10
Standard New York 2s	.95@1.00
Maryland 2s, Maine Style	.75@ .80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.30@1.35

—3—

Telephone 2s	1.20@1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@ .80
Succotash—	
Extra fancy Maine 2s	1.25
Fancy Maine 2s	1.10@1.20
Extra standard 2s	.95@1 00
Pumpkin—	
Fancy, 3s	1.00@1.15
Fancy, gallons	2.50
Sqnash—	
Fancy 3s	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey	1.60
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3 40
Gallons, extra standard Maryland	3.00
Quarts, glass jars	
Beets—	
Fancy Strawberry 3s	1.50@1.75
Cnt 3s	
Sweet Potatoes 3s	
Saner Krant 3s	.80@1.10
Spinach—	
Standard Maryland 3s	1.45@1.50
Fancy New Jersey 3s	1.50@1.75
Gallons	4.75

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	
Extra standard White 2½s	3.50
Standard White 2½s	3.00
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Fancy 3s	
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.75
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s.	3.50
Extra standard 2½s	

EASTERN.

Pears—	
Choice New York 2s	1.50
Choice New York State 2½s	2.25
Standard 2s	1.25
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s.	
Plums, gage, 3s	
Apples—	
Gallons	3.25
Strawberries—	
2s, fancy	8.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	4.50
Flat ½s	2.50
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	
Red 1s	1.35@1.40
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.10
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.11½
Smyrna Sult., fancy, 6 cr., 30 lbs	.14
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	.08
California, 4 cr., 50 lbs	.09½
California, 3 cr., 50 lbs	.08½
California, 2 cr., 50 lbs	.08
Figs—	
Baskets, 1 lb. and 2 lb.	.15 @.18
Layers, 2¾-in., 10 lbs.	
2½-in., 12 lbs.	.10½
2¼-in., 12 lbs.	.09½
2-in., 12 lbs.	.08½
Cnrrants—	
Fancy, 1-lb. cartons	.11
Cleaned, 1-lb. cartons, choice	.08½
Bnlk, choice, 50 lbs.	.08½
Natnral, choice	.07½
Citron—	
According to quality	.19@ .23
Lemon Peel—	
According to quality	.13@ .14
Orange Peel—	
According to quality	.13@ .14
Fard Dates—	
60 lbs., bulk	.07½
1-lb. pkgs., 80-lb. case	.10
Persian Dates—	
60 lbs.	.07
Prnnes, California, 25-lb. boxes.	
Epineuse, 20x30	
30x40, choice	.11
40x50, choice	.09½
50x60, choice	.07½
60x70, choice	.07½
70x80, choice	
Choice, 50-lb. box—	
60x70, 80x 90	
70x80, 90x100	
Prunes in cartons—	
Fancy 40x 50	.11½
50x 60	.10
60x 70	.09½
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.09
40x50	.08
Apples—	
Fancy, 50 lbs.	
Fancy, 1-lb cartons	
Prime, 50 lbs.	.11½
Choice, 1-lb. cartons	
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.15½
Extra Choice Mnir	.14½
Apricots—	
Royal, extra fancy, 25 lbs	
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.26
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.39 @.46
Valencia, 28 lbs	.33 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.21
French Princess	
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.12½
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.12 @.14
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	
Marbots, 110 lbs	.16
Cornes, 110 lbs	.13
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	14.50@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ½s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	18.00@20.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.	.06@ .09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

ny subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.	Column.
gs	27
e Poultry	45
tern Turkeys	45

DECLINES.	Column.
Hominy	29
Raisins	36
Hams	43-44
Lard	44
Dressed Beef, City and Western	44
Dressed Hogs	44

ADDITIONS.	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

COL.
rm Cash Drawer 33
m 47
munition 4
e Grease 5
s, Paper 41
and Twine Holders 33
ding Powder 5
ley 29
kets 62
h Brick 59
ns 29
cking, Shoe 6
ing 6
ax 47
oms 61
shes 63
kwheat Flour 28
g Borers 33
chers' Sundries 44
ter Dishes 62
ter 7
ter Color 47
nphor 47
dles 15
dles 7
ned Goods 8
alifornia Fruits 10
egetables 8
ish 12
le Fruit 10

COL.
Sardines 13
Meats 13
Soups 15
Can Openers 33
Capers 27
Caps, Gun 4
Catsup 16
Cereal Specialties
Cereal Coffee 36
Cheese 27
Chocolate and Cocoa 17
Chewing Gum 51
Cider 50
Clothes Pins 62
Cocoanut 21
Codfish 35
Coffee 3
Essence 3
Chicory 3
Coffee Mills 32
Cooking Herbs 8
Condensed Milk 20
Cream 21
Condensed Mince Meat 38
Corn Meal 29
Corn Starch 58
Cottolene 26
Cracked Wheat 29
Crackers, Cakes, etc 22
Cranberries
Cutters, Dried Beef 33
Tobacco 64
Delicatessen 22

COL.
Dressed Meats 44
Drugs, Grocers' 47
Eggs 27
Essence of Coffee 4
Extracts 48
Fancy Groceries 27
Farina 29
Farinaceous Goods 29
Faucets 33
Canned Fish 12
Fixtures 32
Flour 28
Flour, Self Rising 28
Flour, Buckwheat 28
Fly-paper 59
Food, Bird 59
Fruit Butters 46
Fruits, Domestic, Dried 35
Fruits, Foreign, Dried 35
Fruits, Green
Gelatine 31
Ginger, Jamaica 47
Gravel, Bird 59
Grocers' Fixtures 32
Herring 34
Hominy and Grits 29
Honey 36

COL.
Ink 37
Insect Powder 48
Ironing Wax 59
Jams 46
Jars and Jar Rubbers 7
Jellies 46
Junket Tablets 50
Ketchup 16
Lamp Goods 37
Lard 44
Lemons and Oranges
Lentils 29
Licorice 47
Lime 37
Live Poultry 45
Lye, Concentrated 37
Macaroni 32
Mackerel 34
Maple Sugar and Syrup 60
Matches 37
Measures 33
Meat 44
Mince Meat 38
Molasses 60
Mucilage 59
Mustard 57
Mustard, Prepared 57
Marmalade 46
Noodles, Egg 29

COL.
Nuts
Oat Meal 29
Oils 39
Oil, American 40
Olive Oil 40
Olives 39
Paper 41
Paper Bags 41
Peanuts
Peas, Dried 29
Pepper Sauce 52
Pickles 42
Pickled Meats 42
Plum Pudding 46
Pork and Beef 43
Potash 37
Potato Chips 42
Poultry Seasoning 45
Poultry, Dressed 45
Poultry, Live 45
Powder, Rifle 4
Preserves 46
Provisions 43
Pudding 31
Putty 47
Rennet 50
Rice 51
Rice Flour 29
Rolled Oats 29
Root Beer 53

COL.
Rope 59
Rosin 47
Sago 29
Salad Dressing 51
Sal Soda 52
Salt 51
Sapolio 54
Sardines 13
Sauce and Condiments 52
Sauer Kraut 46
Scales 32
Scoops, Grocers' 33
Scouring Soap 52
Seeds 53
Shoe Dressing 6
Shot 4
Smoked Fish 34
Soap, all kinds 54
Soda, Bicarb 53
Soft Drinks 53
Soups 15
Specialties 54
Spices 55
Whole 57
Starch 58
Stove Polish 58
Soap Powders 55
Segars 64

COL
Sugars 1
Sulphur 47
Sundries 59
Syrups 60
Tacks 59
Tapioca 3
Tar 4
Teas
Tobacco, Chewing 6
Smoking 64
Tobacco Cutters 33
Tubs 62
Twine Holder 33
Twine 59
Vermicelli 32
Vinegar 43
Washboards 62
Wax, Fruit Jar 59
Wheat, Cracked 29
Wheat Flour 29
Wrapping Paper 41
Wringers, Clothes
Woodenware, Sundries 61
Witch Hazel 48
Yeast Cakes 63

—1—

SUGAR.

nfectioners' Lozenge	5.25
" Powdered	5.25
" Crown A	5.45
" Crystal A	5.10
" Coarse Granulated	5.35
gle Tablets	6.30
ystal Dominoes	7.35
Loaf	5.80
ent Cubes	5.35
wdered	5.20
tra Fine Granulated	5.20
arse Granulated	5.20
anulated	5.10
eGranulated	5.10
" in 50-lb. bags packed 2 in 100-lb. bag	5.15
" in 25-lb. bags packed 4 in 100-lb. bag	5.15
" in 10-lb. bags packed 10 in 100-lb. bag	5.25
" in 5-lb. bags packed in bbls	5.30
" in 5-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. bags packed in bbls	5.40
" in 2-lb. bags packed in 100-lb. bags	5.40
" in 2-lb. cartons in cases	5.30
" in 2-lb. paper packages in cases	5.30
nfectioners' A	4.90
-Keystone A	4.85
-American A	4.80
-Centennial A	4.75
-California A	4.70
-Franklin B	4.65
-Keystone B	4.60
-American B	4.55
-Centennial B	4.50
-California B	4.45
-Franklin Extra C	4.40
-Keystone Extra C	4.35
-American Extra C	4.30
-Centennial Extra C	4.25
-California Extra C	4.25
-Franklin C	4.25
-Keystone C	4.25

TEA.

	Per lb.
ans—Basket-fired	18 @ 35
ans—Pan-fired—Common to fair	17 @ 23
ine	24 @ 28
Choicest	30 @ 38
RMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
OCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
NPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	13 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	17 @ 38
CEYLON—Common to Fine	17 @ 40
ENGLISH BREAKFAST—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

	In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea	.50
Almoco, lead foil package teas, ¼s and ½s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas	.40

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades per doz.	.90

Caricol Blend, Martindale & Co.:— Per lb.

5-lb. Silver Sacks	.22
1-lb. Silver Sacks	.22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—

100 lb. barrels per lb. net	.18
5 lb. silver bags " "	.19
1-lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

—3—

McCormick & Co's Banquet Brand— Per doz.

No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 1 doz per doz.	.90
Colburn's, quarts, 3 doz per doz.	.90
Colburn's, ½ gals., 1 doz per bbl.	1.80
Violet, pints, 2 doz per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz

¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

Davis' O. K., ¼-lb., 4 doz per doz.	.45
Davis' O. K., ½-lb., 3 doz per doz.	.90
Davis' O. K., 1-lb., 2 doz per doz.	1.65
Davis' O. K., 5-lb., ½ doz per doz.	7.20
Cleveland's, 10-c. size, 4 doz per doz.	.84
Cleveland's ¼-lb., 4 doz per doz.	1.23
Cleveland's, ½-lb., 2 doz per doz.	2.28
Cleveland's, 1-lb., 1 doz per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans, 1 doz. cases	1.65
Leslie's, 5 lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz	.45
Parrot and Monkey, 4 doz	.45

Rumford's Yeast Powder:—

4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass. 4 doz	1.04
6 oz. glass, 6 doz	1.03
6 oz., 1 gross, in bbl per gross,	12.25

Rumford Baking Powder:—

5c.-tins, 4 doz per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

—4—

Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case....per doz.	12.00
" 1 " 1 " .... "	2.50
" ½ " 2 " .... "	.55
" ¼ " 3 " .... "	.75
Purity Brand 5 " ½ " .... "	6.00
" 1 " 1 " .... "	1.50
" ½ " 3 " .... "	.80
" ¼ " 3 " .... "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M per ¼ gross	4.50
Jacquot Blacking, No 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70

Whittemore Bros. & Co:—

Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos Peaberry, extra fancy	.12½
" Fancy	.09¼@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.12
" Choice	@.11½
Washed Caracas, Fancy	.13½@.14
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ¼ and ½ bales, genuine, finest	@.19
Mocba Seed, Santos, Fancy	@.10¾
Mocba Seed, Santos, Cboice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.12
" Prime	@.11
" Choice	@.09½
Santos, Extra Fancy	.12½
" Fancy	@.12½
" Cboice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 35/100
Lion	13⅓	13¼
B. Fiscber & Co., Hotel Astor Coffee, 1 lb. tins,		.26
Saindo, lbs		.20
" 50-lb. tins		.19
" barrels		.18
Viv, lbs		.16
" 50-lb. tins		.15
" barrels		.14

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20
Packed in 30 and 60 pound cases.	
German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14 1/10
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box ... per box	3.90
12 tins in box ... per carton	.95
2 lb. tins ... per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans ... per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends ... per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin ... per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross ... per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Gronnd, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Sbot, 1 to 10, bags, 25 lbs	2.00
BB, bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz.	5.20
Sawyer's, No. 1, 6 doz.	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz.	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz.	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.30
" First, "	.29
" Second, "	.28
" Third, "	.27
" Imitation, 30–60 lbs	.25
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.31
Ladies, 30–60 lbs., bakers' use	.23-.24
Print Butter:—	
Star or S. D. brands, 1 lb., 20–50-lb. bxs.	.33
B. B., E. D. brands, 20–50-lb. boxes	.32
J. J., C. V., Gilt Edge, Gold Medal, 20–50-lb. boxes	.31
Sheaf ("400") Elgin, 20–50-lb. boxes	.30
Sheaf	.28-.30
B. S. Gilt Edge, cartons	.34
Gurnse, pounds or half pounds	.31
Belle Spring	.29

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10⅞
" 16's, "	.11⅞
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchligbt Hotel, 16's, 30 lbs	.09¾
Peerless " " "	.10¼
Brigbt Ligbt, " " ... per box	2 50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	
Martha Washington, long 12s ... per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints ... per gross	4.20
Mason's, quarts ... per gross	4.45
Mason's, half-gallons ... per gross	6.20

—8—

Jelly Tumblers—	
Barrels, 22 doz ... per doz.	.16
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.70
Jar Rubbers—	
Lip, wide ... per gross	.85
Acme, wide, 1 doz. cartons ... per lb.	45
" medium, 1 doz. cartons ... "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium ... per lb.	.25
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Mayflower brand, Sweet Marjoram ... per doz.	.25
" Sage ... "	.25
" Thyme ... "	.25
" Savory ... "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory ... per case	1.00
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—	
¼-lb. cartons, 1 doz ... per doz.	.40
½-lb. " " "	.75
1-lb. " " "	1.25
¼-lb. screw cap bottles, 2 doz ... per doz.	.90
¼-lb. square cans, 2 doz ... "	.80

CANNED GOODS.

	Per Do[z.]
Tomatoes—	
Mrs. Hancock's Frying	1 25
Frying, Good Luck Brand	1.15
DuBois' Frying	1.15
Jersey King, No. 3, Standard Jersey	1.05
Blue Hen Cbickens, No. 3	.97
Rio Grande, fancy, Jersey	1 05
Silver Lake, fancy, Jersey	1.10
Alta, No. 2	.70
Alta, No. 10, 1 doz	3 10
Bull Dog, No. 2	.70
Lima Beans—	
Tinsley's, extra small	1.35
Silver Lake	
Little Darlings	1 30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.65
Cloister, fancy N. Y.	1.45
Mikado, Penna., fancy	1.00

300% PROFIT=DON'T MISS IT

Nine people out of ten like Spring Garden well enough to pay 60c. per lb. for it. It is the one tea which makes friends everywhere and its friends stick to it. Here is our price:

In 100-lb. Barrels	18	cents per lb. net
In 5-lb. Silver Bags	19	cents per lb. net
In 1-lb. Silver Bags	19½	cents per lb. net
In ½-lb. Silver Bags	20	cents per lb. net
In ¼-lb. Silver Bags	21	cents per lb. net

Packed in cases containing 100 Pounds

Thomas Martindale & Co., Philadelphia, Pa.

"THE BOTTOM AS GOOD AS THE TOP"

Our **Apelpi Evaporated Apples** are a prime grade of New York fruit, selected from the best flavored and matured apples.

The square cartons are lined with waxed paper and their contents are guaranteed to be as fine as anything in the market.

Every piece of fruit is hand picked and must be perfect before it goes into our machines.

The result is a product for which the demand is not only enormous, but constantly growing.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON Distributers — **28 So. Front Street** Philadelphia, Pa.

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY

Give Me Some Fresh Roasted Peanuts

You know that most everybody eats peanuts, and they all want them freshly roasted, but you may not know that they pay you 300 per cent. profit when they are roasted in an

Acme Peanut Roaster

the simplest and most inexpensive automatic roaster made. There is practically no labor and no expense in operating one, any boy can do it, as there is nothing to get out of order and nothing to break. It will pay for itself in a month's time. Send for full particulars and price to

ATSATT BROS.
24 Pearl St. MATTAPOISETT, MASS.

—9—

Boyer's, 2s	.82½
Acorn, 3s	1.05
Acorn, No. 2	.77½
Safe, No. 2	.60
hite Wax Beans—	
Acorn	.70
Champion	.65
Winsom, N. Y., No. 10, 1 doz	3.75
ked Beans—	
B. & M., No. 3	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.92½
Campbell's, No. 2, sauce	.92½
Oxford, No. 3	.90
Narragansett, No. 2, tomato sauce	.97½
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	.45
Victory, No. 1, tomato sauce, 4 doz	.47½
Martin Wagner Co., No. 3, plain	.92½
Martin Wagner Co., No. 3, tomato sauce	1.00
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.50
Schimmel's, No. 2, sauce	.87½
Schimmel's, No. 2, plain	.82½
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. ... per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. ... per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
d Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Martin Wagner's Extra Quality	.80
Van Camp's, No. 2, 2 doz. ... per doz.	.82½
rn—	
Cornlet	1.65
Winoor, kernelled	
Paris, fancy Maine	1.20
American Beauty, extra fancy, Shoe Peg	.90
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.85
Shoe Peg, Susquehanna	.85
Shoe Peg, Osborn's	.75
Mark, crushed	.77½
Rex, No. 2, Fancy Whole Grain	.72½
Vanity, No. 2, Whole Grain	.70
Royal Exchange, Whole Grain	.67½

—10—

Peas—	
French, very fine, 100 cans	15.75
French, fine, 100 cans	13.75
French, medium, 100 cans	12 00
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1.25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	1.02½
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.52½
Beets—	
Red Jacket, No. 3, small	1.45
Silver Lake, fancy, No. 3	1 05
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.35
Shawnee, No. 3	1.30
Farren's, No. 10	4.00
Sweet Potatoes—	
Plantation, No. 3	
Victory, No. 3, 2 doz	1.05
Pumpkin—	
Silver Lake, No. 3	.87½
Catawba brand, extra fancy, N. Y. State, No. 3	.92½
Andrews & Co., No. 2	.55
Silver Lake, No. 10, 1 doz	2.30
Asparagus—	
Extra mammoth, No. 2½	4.50
Superior, large, No. 2½	4.10
Staple, medium, No. 2½	3.95
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3.60
El Rio, medium, No. 2½, 2 doz	3.50

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2.65
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s	2.40
Cherries—	
Extra quality, 2½s	3.40
Extra standard, 2½	3.40
Standard, 2½	3.00
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2 65
Tioga, No. 2½, ex. standard lemon cling	2.60
Wild Rose, No. 2½, ex. stand'd lemon cling	2.47½
Valley, No. 2½, standard lemon cling	2.27½
Thistle, No 2½, standard lemon cling	2 25½
Agate, No. 2½, standard lemon cling	2.20

—11—

Lake View, No. 2½, lemon cling	2.10
Lake View, No. 2½, yellow free	2.10
Columbus, No. 2½, pie peeled yellow free	1.87½
Columbus, No. 2½, pie peeled lemon cling	1 93
Plums—	
Extra standard egg	1.90
Extra standard green gage	1.90
Standard egg	
Standard gage	

DOMESTIC CANNED FRUIT.

Apples—	
Derby, No. 10, 1 doz	3.40
Pride of Shenandoah, No. 3, 2 doz	1.00
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	1.20
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Jersey Duke, 2s	1.10
Blueberries—	
Loggies, No. 2	1.55
Loggies, No. 10	7.00
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Maryland Leader, yellow, No. 3	1.95
Maryland Leader, white	1.92½
P. & B. yellow, No. 3	1.87½
Gypsum, No. 3, pie	1.50
Pears—	
Matchless, extra fancy, No. 2	1.65
Fowling Creek, good, No. 3	1.25
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.75
Pride of Rochester, fancy, preserved, No. 2	1.93
Rhubarb—	
Ayres, No. 10, 1 doz	3.00
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	1.80
Silver Lake, No. 10, 1 doz	
Defence, No. 2	2.25
Pine-apple—	
Phonograph, grated, No. 2	2.00
Phonograph, sliced, No. 2	1.95
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.85
Indian River, E. & C., No. 2	1.70
Terrapin, E. & C., sliced, No. 2	1.65
Wagner's, E. & C., No. 2	1.60
Orange Grove, E. & C., No. 2	1.50
Wallace, grated, No. 2	1.40
Singapore Chunks, No. 1½, 4 doz	1.12½
Wallace, E. & C., sliced, No. 2	1.35
Singapore, cubes, No. 1½, 4 doz	1.10
Wagner's, No. 1, cocktail, 2 doz	1.00
P. & B., grated, No. 3	1.00
James, No. 3, pie, grated	.95
Singapore, cubes, No. 1, 4 doz	.85

—12—

The Paul Taylor Brown Co's
Singapore Pineapple, extra preserved.

Tan Chop Hin, ¾-lb. chunks	per doz.	.80
" 1 " "	"	.87½
" 1½ " "	"	1.17½
" 1¾ " sliced	"	1.35
" 1¾ " grated	"	1.35
" 2½ " whole	"	1.85
Packed in their own juice:—		
1½-lb. chunks, extra heavy syrup	per doz.	1.45
1¾ " sliced	"	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	
Star, No. 1, 4 doz	
Lobster—	
B. & M., No. 1, flat, 4 doz	4.20
B. & M., No. ½, flat, 4 doz	2 20
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 doz	1.35
Star brand, No. ½, flat, 4 doz	2 25
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.35
Shrimps—	
Peerless Brand (Barataria), new dry, No 1, 2 doz	1.20
Peerless Brand (Barataria), new pickled, No. 1, 2 doz.	1.15
Cotton Bale, pickled, No. 1, 2 doz	1.12½
Mackerel—	
Picker's, soused, No. 1, 4 doz	
Pickert's, soused, No. 2, 2 doz	2.50
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.50
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.05
Boyer's, No. 2, 2 doz	2.07½
M. & B., No. 1, 2 doz	1.07½
Stewart's, No. 2, 2 doz	2.00
Stewart's, No. 1, 2 doz	1.00
Victory, No. 1 doz	1.05
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	.82½
Salmon—	
Foust, Sockeye, 1 lb, flat	1.95
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.85
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.15
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Humes; Karluk, No. 1, tall, 4 doz	1.35

Ritter's Guaranty

In compliance with the rules and regulations for the enforcement of the Food and Drugs Act published by the Commission appointed for this purpose, we have filed a guaranty covering all our products with the Agricultural Department in Washington under the serial number 1017.

In the future all our products will be labeled in accordance with Regulation Nine as follows: *Guaranteed under the Food and Drugs Act, June 30, 1906, No. 1017.*

This guaranty is sufficient and covers every sale we make and no individual guaranties are necessary.

It has always been our aim to manufacture pure and wholesome food, to comply with existing laws and to protect all who buy our products, and we shall carry out this principle in the future.

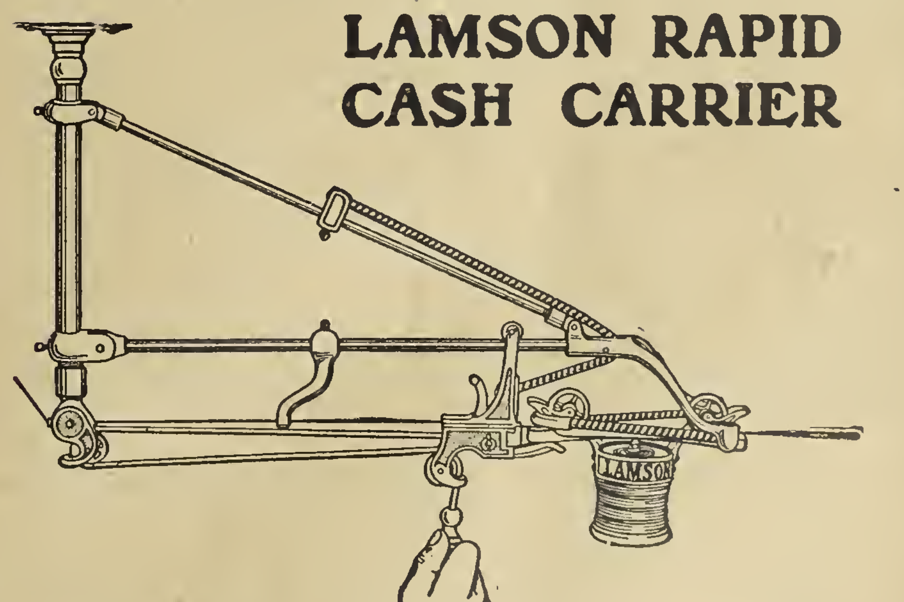
We hope to deserve your continued confidence and patronage.

Philip J. Ritter Conserve Co.

PHILADELPHIA, PA.

Fruit Butters	Preserved Fruits	Fruit Syrups
Cranberry Sauce	Catsup	Honey
Mince Meat	Chili Sauce	Mustard
Jellies	Salad Oil	Baked Beans
Jams	Crushed Fruits	Soups
Canned Fruits	Canned Vegetables	

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.32½
White Raven, ½s	.95

Plain.

La Champagne, ½'s, key	25.00
" ¼'s, key	17.00
Lucullus, ¼'s	13.00
C. Morel, ¼'s	10.00

SARDINES—Boneless.

La Champagne, ¼'s, key	17.00
Billet, small ¼s	14.00
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	13.50
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8.25
Mustard—	
¾s, Irma, 100 cans	3.42½
¾s, Eureka, key, 100 cans	3.27½
¾s, Luncheon, 100 cans	3.10
¾s, Fox, 100 cans	3.40
¾s, Underwood's, 50 cans	3.95
¾s, Irma, 50 cans	3.45
¾s, Harbor, 48 cans, wrapped	3.40
¾s, Booth's, extra, in cartons, 50 cans	2.75
¾s, Continental, key, 48 cans	2.50
¾s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.67½
¼s, Continental, key, 100 cans	3.40
¼s, Le Baron, 100 cans	3.20
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30
Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.25
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	7.60
" with key, No. 14, ½ doz	16.50
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Dried Beef.

No. 1, 2 doz	2.00
No. ½, 2 doz	1.15
Glass, No. ½, 2 doz	1.45
Glass, No. 1, 2 doz	2.45
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.82½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.75

—14—

Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.65
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.25
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.32½
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.15
Kingan's, No. 2, 1 doz	2.15

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2½, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.45
Libby's, No. ½, 4 doz	80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's Assort., No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONERY

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09
Elcroften Mixtures	"	.08
Nobby Mixtures	"	.09
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13
French Creams	"	.09
American Mixtures	"	.08
Variety Cut Drops	"	.08
Darling Mints	"	.08
Golden Drip Bar	15-lb. boxes	.12
Sour Balls	30-lb. pails	.08
Pancella Cream Chocolate	"	.11
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13
No. 1 Fine Assorted Chocolate	"	.16
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.18
Dairy Chocolate Chips	25-lb. pails	.16
Chocolate Mints	30-lb. pails	.11
Honey B Comb	21-lb. pails	.17
Cream Cocoanut Balls	28-lb. pails	.10
Cream Peppermint	30-lb. pails	.09
" Wintergreen	"	.09
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09
Mint "	"	.09
Assorted "	"	.09
Conversation "	28-lb. pails	.09
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.18
Rock Candy, assorted	10-lb. boxes	.09
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87
Campbell's, No. 8, Tobasco	.87
P. P. Co., Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	
Snider's Catsup:—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85

To Display Fruit

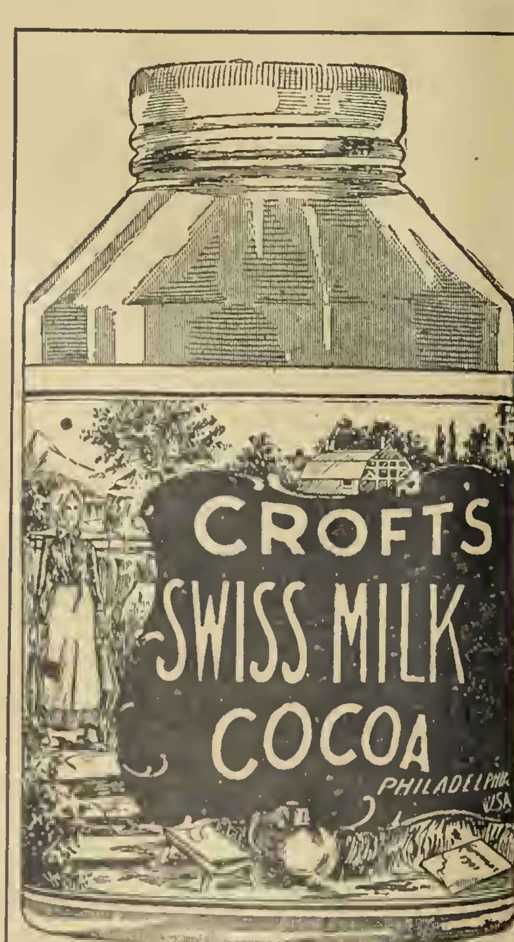
The **T. & S. Fruit-Display Tree** is by far the best thing on the market for showing of fruit and making it sell itself. Solid oak or cherry, revolving top, ball-bearing casters; stands 6 feet 4 inches high.

Dealers have told us this fixture sold 25 to 50 per cent. more bananas for them.

Write for prices.

The Welles & Davis Mfg. Co.
WYALUSING, PA.

Bought Simply Because She Liked the Glass Package



It's odd what little things make sales sometimes. A grocer told us the other day that the day before a woman had bought a jar of **Croft's Swiss Milk Cocoa** simply because she liked the novelty of the glass package. She didn't ask any questions about the peculiar characteristics of the cocoa; she liked the glass jar and bought.

There is a point in that for grocers who study the public—the useful novelty is usually the seller.

Croft's Swiss Milk Cocoa, the only cocoa packed in glass, has a smoother flavor than any other cocoa made. That is because our exclusive process of making takes out certain substances that other manufacturers leave in.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. PHILADELPHIA Pennsylvania . .

Be Proud of Your Olive Oil

You may remember the recent tests which the United States Government made into all brands of imported olive oil.

Those tests (Government Bulletin 77, page 55) proved **Nicelle Olive Oil** to be superior to all the other brands tested. **Nicelle Oil** is made and bottled in Nice, France. It is the highest type of pure olive oil producible.

Sell olive oil you can be proud of. There are so many brands you can't.

Nicelle Olive Oil Co.
103-107 HUDSON STREET, NEW YORK

—17—

KETCHUP.

artice's "Blue Label" Tomato Ketchup:—Per Case.
Small, 25 bottles in case 3.00
Medium, 25 bottles in case 4.75
Large, 12 bottles in case 3.75

CHOCOLATE AND COCOA.

alter Baker & Co's:— Per lb.
Premium, 12 to 25 lbs .... .35
Caracas, sweet, 6 lbs .... .32
German, sweet, 12 lbs .... .25
Auto, sweet, 6 lbs .... .32
Cocoa, ¼-lb. cans, 12 lbs. in box .... .36
Cocoa, ½-lb. tins, 6 lbs .... .36

. H. Baker s:—
Best Cocoa, ½-lb. size .... per lb. .34
" ⅕-lb. " .... " .36
Premium Chocolate, ½s, 12 lbs .... .31
" ¼s, 12 lbs .... .31½
Best Sweet Chocolate, ¼s .... .20
Best Sweet Chocolate, 1-5s .... .20

ershey's—
Milk, ⅙s, 6 lb .... per box 1.55

coa, Epp's, ½-lb. tins, 7 lbs .... .42
" Van Honten's, 6-lb. boxes, 1-lb. tins, per tin, .72
" " 6-lb. boxes, ½-lb. tins, per tin, .37½
" " 6-lb. boxes, ¼-lb. tins, per tin, .19
" Huyler's, ½s, 6 lb .... .43
" " ¼s, 6 lb .... .45

nsdorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
½-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

nsdorp's Chocolates, 6-lb. boxes, 24 boxes in case—
Milk Chocolate, 6 to lb .... .45
Queen, 4 to lb .... .42
Sweet Vanilla, 4 to lb .... .28
" 8 to lb .... .28
Plain Cooking Chocolate, ½-lb. cakes .... .36

ooker's Cocoa Powder—
¼-lb. tins, 2 doz. in box .... per doz. 1.88
½-lb. tins, 2 doz. in box .... " 3.50
1-lb. tins, 1 doz. in box .... " 6.50
5-lb. tins, 1 doz. in case .... per lb. .52
10-lb. bags, 1 doz. in case .... " .50

—18—

Wilbur's Cocoa—
Breakfast, ¼-lb. tins, 6-lb. boxes .... per lb. .38
" ½-lb. tins, 6-lb. boxes .... per lb. .37

Wilbur's Chocolate—
Premium, ⅛s, 12-lb .... per lb. .30
Sweet Clover, ⅛s, 6-lb .... per box. 1.65

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ½s .... .36
Cocoa, labeled, ⅕s .... .38
Premium Chocolate, ½s .... .28
Premium Chocolate, ⅛s .... .30

Ideal Chocolate and Cocoa Co.:—
Ideal Cocoa, ½-lb. size .... per lb. .40
" " ⅕-lb. " .... " .41
" Baking Chocolate, ½-lb size ...... " .27
" " " ¼-lb. " ...... " .29
" Milk Chocolate, 6-lb. box ...... per box 1.65
" Vanilla, Sweet, 6-lb. " ...... " 1.65

Lowney's:—
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages .... .36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages .... .36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages .... .36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages .... .36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages .... .30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages .... .30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages .... .30
Vanilla Sweet Chocolate, 50 5-cent packages in box .... per box 1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins .... .40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins .... .40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins .... .39

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins .... .38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins .... .38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins .... .40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins .... .40
Diamond Chocolate, sweet, ¼-lb. pkgs.
6-lb. boxes, 12 boxes in case ...... per lb. .27
12 " " 6 " " ...... " .27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb. .33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins " 34
½-lb. tins, 6-lb. bxs., 12 bxs. case " .33
Milk Chocolate, 50 5-cent packages in box, per box 1.75

Peter's Milk Chocolate:—
No. 61—½ lb. size, croquettes .... per lb. .48
No. 62—¼ lb. " " " .48
No. 63—½ lb. " flat packets .... " .48
No. 64—¼ lb. " " " " .48
No. 93—⅕ lb. " " " " .48
No. 66—⅙ lb. " " " " .50
No. 67—1/16 lb. " " " " .50
No. 68—1/30 lb. " " " " .50

Croft's Cocoa and Chocolate—
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes .... .40
Croft's Cocoa, ⅕s, 2 doz. in box 1.95
" " ¼s, 6 lb. " .... .39
" " ½s, 6 lb. " .... .38
" " 1s, 12 lb. " .... .37
" " 5 lb., 6 cans in box .... .37
" Swiss Milk Chocolate, 48 5-c. cakes.. 1.50
" Superior Sweet, 6 lb. " ...
" Premium, ⅛s, 12 lb. " ...
" " ½s, 12 lb. " ...

Hawley & Hoop's Breakfast Cocoa—
A No. 1, ½-lb. tins, 12 in box .... .34½
" ¼-lb. " 24 " .... .35½
Cocoa Shells, cleaned, bags .... per lb. .01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—
½-lb. decorated cans, 12-lb. boxes ..... per lb. .30
½-lb. " " 24-lb. " ..... " .29
Special 10-c. packages, 30 to box .... per box, 2.10

Blue Ribbon Breakfast Cocoa—
Decorated ½-lb. tins, 6-lb. boxes .... .36½
" ½-lb. " 12-lb. " .... .36

Bedford Cocoa—
Labeled ½-lb. cans, 6-lb. boxes .... .29½
" ½-lb. " 12-lb. " .... .29
" ⅕-lb. " 6-lb. " .... .31½
" ⅕-lb. " 12-lb. " .... .31

Vanilla Sweet Chocolate—
Blue Ribbon, ⅛s, 6-lb. boxes .... .26½
" ⅛s, 12-lb. " .... .26
Buster Brown, 5-c., 48 cakes .... per box, 1.35
" 3-c., 72 " .... " 1.40

Premium Chocolate—
½-lb. cakes, 12-lb. boxes .... .27½
½-lb. " 24-lb. " .... .27

—20—

Milk Chocolate—
40 3-cent cakes in box, 24 to half case .... .80
40 " " 48 to case .... .80
24 5-cent cakes in box, 24 to half case .... .78
24 " " 48 to case .... .78

CONDENSED MILK.

Eagle, 4 doz 6.25
Eagle, 2 doz 3.15
Challenge, 4 doz 4.30
Defiance, 4 doz 4.30
Magnolia, 4 doz 4.80
Rose, 4 doz 4.65
Dime, 4 doz 3.90
Winner, 4 doz 4.65
Baby, 1 doz., glass 1.90
Red Cross 4.60
Peninsular 4.60
Dr. Hand's, 2 doz 3.10
Leader 4.30
Banner, 4 doz 4.50
Star, 4 doz 4.60

EVAPORATED MILK.

Peerless, family size, 4 doz 3 70
Peerless, 5c. size, 4 doz 2 20
Yacht, family 3.50
St. Charles, family size, 4 doz 3 75
St. Charles, hotel size, 2 doz 3 95
Silver Cow, 5c. size .... 6 doz. 3.25
Pet, 10-c. size, 4 doz .... per case 3.30
Pet, 5-c. size, 6 doz .... per case 2.80
Van Camps, 6 doz., small 2.90
Van Camps, 4 doz., family 3.55
Van Camps, 4 doz., large 4.00

HIRES CONDENSED MILK AND CREAM

Per case.

Hires Condensed Milk .. } 5.60
Queen 4.60
Blue Ribbon 4.35
Premium 4.35
Silver 4.75
(Each of above brands 4 doz. in case.)

Gold Cream
Packed in cases of Forty-eight 20 oz. cans.
Less than five cases 4.25
Five cases or more 4.20
Twenty-five cases or more ... 4.15
Fifty cases or more 4.10

What It Does To Turkey Filling

FOUNDED 1815

Stickney & Poor's Poultry Seasoning produces such deliciousness of flavor that it gives dignity to dishes that would otherwise be insignificant.

Take the bread filling of a turkey, season that with a little **Poultry Seasoning,** and it becomes good enough to eat for itself; and when this superbly spicy flavor is diffused throughout the meat of the fowl by the process of cooking, the result is 100 per cent. better than any home-made seasoning can give.

So many thousand consumers believe this, and, believing it, have bought **Stickney & Poor's Poultry Seasoning** for years that we are sure your customers will feel and do the same.

STICKNEY & POOR SPICE COMPANY, Boston, Mass.

Old Fashioned Gelatine

The cleanest gelatine in the world now comes to you, Mr. Grocer, packed with Universal Coupons.

For purity of stock and scrupulous cleanliness of manipulation **Chalmers' Gelatine** has no equal anywhere.

Nothing but the finest calves' stock and the clearest spring water. The result is real rich old-fashioned gelatine, as far removed from the nauseous imitations of it as wheat is removed from chaff.

The average consumer has been fed on imitation gelatine so long that he will turn with immense relief to **Chalmers'**—if you'll let him.

Two styles—granulated and shredded.

JAMES CHALMERS' SONS, Williamsville, N. Y.

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23¼
" " ½ lbs	.22½
Dunham's, 5-cent package	.29
" ¼s	.26
" ½s	.28
" ¼s and ½s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs	.11
" " in boxes, 25 lbs	.10½
" " in barrels, 140 lbs	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs	.10
Bakers', Macaroon, barrels, 140 lbs	.10¼
" Slice, " 120 lbs	.10½
" Strip, " 120 lbs	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

—22—

Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
S. ltines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07
Package Goods—		Per doz.
Animals		.50
Butter Thin		1.00
Gingerettes		1.00
Gold Medal Soda (small)		.50
" " (large)		.90
Graham Wafers		1.00
Ivinettes		1.00
Milk Lunch		1.00
Our Ginger Snaps		.50
Pink Tea		1.00
Sugar Snaps		.50
Saltona Biscuit		1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Colnmbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN
WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish.p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish.p. dz.	1.75

—23—

Wein Senf, in bbls...per gal.	
" 1 gallon stone jars...per jar	.75
" 5 gallon kegs...per keg	2.50
Prepared Mustard, in bbls...per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz	.95
" Sifting top, 2 doz. in case...per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
...loaf,	.26½
Sap Sago, 3 to a lb...cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs...loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
in tin...per lb.	.26
" 1-lb. tins...per case	3.25
Camembert, in wood boxes...per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz	1.45
Parmesan, grated, ready for use, large bottles, per doz	
Parmesan, grated, ready for use, small bottles, per doz	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1...loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each...per lb.	.19
Limburger Cheese, No. 1...box, 18; ½ box, 18; less	.19
Muenster Cheese...per lb.	.19
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box...per box	3.00
" (Gem size), 6 in box "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case...per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size, per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.25
Neufchatel (Cow brand), 25 in box...per box	1.10
Nenfchatel, Mohawk Brand	.80
Mohigan Brand	1.05
International Cream	1.10
Star Cream, or Phila.. 12 " ... "	2.30
Miniature Cream, or Phila. 12 " ... "	1.15
Hand Cheese, 8 doz "	1.45
" 4 " "	.75
" 4 " Thuringer "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages...per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight)...per lb.	.48
Wiener Wurstel, 16 in tin...per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervelat Sausage (Rolff's)...per lb.	.48
Imported Frankfurters...per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size...per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short...per lb.	.24
" " long "	
" Mortadella, Dry...per lb.	.25
" Knackwurst, 25 in box, per box, $4.75...per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .21½; less	.23
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.22
" Cervelat, Crescent, 50 and 100-lb. boxes, .16½; less	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23½; less	.24
" Salami (E), 50 and 100-lb. boxes, .21; less	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.21
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less	.18
" Tongue Sausage...per lb.	.18
" Smoked Braunschweiger Liver Sausage...per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz	.90
" Petit Delicatess Frankfurters, with Sauer Kraut...per doz.	.90
" Lebanon Beef Bologna...per lb.	.15
" Paprika Speck "	.18
Mettwurst, half-ronnd "	.16
Liver Sausage (Special), truffle, goose or sardellen...per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz	4.75
" (Derby Brand), quart glass jars per doz	5.75
" (Derby Brand), 10-oz. jars, per doz	2 50
Calves' Head, in round tins...per doz.	1.65
Pickled Meats, in glass "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

We Are Advertising This Trade-Mark

This trade-mark means to Jams and Marmalades what "Sterling" means to silver; the best that can be made; sound fruit and sugar; absolutely pure. Better get acquainted with it.

Assorted case, 2 doz. 1-lb. jars, $4.50.

MARMALADES—Orange and Grapefruit

JAMS—Fig, Peach, Grape, Strawberry and Blackberry

H. P. D. KINGSBURY
REDLANDS - CALIFORNIA
WM. T. SHERRON, Agent
31 South Front Street

They Wouldn't Imitate It If It Wasn't So Good

The Ramly Cigarette is the finest 10c. Turkish cigarette ever made. It is so good other manufacturers try to make their goods **look like** the Ramly, but there the similarity ends.

If you want to get a run on cigarettes, get people to go out of their way to come to you, put in the Ramly. Remember how it is spelled—R-A-M-L-Y.

Mentor Cigarette Company
404 Atlantic Avenue
BOSTON, MASS.

Phila. Rep., Arthur Hagan & Co.
151 North Third Street

Read the Point In Large Type

Here's the proposition of James T. Shinn's **Liquid Rennet** in a nutshell:—

1. It is the cleanest rennet made.
2. It coagulates milk in 2 to 5 minutes.
3. It will not spoil.
4. Every bottle is guaranteed.
5. Jobbers everywhere indorse it.

And last, but not least—this is in large type because it's a large point—it pays 100 per cent. profit. Costs $1.50, sells for $3.00.

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

—25—

ef Salad, in glass .... per doz. 1.00
" in pint jars, glass .... "
" in quart jars, glass .... "
mb tongues, in glass .... " 1.60

OLLAND AND SCOTLAND HERRINGS.

Kegs or Pails.

lland Herring, mixed, "Y. M." ½ bbl. 5.50 60–75
" milkers, " ½ bbl. 6.50 75–85
" mixed, Standard, bbl.
½ bbl. 5.50–6.50
lland Herring, milkers, Standard, bbl.
½ bbl. ....
otland Herring, mixed, large fulls, bbl.
½ bbl. 8.00 ....
" milkers, large fulls, bbl.
½ bbl. 8.00 ....
rinirte Herring, Imported, abont 40 in pail. 1.25
ll Herring, Imported, about 25 in pail 1.00
iced Herring, Imported, about 40 in pail. 1.00
rway Stockfish, dry .... per lb. 15
tjes Herring .... per pail

BISMARCK HERRING.

t size, round tins, with key .... per tin .20
art " " " .... " .35
Qt. " " " .... " .55
Qt. " " " .... " 1.10

SMOKED DELICATESSEN FISH, IN SEASON.

ll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .50
at-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .40
glish Sprats, 36 bunches per box ....
uger's Roll- and Brat-Haring, oval tins,
er doz 2.50

RUSSIAN SARDINES.

ported Fish (Wallkoff Brand) .... per keg .75
" 5-lb. pails .... per pail .55
" 10-lb. pails .... " 1.05
t Spiced Sardines, per 10-lb. pail.... " .75
" " 5-gal. keg .... per keg 2.75
ssian Sardines, in glass jars .... per doz. 2.25

NORWAY ANCHOVIES.

iginal Package .... per ½ bbl. 5.50
packed in 5-lb. pail .... per pail .60
" in 10-lb. pail .... " 1.10
" in 5-gal. kegs .... per keg 2.75
" in ½-lb. flat tins .... per doz. .95
" in ½-lb. tall tins .... " 1.50
" in 1-lb. tall tins .... " 2.00
ncy Kegs—1/1 keg, .80; ½ keg, .42; ¼ keg,
32; ⅛ keg .... .20

SALT SARDELLEN.

iginal Package, 1902 .... per anker 16.00
packed—kegs, about 8 lbs .... per keg 3.25
" pint jars .... per doz. 6.00
" large tumblers .... " 2.25
" small tumblers .... " 1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz 19 50 | ½ kilo Cans, per dz. 19 50
½ " " 10.50 | ¼ " " 10.50
¼ " " 5.50 | ⅛ " " 5.50
⅛ " " 2.75 | 1/16 " " 2 75

GERMAN DILL PICKLES.

Regular Size.

60 gal. cask—abont 2000 .... per cask
50 " bbl.— " 1200 .... per bbl.
15 " keg— " 500 .... per 100
10 " keg— " 300 .... " 1.00
5 " keg— " 150 .... "
10 lb. pail— " 50 .... "

DOMESTIC SOURKROUT

Long Cut.

60-gal. cask .... per cask
48 gal. bbl. .... per bbl. 6.50
10 " keg .... per keg, 2.40
5 " " .... " 1.25
10 lb. pail .... per pail,

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse) .... per lb. .18
Spitzkngeln .... " .25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg...per bundle .30
Basler Lebkuchen, No. 1, 6 " ... " .50
" " No. 2, 6 " ... " .75
" " No. 3, 6 " ... " 1.00
Amandines, 9-lb. tins .... per tin 5.25
" small tins .... " .55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50,
10 gal. keg 4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb.
bags, per bag 2.50
Green Kern .... per lb. .09½
Potato Flour .... " .07
German Dried Pears .... " .14
Dried Mushrooms .... " .60–.80
Juniper Berries .... " .08
St. John's Bread .... " .05
Bay Leaves .... " .06–.08

COTTOLENE.

30 2-lb. tins .... per case 6.50
15 4-lb. " .... " 6.50
6 10-lb. " .... " 6.50
Freight prepaid on two-case lots.

—27—

EGGS. Per Doz.

Nearby, candled and selected, 30-doz. crates... .35
Western 30–.34
Storage 2c– 29

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs. .15
New York, Full Cream, new, 1st's, 40-lb. bxs. 13–.14
Picnic, Full Cream, new, fancy, 20-lb. bxs ...... .15½

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb .... .27
Anchovies, in oil, ½ bottles 4.50
" " ¼ " 3.25
Anchovy Paste, fancy, per doz 4.75
" plain, per doz 3.75
Boullion, Burnham, pints, 2 doz. in case 3.75
" " ½ pints, 2 doz. in case.... 2.00
Capers, Nonpariel, ½ gallon kegs 1.50
" " Quart, glass .... per doz. 7.00
" " bottled, ½ size... .per doz. 2.35
" " " ¼ " ..... " 1.90
" " " ⅛ " ..... " 1.15
Canton Ginger, large pots, cases 6 jars, per case 4.65
" med. " " 12 " " 5.00
" small " " 24 " " 4.75
Cherries in Maraschino, in glass, 1-doz. case... 7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz. .90
" " 3 lb., 2 dz. case " 2.20
Currie Powder, pints, per doz 3.50
" 4 oz., " 2.25
" 2 oz., " 1.50
Russian Caviar, ⅛'s 2.85
" ¼'s 5.50
" ½'s 10.50
" 1's 20.00
French Peas, Extra Fins, per case 18.00
" Fins, per case 16.00
" Moyen's, per case 13.00
Kippered Herring, 6 doz. in case .... per doz. 1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case... 12.00
Huntley & Palmer's Petit Beurre Biscuit, lb... .19
" " Dinner Biscuits, per lb... .29
" " Breakfast Biscuits, per lb. .32
(Packed 7 lbs. and 5 lbs. in a can.)
Red Pepper, Ring, pints, per doz 1.25
" " ½ pints, per doz .... .60
Salt, in 4-doz. stone jars 1.75
Morris' Extract of Beef, 4 oz., per doz 6.50
" " " 2 oz., " 3.55
Armour's Beef Extract, 2 oz., " 4.45
" " " 4 oz., " 8.20
Anker's Extract of Beef, 120 vials 4.00
" " " 4 oz .... per doz. 4.00
" " " 8 oz .... " 7.25
" " " 16 oz .... " 13.50
Theodore Marquet Mushrooms:—
First Choice 28.00
Choice, 100 tins per case 26.00
Extra, " " ....
Hotel, " " 24.00

—28—

Truffles, 1/16 .... per tin, .30
" ⅛ .... " .55
" ¼ .... " 1.15
" ½ .... " 2.25
Shrimps, Pickled, small size 1.00
Dunbar's Shrimps, 2 doz., per doz 2.25
" Figs in Cordial, 1 doz., per doz 5.00
Bishop's Figs in Cordial, 1 doz., per doz 6.50
Crystallized Ginger, 1-lb. tins, per doz 4.00
" " ½-lb. " " 2.25
Rose's Lime Juice, per doz 3.60
Victor Rose Water, per doz 2.25
" Peach Water, per doz 2.25
Pitted Olives, per doz 5.25

FLOUR. Per Bbl

King Midas 6.80
Gold Medal 6.45
Millbourne 6.25
On Top 6.70
Ceresota 6 40
Pillsbury's Best 6.35
Taylor's Fancy 5.75
Semper Idem 5.00
Pride of the West 5 45
Sunbeam 5.35
Quaker City 6.25

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages 2.85
Franklin Pancake, 30 2s 3.55
Uncle Jerry's Pancake, 40 packages 2.85
Hecker's Buckwheat, 32 3s .... per case 4.10
Hecker's Buckwheat, 64 1½s .... per case 4.60
Hecker's Flapjack Flour, 24 packages 1.90
Log Cabin Pan Cake Flour, 36 2s 3.25
Ralston's Purina Pancake Flour, 36 2s 3.00

HONEY.

Domestic, barrels .... per gal. .69
Selser's, lunch bottles, 2 doz .... per doz. .95
Selser's, medium bottles, 2 doz .... per doz. 1.35
Schimmel's, 10-oz. bottles, 2 doz. in case 1.45
" 6-oz. " " " ...... .90

BRAD'S TIP TOP
SELECTED WHITE RICE
POPPING CORN
C/S 50/10 oz. Pkgs.
C/S 100/10 oz. Pkgs.
C/S 24/20 oz. Pkgs.
C/S 48/20 oz. Pkgs.
ASK FOR PRICES

Say, Mr. Grocer:—
Popping corn, like nearly everything else, is mighty high this season, still you can sell a 20-oz. package **"Brad's Tip-Top"** at 10 cents and make a fair profit; a 10-oz. package at 5 cents, or a 1-lb. package **"I-X-L"** at 10 cents showing better profit, so it's up to you. Ask your Jobbers, or write,

BRADSHAW CO.
New York

FIGHTING FOR
I·X·L
WHITE RICE
POPPING CORN
Cases of 40 /1s

When You're in the Market Again

Most future canned goods have been delivered, and you may not need any more goods for several months.

But when you do, wouldn't it be a good idea to buy some **Blue Bell** or **Clover Farm**, simply to see what they're like. If they're as good as we say, you will then probably want to buy futures of these brands next year.

They come to you backed with a contract to deliver full 100 per cent. That's the only business-like contract to make.

Strasbaugh, Silver & Co. - Aberdeen, Md.

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

—29—

FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, Table, 100 lbs.	2.15
" yellow, granulated, 100 lbs.	2.15
" " table, 100 lbs.	2.10
Western yellow, 100 lbs.	1.70
Mother's, 30 packs	2.75
Quaker, 36 packages	2 85
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case.	1.15
Beans—	
California Lima ... per lb.	.06
Marrows, Fancy N. Y. State, grain bags ... bush	2.45
Marrows, Extra Choice, N. Y. State, grain bags ... bush.	2.30
Medium, Fancy N. Y. State, grain bags, bu.	2.45
Pea, fancy, N. Y. State, grain bags, bushel	2.40
Pea, fancy, Michigan, grain bags ... bushel	2.35
Red Kidneys ... "	2.60
Peas—	
Green ... per bushel	1 95
Scotch ... "	2.25
Split, yellow ... "	2.20
" green ... "	
Lentils—	
110-lb. bags ... per lb.	.08
Less quantity ... "	.08½
Shaker Corn—	
Fancy, barrels ... per lb.	.07¼
Less quantity ... "	.08
Hominy—	
Lea's Breakfast, 10 pkgs ... case	1.65
Lea's Pearl, 100 lbs ... per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.40
Western Pearl, 100 lb. bags	1.70
Western Grits, 100 lb. bags	1.70
Barley—	
OO	.07
No. 3, 100-lb. bags	4.25
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl	8.15
" " kegs 100 lbs., per keg	4.22½
Oaten Goods, in cases—	Per case
Avena, 18 packages	
Banner Oats, 20 packages	4.15
Friends' Oats, 36 packages	3.00

—30—

Mother's, 18 packages	1.57½
Quaker, 18 small size	1.55
Quaker, 10 large size	2.10
Rolled Oats—	
Avena, per bbl., 180 lbs	7.15
Avena, per keg, 90 lbs	
Standard, 180-lb. bbls	7.00
" 90-lb. bags	3.50
Sago—	
Fine, bags about 160 lbs	.05½
50-lb. lots	.06
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs ... per lb.	.06
" " less quantity ... "	.06½
" Pearl, 150 lbs ... "	.04¾
" " less quantity ... "	.05¼

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs ... case	3.05
Purina Cream Graham ... per bbl.	
Ralston Barley Food, 24 2's ... per case,	3.85
Purina Health Food, 36 2's, Cartons "	4 50
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour, 20 5's ... per case	4.20
Egg-O-See, 36 packages	2.85
Egg-O-See Corn Flakes, 36 packages	2.85
Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.85
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.60
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.80
Presto, 36 packages	3 35
Quaker Puffed Rice, 36 packages	2.60
Quaker Wheat Berries, 36 packages	2.75
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.85
Zest, 36 packages, 10 cent size	2.40
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3.90

—31—

HOLLAND RUSK

The Original

	Per case
Cases, 5 doz. pkgs.	4.75
Cases, 3 doz. pkgs.	2.90

HOLLAND RUSK CRUMBS

For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling ... per doz	1.07½
" Acidulated ... "	1.07½
Cox's, large ... "	1.57½
" small ... "	.95
Plymouth Rock, Pink or White ... "	1.20
Nelson's ... per dos.	1.35
" small ... "	.95
Bromangelon, assorted 3 doz ... "	.87½
Fruit Pudding, 2 doz., asst. flavors ... "	.80
Jell-O, assorted flavors, 2 doz ... "	.87½
Jell-O Ice Cream Powder, 2 doz ... "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.90
Tryphosa ... per doz.	.92½
Imperial Wine Jelly ... per doz.	.95
" " ... per gross	11.00
Gelatine, McKinley's ... per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs ... per case	2.70
Kusto, 60 5-cent packs ... per case	2.00
Puddine, assorted, 2 doz ... per case	1.60
D-Zerta Jelly, assorted, 2 doz ... per doz.	.90

—32—

MACARONI.

	Per lb
Larosa Alphabets, square, 25 lbs	.05
" Elbows, " "	.05
" Marcaroni, long, "	.05
" " square "	.06
Larosa Spaghetti, long, 25 lbs	.05
" Vermicelli, square, "	.05
" Macaroni, bulk, "	.05
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.9[illegible]
Spice Drops, in baskets, 20 lbs	1.6[illegible]
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle ... per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2 ... per dos.	9.00
" " " 3 ... "	6.50
" " " 4 ... "	4.50

Seven Out of Ten Repeats

We have found that seven out of every ten people who once eat **Hoffman House** pickles will call for them again. Our new process of pickling by which they are prepared gives them something that no other pickle has—a delicious appetizing quality that doesn't burn like other pickles and never palls. You can test this "repeat" quality at very slight expense, and if **Hoffman House** pickles will make the hit for you they have made for others you will be mighty glad you made the experiment.

Packed in tins, enameled inside.

Packed by THE J. WELLER CO., Cincinnati, Ohio

We know the butter market, being manufacturers and wholesale dealers of some years' experience, and when we say that our GURNSE is the best print butter on the market, we are telling something that we know to be a fact.

It simply *must* be the best, for it is tested and inspected

and inspected and tested until nothing but the very fanciest butter can possibly pass.

Packed in brine-dipped paper, and warranted the finest creamery butter possible to produce. You have long been after butter that would run regular — here's your opportunity.

P. F. BROWN & COMPANY, 39 **South Front Street, Philadelphia**

—33—

Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1½ to 2 in.	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins, 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...	50.00	25.60	13.00	2.75	2.25
Ex. Norway, No. 2...	36.00	18.60	9 50	2.05	1.69
Ex. Norway, No. 3...	28.00	14.60	7.50	1.65	1.37
Ex. Norway, No. 4...	25.00	13.10	6.65	1.50	1.25
Ex. Bloaters, xxx...	42.00	21.60	10.95	2.35	2.03
Ex. Shore, No. 1...					
Ex. Bloaters, xx...	40 00	20.60	10.45	2.25	1.95
Fancy No. 1,...	40.00	20.60	10.45	2.25	1 95
Large, No. 1...					
Med. Shore, No. 1 ...	29.00	15 10	7.75	1.70	1.41
Large Irish, No. 2...	25.00	13.10	6.65	1.50	1.25
Extra Irish, No. 2...	24.50	12.85	6.58	1.48	1.23
Medium Irish, No. 2..	23.50	12.35	6.33	1.41	1.19
Small Irish, No. 2...	22.50	11.85	6.08	1.38	1.15
Irish, No. 3...					
Large, No. 3...	20.00	10.60	5 50	1.25	1.05
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...	6.50	3.85			
Ocean Whitefish...	6.00	3.60			
Salmon, Halifax...					
Shad, No. 1, Mess...	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess...					
Haddock, Pickled...					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06½
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
White Rose, 1 lb. cakes, 24 lbs	.08½
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

—35—

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	
Hake	

In original cases, 450 lbs., ½c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.18
Small Extra Scaled Herring...per box	.18
Boneless Herring, fancy 10 lb. boxes, per lb.	
Smoked Salmon, whole fish...per lb.	.27
New Cromarty Bloaters, 50s...per box	1.15
" " 100s... "	2.20

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.10¾
Fancy N. Y. State, 48 1 lb	.11¾
Choice N. Y. State, 50-lb. boxes	.10¼
Apricots—	
Fancy Royals, 25 lbs	.27
Extra Choice Royals, 25 lbs	.22½
Standard Royals, 25 lbs	.19½
Cherries—	
California, unpitted, Black, 25 lbs	.16½
California, pitted, 25 lbs	.30
Currants—	
Gold Medal, recleaned, 36 1s	.08½
Gold Medal, loose, 25 lbs	.08¼
Private Growth, extra, cleaned, 36 lbs	.08¼
" cleaned, 30 lbs. bulk	.08
Nectarines—	
White, 25 lbs...per lb.	
Peaches—	
Extra Fancy Muirs, 50 lbs	.15
Fancy Muirs, 25 lbs	.14½
Fancy Yellows, 50 lbs	.14
Extra Choice Yellows, 25 lbs	.13½
Extra Choice Muirs, 50 lbs	.14
Choice Muirs, 25 lbs	.13
Choice Yellows, 25 lbs	.12⅝
Pears—	
Fancy California, Bartlett, 25 lb	.13½

—36—

PRUNES. Boxes.	New Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs...				
30– 40, 25 " ...	.10½	.09⅞		
40– 50, 25 " ...	.09½			
40– 50, 50 " ...				
50– 60, 25 " ...	.08½	.08¼		
50– 60, 50 " ...	.08¼			
60– 70, 25 " ...	.08	.07¾		
60– 70, 50 " ...	.07¾			
70– 80, 25 " ...				
70– 80, 50 " ...				
80– 90, 50 " ...	.06½	.05¾		
90–100, 25 " ...		.06		
90–100, 50 " ...		.05¾		
100–120, 50 " ...				

25–30, 25 lbs., Red Star, fancy, Silver	.11½
Ensign, fancy, pitted, 50 1s	.09
Raisins—	
Muscatels, 4 crown, 50 lb	.08½
" 3 " 50 lb	.08
" 2 " 50 lb	.07½
Cal. Thompson Seedless, 50 lbs	.08
Cal. Cleaned Sultanas, 50 lbs	.08½
Cal. Sultanas, 50 lbs	.07½
Seedless Muscatels, 50 lbs	.07¼
Roger's, Layer, Valencias, 28 lbs	.08
Llano, Layer, Valencias, 28 lbs	.07½
Gilabert's, Layer, Valencias, 28 lbs	.08
Raisins, Seeded—	
Griffin & Skelly's, fancy, 36 1s	.10½
Ensign, fancy, 36 1s	.10⅜
Tiger, fancy, 36 1s	.10¼
Admiral, fancy, 40 1s	.10
Citron, fancy, boxes, 10 lbs., net	.18
" fancy drums, about 26 lbs	.17¾
Lemon Peel, fancy, boxes, 10 lbs., net	.13
Orange Peel, fancy, boxes, 10 lbs., net	12

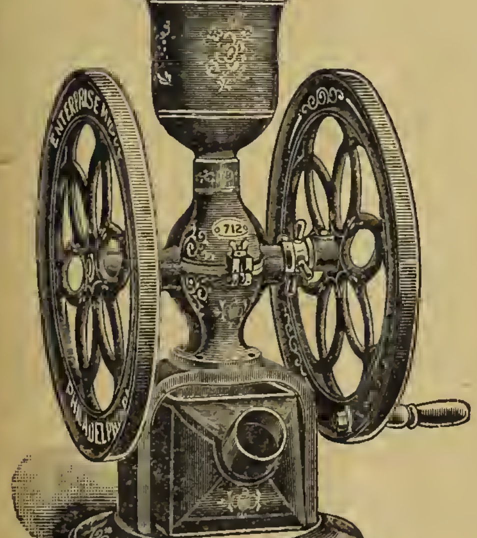
CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb... per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

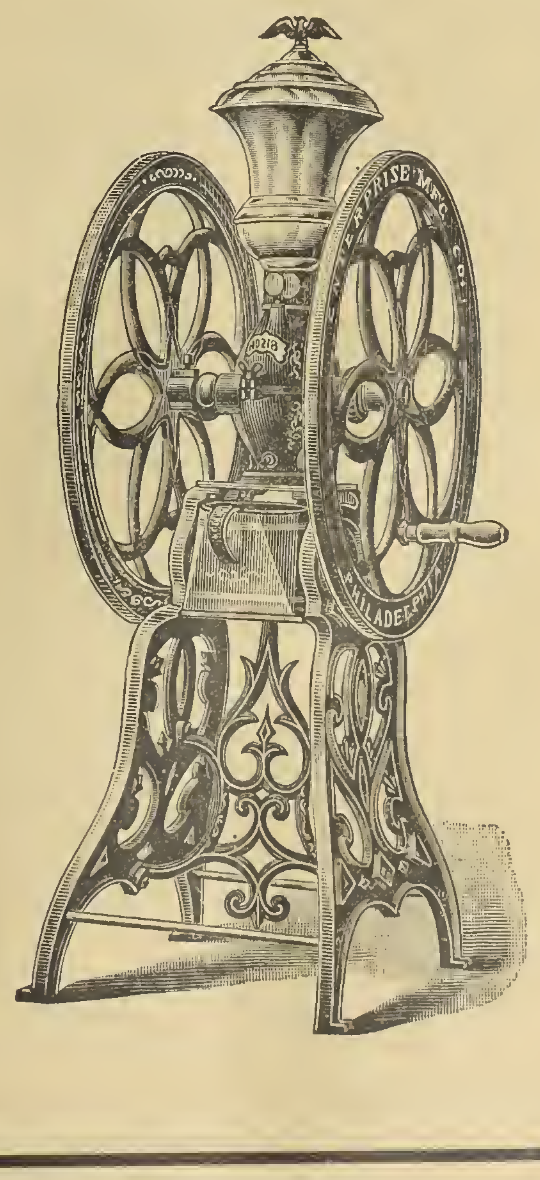
Tumblers, 10-c. size, 2 doz...per doz.	.72½
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.90

MARKED "ENTERPRISE"



Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.



—37—

INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		4½ doz.	3.38

	No. 1.	No. 2.
Jumbo Chimneys, plain.......per doz.	.75	.85
" " dec., 107, "	.90	1.00

	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.	per lb.	.05¼
" " 25 lb. boxes, ½ lb.	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.25
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.87½
" 4 doz	"	3.65
Popular, 4 doz	"	1.45

MATCHES.

			Per gro
Swift & Courtney's,	200's,	1-gross case	1.75-1.90
"	400's,	1 "	3.50-3.70
"	500's,	1 "	3.75-4.00
Blue Hen,	200's,	1 "	1.50-1.60
"	500's,	1 "	4.00-4.25

—38—

	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.90
" 500's	3.95
Vulcan Safety, 65s, No. 37	.55
" 65s, No. 2	.45
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50-3.75
Searchlight, 500's	4.25-4.50
Press, 200's	1.80-1.90
" 500's	4.50-4.75
America, 200's	1.30-1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue head, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5 00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1 00
Blue Ribbon, 165s, 1 gross to case	1 05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent. bbls., ½ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls.	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kkns, 6 to crate	per doz.	9.80
" 5-lb. " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25

—39—

National, 30-lb. Kits, bbls., ½ bbls.	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.75
No. 10, wooden pails	per box 6 pails	6.40
No. 18, 37 and 68, wooden pails		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs.	"	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs.	"	.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150test	"	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz,
Theodore Marquet, Mammoth, 64 oz.	15.50
" Extra, 64 oz.	13.50
" Mammoth, quarts,	7.25
" Extra, quarts	6.75
" Extra, pints	4 50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz.	2.40
Farcies	3.75
Queen, 6 oz.	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

—40—

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz.	4.90
" " pts., 2 doz.	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz.	6.50
" " pts., 2 doz.	7.50
" " ½-pts., 2 doz.	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz.	9.00
" Sublime, 8-oz. flasks, 2½ doz.	6.50
" " 12-oz. " 2½ doz.	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles.	6.75
2 5 gal. cans, case	22.00
10 1 gal. cans, case	23.10
20 ½ gal. cans, case	24.20
40 ¼ gal. cans, case	25.30
80 ⅛ gal. cans, case	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8 50
5 gallon tins, 2 tins to case	26 50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.		
Quarts, Cal. style, 1 doz. in case	per case,	8.50
Pints, " 2 " "	"	9.00
½ Pints. " 2 " "	"	4.75
Oliver's Olive Oil—		
1 dozen quarts		6.00
2 dozen pints		6.75
2 dozen half-pints		4.25
6 1-gallon tins	per gal.	2.00

Special prices for quantities, on application.

AMERICAN OIL.

Lubon's No. 8, 2 doz.	per doz.	.52
Lubon's, No. 16, 2 doz.	per doz.	.95
Lubon's No. 32, 1 doz.	per doz.	1.85
Table Oil, No. 61, bottles, 2 doz., per doz.		1.00

Paste This in Your Hat

You must sell package coffee, for many of your customers won't have it loose on account of the things that get in it, and because of the loss of the aroma.

You can't sell as good a coffee as **Ariosa** at the same price, because there isn't any.

You don't have to sell **Ariosa,** we have done that for you—simply hand it out.

You make only your profit on other package coffees and you are not sure to please your trade. **Ariosa** pleases everybody who buys it and besides your profit you get vouchers with every case--vouchers which we will exchange for almost anything money will buy.

Arbuckle Brothers
NEW YORK

—41—

PAPER.
WRAPPING.

Manila, 15 x 20, full .... per ream .36
" 24 x 36, full, 20 lbs........ " .90
" 18 x 24, full, 10 lbs........ " .37½
" Special, 15 x 20, 6 lbs........ " .18½
Manilla, Bakers', 15 x 20, 10 reams in bundle .... per ream .12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide........ per lb. .03¼
Roll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide........ " .03⅜
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide........ " 03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide........ " .03¾
White Tea Paper, 12 x 16, reg..... per package .14
Wax Butter Paper........ per package .11
Parchment Butter Paper 9 x 12... " .40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼......	.48	.29		.31	.35	.45
⅜......	.53	.35		.37	.43	.55
1......	.71	.45	.78	.49	.55	.73
2......	.89	.53	.97	.61	.71	.93
3......	1.09	.65	1.25	.75	.89	1.15
4......	1.25	.77	1.39	.87	1.05	1.33
5......	1.45	.91		1.07	1.21	1.55
6......	1.73	1.03	1.95	1.23	1.41	1.81
8......	2.09	1.19	2.29	1.49	1.68	2.19
10......	2.27	1.37	2.55	1.65	1.83	2.41
12......	2.69	......	3.11	......	......	2.89
14......	3.37	......	3.97	......	......	3.75
16......	3.87	......	4.41	......	......	4.01
20......	4.39	......	4.79	......	......	4.55
25......	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks........ per M 4.00
25-lb. " " .... " 5.75
50-lb. " " .... " 11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints........ per doz. 4.75
" " quarts ..... " 5.75
" 10-oz. jars........ " 2.50
" 10-lb. pails........ per pail 2.50
Tripe, 10-lb. pails........ per pail .90
" 5-gal. kegs........ per keg 2.00
Pig's Feet, 10-lb. pails........ per pail 1.00
" 5-gal. kegs........ per keg 2.25
Pickled Beef Salad, in glass........ per doz. 1.10
" Tripe, " .... " 1.10
" Ox Heart, " .... " 1.10
" Pig's Feet, " .... " 1.10

—42—

Russian Sardines........ per keg .75
" 5-lb. pails .... per pail .50
" 10-lb. " .... " 1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs........ .18½
Loose, barrels, 30 lbs........ .18

POPPING CORN.

Brad's "Tip-Top":— Per case
50 10 oz. packages........ 2.10
100 10 oz. packages........ 4.00
24 20 oz. packages........ 2.05
48 20 oz. packages........ 4.00
I-X-L, 40 1s, White Rice........ 2.75

PEANUT BUTTER.

MacLaren's— Per doz.
Small, 2 doz........ .92½
Medium, 2 doz........ 1.45
Large, 1 doz........ 2.75
Peanutene, No. 2 jars, 2 doz........ 1.85
Peanutene, No. 4 jars, 3 doz........ .92½

PICKLES.

Barrels, 45 gal., 1200s........ 11.50
10-gallon kegs, 700s........ 3.25
Sweet Pickles, 500s to 600s, 5 gal...... per keg, 3.30
Sweet Pickles, 700s, 5 gal........ " 3.60
Sweet Pickles, 1,000s, 5 gal........ " 4.15
Sweet Pickles, 2,000s, 5 gal........ " 5.00
Chow-Chow, No. 1, 5 gal. kegs........ 1.95
Chow Chow, No. 2, 5 gallons........ 1.75
Chow and Mixed Pickles, 2 gal., per pail...... 1.00
Williams Bros.— Per Doz.
Wilco Onions, 5 gals........ 3.50
No. 8, Sour Gherkins, 2 doz........ .92½
No. 8, Sweet Gherkins, 2 doz........ .92½
No. 8, Sour Mixed, 2 doz........ .92½
No. 8, Sour, assorted, 2 doz........ .92½
No. 8, Chow-Chow, 2 doz........ .92½
No. 8, Onions, 2 doz........ .97½
Highland, No. 10, Chow........ .90
Highland, No. 10, Sour, assorted........ .90
Highland, No. 10, Sweet Mixed........ .90
Crosse & Blackwell's:—
Whole bbls., 5 doz........ 3.25
Chow, pints, less quantity........ 3.30
Mixed, less quantity........ 3.30
Onions, pints, less quantity........ 3.30
Plain, pints, less quantity........ 3.30
Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.20

—43—

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:— Per gal.
Pure Apple Vinegar, Extra old, bbls........ .16
" " " 40 grain, bbls........ .15
Pure Cider, 40 grain........ .12
Pure Cider, 45 grain........ .15
Corson's Gold Seal Cider Vinegar, Pure Apple .16
White Wine, 90 degrees........ .20
Crown Brand Pure Cider Vinegar, qts., p. doz. .90
White Vinegar, Distilled, 40 grain........ .08
" " 45 " .... .09
" " Extra Strength...... .15
Crosse & Blackwell's........ per doz. 2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs........ .10½
" 14–16 lbs........ .10½
" 10-12 lbs........ .11½
Picnics, 6–8 lbs........ .09¼
N. Y. Shoulders, 10–12 lbs........ .10
Dried Beef, sets (city smoked)........ .13
" Tenders and Knucks........ .17
" Flats........ .11
" Air Dried, sets........ .18
" " Tenders and Knucks.. .21
Jersey Pork, Butt........ per bbl. 18.50
" Family........ " 20.50
Breakfast Bacon, rib in........ .14
" boneless........ .15
S. P. Bellies, 14-15 lbs........ .11½
Bologna, 25-lb. boxes........ .08
Boiled Boneless Ham........ .21
Beef Tongues, smoked, 5–6 lbs........ per doz. 10.00
Cooked Compressed Ham, 25-lb. boxes........ .10½
Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra
John Bower & Co.—
Honey-cure Brand Hams, skinback........ .13½
" " large........ .13½
" " medium........ .13½
" " small........ .14
" Breakfast Bacon........ .14
" " boneless........ .16
Beef, air-dried, regular sets........ .20
" " insides and knuckles........ .23
Ham Bologna........ .10
Beef "........ .10
Boiled Hams........ .23
Beef Tongues........ per doz. 9.00-11.00

—44—

Swift & Co.—
Premium brand Hams, 10 lb........ .14
Premium brand Hams, 12 lb........ .13½
Premium brand Hams, 14 lb........ .12¾
Premium brand Hams, 16 lb........ .12½
Premium brand Hams, 18 lb........ .12½
Premium brand skinned Hams, 18–20 lb...... .12
Premium brand boiled Hams, skinned, fatless .23
Premium brand Bacon........ .21
Premium brand Dried Beef, insides........ .20
Premium brand Beef Tongues, short cut...... .17
Winchester brand skinned Hams, all aver.... .11
Winchester brand Picnics........ .09½

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs........	10¼	8⅝
Plain Tubs, 50 and 60 lb. cans........	10¼	8¼
10-lb. Tin Pails, 60 lbs........	11¼	9⅛
5 " "	11⅜	9¼
3 " "	11½	9⅜

John Bower & Co.—
Pure Kettle Rendered, tierces........ .10¾
" " tubs........ .11
" " 3, 5 and 10-lb. cans. .12
Swift & Co.—
Premium brand, tierces........ .11¼
Silver Leaf brand, tierces........ .10¼
Jewel, compound, tierces........ .08
Cotosuet tierces........ .08¼

DRESSED MEATS.

City Dressed Beef— Per lb
Choice, native........ .08 -.09½
Common to fair, native........ .06 -.07
Western Dressed Beef—
Choice, native cattle........ .08 -.09½
Common to fair "........ .06 -.07
City Dressed Veal—
Prime........ -.12
Good to choice........ -.10
Dressed Hogs—
Pigs........ -.08½
Hogs, heavy........ -.08½
" 180 lbs........ -.08½
" 160 lbs........ -.08½
" 140 lbs........ -.08½
Dressed Sheep and Lambs—
Lamb, Western, good........ .12
Lamb, Western, culls........ .09
Sheep, choice........ .10
" medium........ .08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues........ .90-1.00
Cow Tongues........ .75-1.00

Ham Confidence

There is a vast difference between merely "ham" and Swift's PREMIUM Ham.

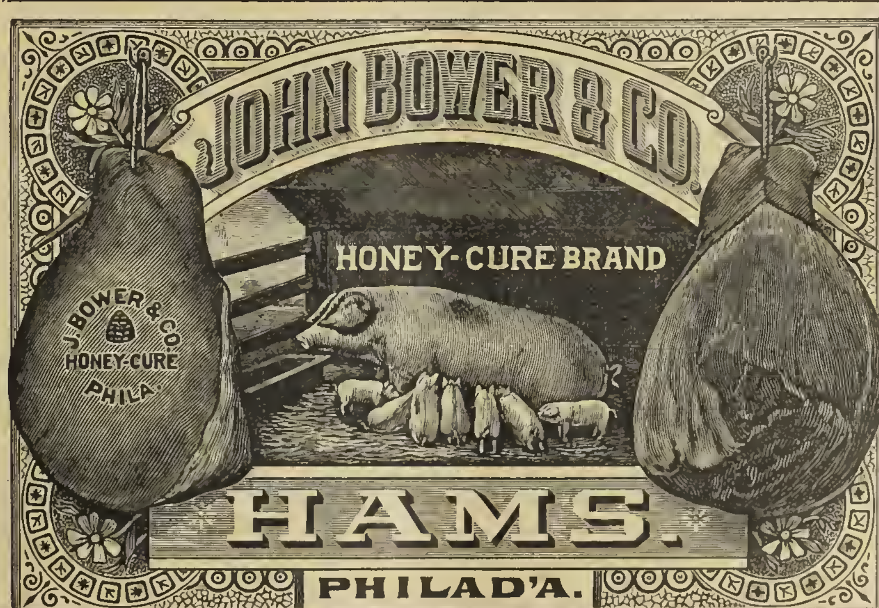
The grocer who just keeps "ham," who buys no special brand, and buys from no particular packer, is just as certain to have a small and irregular ham trade as night is certain to follow day.

But the grocer who sells only Swift's PREMIUM ham, which is always the same and always fine, will have a ham trade that amounts to something. His trade won't care to experiment with other grocers; they're getting what they want and they're getting it all the time.

PREMIUM Hams are tender, delicious and—this is important—well advertised.

Swift & Company, U. S. A.

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc. HAMS Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
SUPERIOR AND FAIRMOUNT MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

You must Advertise or Lose! Then why not Advertise wisely?

The best advertisers in the country—and they are all thinkers—tell you how to advertise successfully in

BRAINS
FOR
The Retailer and Advertiser

The very best examples of clever, money-making advertising in the world are presented weekly.

If you advertise without reading BRAINS you miss the benefit of other men's experience, men who have given years to the study of advertising.

Five dollars a year is all it costs, and its worth it. Sample copy 15 cents

JAMES KNAPP REEVE
PUBLISHER
DEPOSIT, N. Y.

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.05
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.10
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.14
" " western		.14

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.22 –.24
" Y. T., 5 to 7 lbs	.18 –.22
Old hens and toms	.18 –.21
Common to Good	.15 –.16
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22 –.24
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.22 –.24
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.22 –.24
Western, 4 to 4½ lbs. to pair, fancy	.18 –.20
" 3 to 3½ lbs. to pair, fancy	.18 –.22
" fair to good	.15 –.16
Fowls—	
Western, fancy	.14½– 15½
Heavy Roasters, 4 to 5 lbs	.15 –.17
Fair to good	.13 –.14
Old cocks	.10 –.11
Western capons, fancy, frozen	
" " small, frozen	
Squabs—	Per doz.
Prime, large, fancy	4.00
Mixed	2.50–3.50
Dark	1.00–1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.13 –.15
Large Springers	.13 –.14
Fowls	.13 –.14
Roosters	.09½–.10
Ducks	.13 –.14

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

—46—

SAUER KRAUT.

Extra Quality, 50-gal. tierces	6.25
Extra Quality, 15 gals., kegs	2.45
Victory, extra fancy, No. 3, 2 doz. doz.	.90
Spring Garden, fancy, No. 3, 2 doz. doz.	.82½
Compass, No. 3, cans, 2 doz	.82½

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb. per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ½ " "	8.50
P. P. Sauce, 2 doz., No. 1 "	1.50
Atmore's Genuine English Plum Pudding—Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ½ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	1.05
No. 5, toy pails	2.90
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ½ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.90
Apple, 30-lb. pails per pail	1.20
Apple, 20-lb. crocks per lb.	.07¾
Apple, Schimmel's, 30-lb. pails per lb.	.06
Prune, 30-lb. pails per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

—47—

		Per Doz
Curtice Bros. Preserves—		
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		0 85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1 95
Spirits Camphor		85	1.95
Spirits Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	
Laudanum, 15c.-size per doz.,			1.20
Laudanum, 25c.-size per doz.,			1.90

5 per cent. discount in gross lots assorted.

Alum per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2.60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk per lb.	.08
" Lump, bulk "	.08
Butter Color, W. & R. per doz.	2.00
Bluestone, bulk per lb.	.09
Copperas per lb	.01¾

—48—

Camphor, gum, 1-oz. blocks "	1.00
" Flakes, 250 bbls "	.02½
" " less quantity "	.02½
" Tar Balls, bbls., 250 lbs. "	.02½
" " less quantity	.02½
Castoria, Fletcher's per doz.	2.80
" Pitcher's "	.85
Carbonate of Ammonia "	.11
Epsom Salts per lb.	.01½
Glauber Salts per lb.	.01½
Glue, ordinary	.09½
Glue, white	.20
Glue "	.11
Goff's Cough Syrup, 25c. size per doz.	1.75
Goff's Herb Bitters, 25c. size "	1.75
Goff's Oil Liniment, 25c. size "	1.75
Goff's Sarsaparilla, 50c. size per doz.	3.50
Goff's Worm Syrup, 15c. size "	1.80
Goff's Horse and Cattle Pwd., 15c. size "	1.20
Goff's Dyspepsia Tablets, 10c. size "	.75
Gum Arabic per lb.	.55
Haarlem Oil per doz.	.40
Licorice, P. & S., 5c. stick, Imported "	.36
" M. & R., 5-lb. boxes per lb.	.23
" " Lozenges, 5-lb. boxes, "	.27
" Y. & S., " 5-lb. glass front, "	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's, "	.24
" Root "	.11
Putty, 25-lb. cans per 100 lbs.	1.60
" 50-lb. cans "	1.55
Petroleum Jelly, screw top, 5-c. size "	.35
" " 10.c. " "	.75
Paris Green, 100-125-lb. kegs per lb.	29½
" ¼-lb. packages "	.34
" ½-lb. " "	.33
" 1-lb. " "	.32
Jamaica Ginger, Hires', flasks per doz.	.90
Rosin per lb.	04
Saltpetre, crystal, barrels, about 350 lbs. "	.07
" granulated, kegs, " 100 " "	.07
Sulphur, Flour, 175-lb. barrels per 100 lbs.	2.45
" 100-lb. bags	2.25
" less quantity	.03½
Venetian Red per lb.	.02
Whiting "	.02

	1 oz.	2 oz.
Husband's Magnesia per doz.		2.85
Bull's Cough Syrup "		1.90
Roach Powder, Omega, 4-oz. cans		.80
" " per gross		9.00
Roachsault, 10c.-size, 1 doz. per doz.		.80

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75
McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

50 YEARS THE STANDARD

BORDEN'S

Eagle Brand Condensed Milk

Three Generations Attest its Merits **Give Your Trade Satisfaction**

BORDEN'S CONDENSED MILK CO.

EST. 1857 "LEADERS OF QUALITY!" NEW YORK

How to Answer Their Questions

Put a box of **I-V Washing Tablets** on your counter. They will be such a novelty that every woman who comes in will ask what they are and what they will do. Tell them this:—

1—They contain no acid of any sort.
2—They wash clothes without rubbing.
3—They make clothes beautifully white;
4—They can be used in hard water;
5—They take stains from table linen without any rubbing whatever.

Any one of these points would sell a package—just see the women's eyes glisten when you name them all.

I-V WASHING TABLET COMPANY, Inc.

251 North Front Street, Philadelphia, Pa.

—49—

W. F. Young's Veterinary Remedies, wholesale prices—	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—		Per doz.
Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00
Sauer's Flavoring Extracts:—		
No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen, No. 25,	per doz.	2.00
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
" Lemon, " " No. 25,	"	1.75
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
Ingersoll's Flavoring Extracts:—		
High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.85
" Lemon	"	.85
" assorted	"	.85
" small size	"	.45

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

	Per gal.
Corson's Golded Russet, bbl	.20
Corson's Champagne	.18
" Dry Hard	.20
New Juice Cider, bbls	.18
New Juice Cider, ½ bbls., 28 gals	5.60
New Juice Cider, ¼ bbls., 14 gals	3.25
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅜
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03⅝
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	

SALT.

WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim...	4.00
" " 82 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 30 10-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS TABLE SALT PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz	doz.	.87½
Durkee's, large, 1 doz	per doz.	4.00
" small, 2 doz	"	2.40
Schimmel's, small, 2 doz	per doz.	.87½
My Wife's, large, 1 doz		2.30
My Wife's, small, 2 doz		1.45
Snider's Salad Dressing:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Luncheon, 3 doz	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.67½
Kegs, 150 lbs	per 100	.85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz		.77½
North of England Sauce, No. 8, doz		.77½
Chef Sauce, 2 doz., doz		.75
Snider's Chill Sauce:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jngs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

REFERENCES
Goldberg, Bowen & Co. San Francisco, Cal.
H. Jevene Co. Los Angeles, Cal.
Lutey Bros. Butte, Mont.
Colorado Supply Co. Pueblo, Col.
F. Dresser & Co. Portland, Ore.
Hennessy Mercantile Co. Butte, Mont.
Lion Grocery Co. El Paso, Texas

J. A. FLESCH & SON
Architects and Designers
Of Store Fixtures for Modern Grocery Stores
1010 and 1012 Chicago Opera House Block
112 CLARK STREET
CHICAGO
CORRESPONDENCE FOR PARTIAL OR COMPLETE OUTFITS SOLICITED
FLESCH'S PATENT COOLERS and COUNTERS
HENRY TROEMNER'S SCALES, BINS, CANS, etc.

REFERENCES
S. P. Nissen Co. Oak Park, Ill.
Simpson, Crawford Co. New York City
Henry Siegel Co. Boston, Mass.
Greenough Bros. Co. Spokane, Wash.
Chris Keller Laucaster, Ohio
Louis Kunkel San Antonio, Texas
John B. Watson El Paso, Texas

—53—

SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.07½
Caraway...	.11	Mustard, Yellow..	.06½
Celery...	.10	Rape, per lb...	.05½
Coriander, bleached	.05	Poppy, per lb...	.10
Flax...	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs...	per keg	2.80
" bulk, 25-lb. boxes...	per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes...	"	.04⅝
Arm & Hammer bd., ¼'s, 36 lbs...	per lb.	.05⅝
" " " lbs., 36 " ...	"	.04⅞
" " " ¼, ½, 36 lbs...	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04⅞

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz...	2.50
Hires' Root Beer, Carbonated, 2 doz...	.87½
Hires' Ginger Ale, Carbonated, 2 doz...	.87½
Welchs Grape Juice, case quarts, 1 doz...	4.50
" " " pints, 2 doz...	4.75
" " " ½-pints, 3 doz...	4.25
" " " 3-ounce, 8 doz...	6.00
" " " ½-gallons, 1 doz...	8.00
" " " gallons, 6 gal...	7.50

5 per cent. discount on 5 case lots.

Clicquot Club Co. :—	Per case
Ginger Ale, extra dry, pints, 2 doz...	2.10
Sarsaparilla, extra quality, pints, 2 doz...	2.10
Blood Orange, extra quality, pints, 2 doz...	2.10
Birch Beer, extra quality, pints, 2 doz...	2.10
Lemon Soda, extra quality, 2 doz...	2.10
Root Beer, extra quality, pints, 2 doz...	2 10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross...		2.50
Bon Ami, 10-cent size...	¼ gross	2.50
Electro Silicon, 1 doz...	per doz.	.72
Putz Liquid, large, 3 doz...	per gross,	16.50
Putz Liquid, large, 3 doz...	per doz.	1.45
Putz Liquid, small...	per gross,	7.00
Putz Liquid, small...	per doz.	.60
Putz Paste, large...	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans...	per gross	9.00
No. 1, half-pint cans...	"	18.00
No. 2, pint cans...	"	32.00
No. 3, quart cans...	per doz.	4.50
No. 4, half-gallon cans...	"	7.50
No. 5, gallon cans...	"	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs... per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme...	100	3 50
Acorn...	120	2.70
Ark...	100	1.85
American...	72	2.80
Bee...	100	3.85
Best, Babbitt...	100	3.70
Babbitt's New York City...	60	2.95
Benzine-ated...	100	4.10
Big Master...	100	4.25
Brown...	60	2.40
Borax, Dreydoppel...	40	2.60
" Pearl, Young & Co...	40	2.80
" Day & Frick, Novelty...	40	2.80
" Handsome...	69	3.10
" Eavenson, large...	100	4.75
" " small...	100	3.75
" Kirkman's...	100	3.80
" Red Seal...	100	3.85
" Swift's...	100	4.00
Circus...	100	3.50
Cotton Oil...	100	5.80
Coal Oil Johnny...	100	3.50
Cygnet...	100	4.00
Dobbins' Electric...	100	4.15
Dewey...	100	2.15
Fairy...	100	4.00
Fels-Naptha...	100	4.00
Five-case lots freight prepaid...	100	3.95
German Family...	100	4.30
Good Morning...	100	3.85
Glycerine Tar...	100	3.75
Gloss...	100	3.50
Grand Pa's...	50	3.15
" ...	100	3.80
Ivory...	100	7.00
" ...	100	4.00
Lenox...	100	3.50
Life Buoy...	50	2.00
" ...	100	4.00
Lautz's Naphtha...	100	4.00
Magic Cleaner...	100	3.00
Marseilles, laundry size...	100	6.00
" 5-cent size...	100	4.00
" toilet size...	100	4.00
Mayer's...	100	3.80
" ...	50	1.90
Miller's Naptha...	100	3.75
Naphtha, Swift's...	100	3.75
Naptha, P. & G...	100	4.00
Octagon...	100	3.90
Old Mill...	100	3.30
Ozone...	100	3.75

—55—

Oleine, Conway's...	60	2.75
" Golden...	60	2.55
" Eavenson's...	60	2.50
" Hamilton's...	60	2.50
" Kirk's...	60	2.30
" Philadelphia, 1 lb...	60	2.90
" " 14 oz...	60	2.65
" Pennsylvania...	60	1.80
" Procter & Gamble...	60	3.00
" Young's Best...	60	2.80
Pride, Swift's...	100	3.75
Polo...	120	2.45
Quaker City, boxes...	100	3.00
" tubs...	150	4.50
Sunlight, oval...	100	3.85
" twin bars...	100	3.95
Santa Claus...	100	3.10
Saratoga...	120	2.70
Star...	100	3.50
Sunny Monday...	100	4.00
White Clond...	100	3.85
Wool Soap, large...	100	6.75
Wool Soap, small...	100	4.00

TOILET SOAPS.

Buttermilk Cosmo...	gross	3.50
Buttermilk Cosmo...	doz.	.60
Buttermilk, Swift's...	gross	4.05
Castile, imported, Conti...	lb.	.13½
Castile, Conti, original boxes...	lb.	.11¾
Cutaneous, Dr. Raub's...	doz.	.70
Elderflower, large cake...	gross	4.40
Fleur-de-lis...	gross	4.50
Fleur-de-lis...	doz.	.45
Hearts and Flowers...	gross	10.25
Maxine Elliot...	gross	8.10
Oatmeal, 3 cakes in box...	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box...	lb.	.09
Turkish Bath...	doz.	.40
Sweetheart, 50 cakes...	box	1.75
Witch Hazel, 3 cakes, ½ gross...	gross	3.25
Witch Hazel, Swift's...	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars...	2.24
Young's, 48 bars...	1.80
Brooks' Crystal, 100 bars...	3.35
Philadelphia Standard, 60 bars...	.60
Sapolio, 36 bars...	2.25
" Hand, 36 bars...	2.25
Wrigley's, 100 bars...	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars...	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes...	per box	2.70
" 6 oz., 100 packages...	"	2.65
" 8-oz. packs...	"	2.70

—56—

Soapine, No. 7, 100 packs...	2 37½
Soapine, No. 12, 100 packs...	3.50
Soapine, No. 17, 36 packs...	2.42½
Babbitt's 1776 Powder, 100 6-oz...	2.35
Finola, 100 packages...	3.25
Gold Dust, Fairbank's, 100 12-oz. packages...	4.00
" " 24 4-lb. " ...	4.50
Naptha Borax, 100 packages, large...	4.75
" 100 5-cent packages...	3.75
Kirkoline, white, 24 4-lb. packs...	3.55
Kirkoline, White, 100 5-cent packages...	3.50
Young's Pearl Borax, 60 1-lb. packages...	3.60
Snow Boy Washing Powder, 24 4s...	4.00
" " 50 2s...	4.00
" " 100 1s...	4.00
Nine O'clock Tea, 100 packages...	3.15
I-V Washing Tablets, 3 doz... per doz.	43
Swift's Washing Powder, 100 1s...	3.85
Swift's Washing Powder, 24 4s...	3.85
Pennywash, 1 gross and 144-1 cent cakes free..	10.25

SPECIALTIES.

Anker's Bouillon Capsules... 3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade...	.18½	.19½	.21½
Black, Low Grade...	.14	.15	.17
White, High Grade...	...	.32	.34
White, Low Grade...	...	.23	.25
Cayenne, High Grade...	...	.21	.23
Cayenne, Low Grade...	...	.16	.18
Cinnamon—			
High Grade...	.22	.23	25
Low Grade...	.13	.14	.16
Cloves—			
High Grade...	.31	.32	.34
Low Grade...	.22	.23	.24
Allspice—			
High Grade...	.12½	.13½	.15½
Ginger—			
High Grade...	.25½	.26½	.28½
Low Grade...	.12	.13	.15
Mace—			
High Grade...	...	.78	.80
Nutmegs—			
High Grade...	...	.32	.35
Mustard—			
Yellow, High Grade...	.19	.20	.22
Yellow, Low Grade...	.14	.15	.17
Brown, High Grade...	.14	.15	.17

McCormick & Co., Bee Brand—		Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice...	⅛ lb.	.40
	¼ lb.	.75
Banquet Brand—		
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice...	⅛ lb.	.40
	¼ lb.	.75

WALKER STORE FIXTURES

—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St.

PHILADELPHIA, PA.

Don't Buy a Cheap Wagon

If you do, you'll remember this advice. A cheap wagon looks nearly as well in the factory as our "J. M.," but oh, what a difference in six months!

The "J. M." wagon is the best delivery wagon made. Only the finest materials go into it, and they're put together right, too.

If we haven't what you want, though we probably have, we'll build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PENNA.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—	
5 cent tins, 2 and 4 doz. ....per doz.	.45
Dime size, 2 and 4 doz. .... "	.85
¼ lb. net, tins, 2 and 4 doz. .... "	1.00
½ " 2 doz. .... "	1.90
1 " 1 doz. .... "	3.70
6 lb. cans, full weight........per lb.	.23
10 " " .... "	.22
Colman's Mustard, D. S. F.:—	
1-lb. tins........per doz.	5.40
½-lb. tins........ "	2.70
¼-lb. tins........ "	1.45
⅛-lb. tins........ "	.90
18-lb. kegs........	.43

MUSTARD—Prepared.

	Per doz.
Campbell's, jar, 2 doz........	.87½
Gulden's, No. 6, with spoon, 2 doz........	.95
Gulden's, No. 20, with spoon, 2 doz........	.88
Gulden's Mustard and Horseradish, 2 doz........	.85
Beer Mug, fancy, large size, 2 doz........	.65
Lemonade Glass, tall, 2 doz........	.67½
Horseradish and Mustard, 8 oz., with spoon, 2 doz........	.90
Milk Jar, glass top, 2 doz........	.85
Water Tumblers, glass, 10 oz., 4 doz........	.37½

WHOLE SPICES.

	Per lb.
Pepper, Black........	.09½
Allspice........	.07
Cloves........	.15
Mace........	.48
Nutmegs, 80's........	.24
" 110's........	.17
Cinnamon Bark, China........	.13
" Canton........	.12
" Java Thin Quills, 5-lb. rolls..	.30
" Saigon........	.79
Green Ginger Root........	
Whole Mixed Spices, bulk, 6-lb. boxes........	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages........per case	1.80
Davis, 36 10-cent packages........per case	2.70
Duryea's, 40-lb., 1-lb. packages........	.06½
Niagara, 40-lb., 1-lb. "	.04¾
Cream, 48-lb., 1-lb. "	3.45
Kingsford's, 40-lb., 1-lb, "	.06⅝

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes........	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons........	.04⅞
Kingsford's, Pure, 3-lb. cartons........	.06¼
" Pure Gloss, lb. packages........	.06¼
" Silver Gloss, 12 6-lb. wd. bxs....	.07⅝
Duryea's, Superior, 3-lb. cartons........	.06¼
" Satin Gloss, lb. packages........	.07¼
" Superior B, bulk........	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes........	.07⅝
Niagara, laundry, 50-lb. bulk........	.03¾
" 1 lb. packages, 48 lbs........	.04⅞
" 3-lb. cartons, 48 lbs........	.04⅞
" 6-lb. boxes........	.05⅞
Celluloid, 64 10-cent packages........	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages........	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages........per package	.08
Starch Polish, 20 cakes........per box	.50

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross........	4.00
Enameline Paste, large, ¼ gross........	7.00
Enameline, Liquid, large, ¼ gross........	6.65
Enameline, Liquid, small, ¼ gross........	4.90
Electic Paste, ⅛ gross boxes........	4.20
Magic Paste, ¼ gross boxes........	4.75
Parlor Pride, large size........per doz.	.87½
" " ....per gross	10.25
" small size........per doz.	.70
Climax Enamel ¼ gro........per gross	9.40
Black Jack, ¼ gross, per gross........	6.60
Rising Sun........per gro.	5.75
Sun Paste, 5-cent size........ "	4.50
" 10-cent size........ "	7.20

—59—

X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross........	1.25
Per box of ½ gross........	2.50
14 dozen to gross........	5.00
10-cent size, No. 10, per box of ¼ gross........	2.25
Per box of ½ gross........	4.50
Per gross........	9.00

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round........per pkge.	.04¾
Excelsior, 24 packs........ "	.05¾
McAllister, 36 packs........ "	.05⅜
Rosensteins, 1lb. pkgs., 2 doz........per lb.	.05⅛
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz....per doz.	.35
Red, quarts, 3 doz........ "	.70
Silver, pints, 3 doz........ "	.35
" quarts, 3 doz........ "	.70
Bath Brick, 25 bricks........per box	.60
Toothpicks, Eureka, 100 boxes........case	1.85
Toothpicks, Perfection, 2 doz........per doz.	.42½
Royal Glue, 1 doz........per doz.	.80
Paist's " 1 " .... "	.40
Carpet Tacks, Wooden Keg, ⅛ gross case, assorted, 6, 8, 10's........per case	90
Carpet Tacks, Silver Steel, 4 oz........per doz.	.06½
6 oz........ "	.07
8 oz........ "	.07½
10 oz........ "	.08½
12 oz........ "	.09½
Matting Tacks—	
No. 10, steel........per doz.	.09
No. 11, steel........per doz.	.09½
No. 12, steel........per doz.	.12
G. B. Weiss & Son—	
Sole Leather, No. 1, .25; No. 2, .23; No. 3,	.21
Cut Sole Leather, cut into taps, 6 inches high	1.50
5½ inches high........	1.48
5 inches high........	1.42
4½ inches high........	1.25
4 inches high........	1.18
3½ inches high........	1.05
3 inches high........	.90
Fly Paper, Tanglefoot........per case	
Fly Paper, Sticky, 10 cartons........	2.20
Sticktite Fly Paper, 100........per case	3.00
Sticktite Fly Paper, 10 cartons........per case	2.35
Wax, White and Yellow........per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb........per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.	.80
Cleveland, extra fine cotton twine........per lb.	.22
Orange Brand, fine cotton twine........ "	.20
Texas Medium, cotton twine........ "	.16
Cotton Candle Wick........ "	.20
Colored Twine, 8 balls to bx., lb. to bx. "	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches........ "	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches........per lb.	.16
Best Jute Rope, 16 yds. to lb........ "	.09
Best Jute Plow Line, 8 yds. to lb........ "	.09
Jute Clotheslines, 90 ft. to hank........per doz.	1.60
Jute Clotheslines, 108 ft to hank........ "	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 610........	.48
Strictly Prime, No. 627........	.34
Choice, No. 618........	.37
Good, No. 635........	.29
Fair, No. 632........	.22
Black Strap........	.11
Foundry Molasses........	.11
B. H. F., Horse Food Molasses........	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid........	.35
Gold Mine, in bbls........	.30
Fancy, No 101........	.34
Fancy, No. 100........	.32
Choice, No. 576........	
Prime, No. 102........	.26

PORTO RICO MOLASSES.

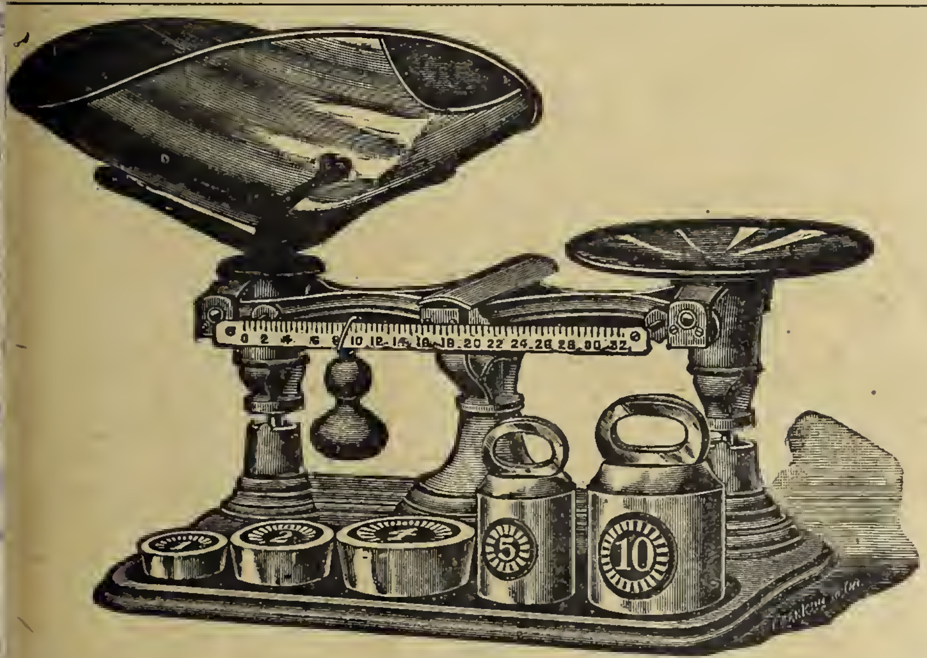
Extra Fancy Ponce, No. 637, new crop........	.38
West India, choice, No. 634, compound........	.29
West India, choice, No. 510, compound........	.25
Porto Rico, No. 551........	.15

GLUCOSE.

Three Star A, for confectionery........	2.60
Five A, for confectionery........	2.70

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—	
4 doz. in barrel........per doz.	.92½
1 " case........ "	.95
Karo, 10 cent size, 2 doz........per doz.	.87½
Karo, 25 cent size, 1 doz........	2.25



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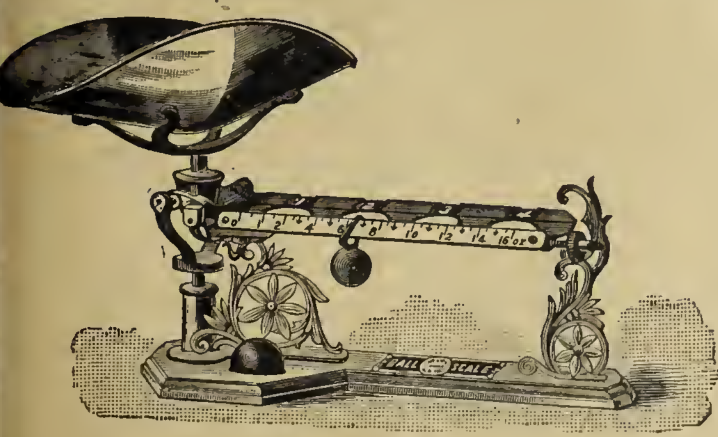

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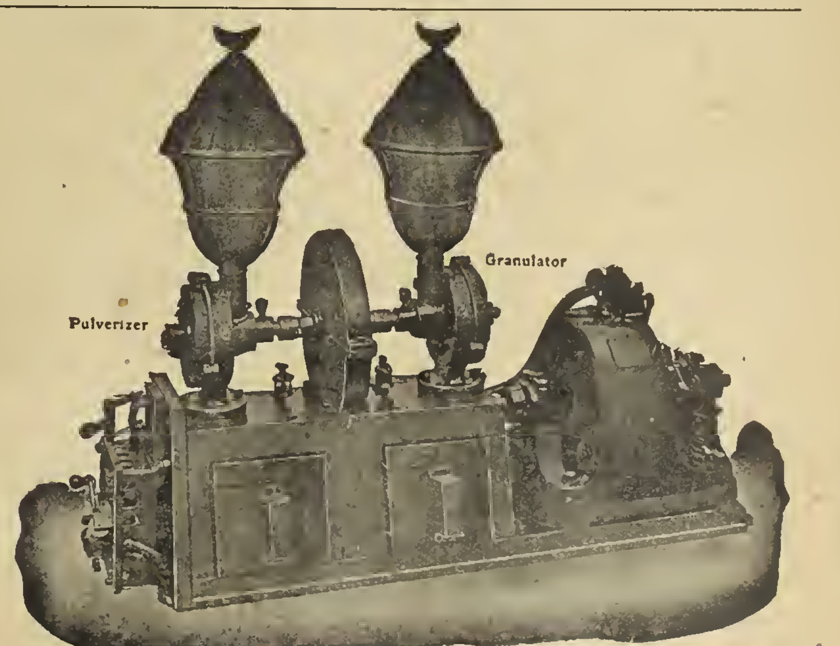

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New Electric Coffee Mills

The ONLY successful machine of the kind on the market. PULVERIZING and GRANULATING coffee as it should be done.

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STEEL and AGATE BEARING GROCER SCALES
TEA, COFFEE and SPICE CANS and BINS

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HENRY TROEMNER

No. 911 ARCH STREET ✤ PHILADELPHIA, PA.

J. A. FLESCH & SON 112 Clark Street, Chicago, Ill.
GENERAL AGENTS FOR UNITED STATES

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals.	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz.		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Haven's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.45
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.40
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118, Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	2.55
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.30
2, Wire ends	1.50
3, Wire ends	1.70
5, Wire ends	
Picnic Plates, 8 inch	
Picnic Plates, 9 inch	

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.50

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.85
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.

	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.33
Town Talk	.28

SMOKING TOBACCO.

	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.33
Honest	.39
Polar Bear	.30
Ripple	.39
Sensation	.39
Wild Rose	.39
Brown-Holland Pipe Tobacco, 2¼-lb. cartons, 2¼-oz. packages	1.10

YEAST CAKES.

Compressed	per doz.	.18
Magic, 1½ dos. packages	per box,	.58
Yeast Foam, 1½ dos.	per box	.58

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One of the hardest propositions which confront the retailer is to turn their bad debts into cash. Lots of them have tried different collection agencies, paid retaining or subscription fees and got no results; so it is hard to convince them that **any one** can help to bring the beats to book.

We show you how to **collect your own** accounts; nobody handles your money but **you.** We can give you the names of a thousand merchants in Philadelphia whom we have shown how to get money due them which had been charged off long before they heard of us.

It costs you nothing to find out what our plan is—can you afford **not to?**

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SOLE LEATHER, NAILS, Etc.

If you carry a line of Sole Leather, Strips, Cut Soles, etc., send to us for quotations. We shall deliver all goods to your destination prepaid.

G. B. Weiss & Son
229 EAST FORTY-SECOND ST., NEW YORK CITY

Published every Monday.

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Circulates in every State of the Union and Canada.

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PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

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Contents.

PAGE

nited States Attorney-General Says Whole Chain of Guarantees Are Good 8

omato Pack 11,000,000 Cases?..... 9

'holesale Grocers' Side of Specialty Order Question 10

ditorial 12
Suit Against the Sugar Trust.
Cutting Oranges Green.
"Attacking" Oleo.
The Coward in Business.
John Wanamaker's Failure Announced.
The Coming Conflict.

ne New York Letter 14

he Grocery Markets 16

ndividual Market Reports..... 17

arket Notes..... 17

'indow Dressing Articles Wanted..... 17

mall Stores May Not Be Able to Get French Sardines..... 18

egal Department..... 18

mong the Trade 18

he Science of Advertising..... 19

eart-to-Heart Talks with Grocery Clerks..... 20

he Stroller's Column (Contributed) 21
Some Views By Me.

ssociation News 22

'indow Dressing for Grocers..... 27

orrespondence 28

arcels Post Battle Coming Surely..... 29

pokane Grocers Denounce Parcel Post 30

'ant Department..... 31

altimore Prices-Current 33

ew York Price-List..... 34

Grocery World" Prices-Current..... 35

Index to Advertisements.

PAGE

"Advertising World"..... 11

Anker's Bouillon Capsules..... 32

American Can Co..... 15

Arbuckle Bros..... 44

Atmore & Son..... 44

Atsatt Bros..... 36

Babbitt, B. T..... 40

er & Co. 3

Baker Co., The Franklin.....Cover 1

Baltimore Manufacturers' Advertising Association..... 5

Barber & Perkins 10

Beardsley's Sons, J. W..... 5

Bell & Sons, Samuel..... 41

Bennett Register Co., The..... 20

Bishop, R. W. 11

Bower & Co., John..... 45

Bown Bros. 36

Bradstreet System, The 15

Brown & Co., P. F..... 42

Buchan's Soaps Corporation..... 30

Buckley, Elton J.. 8

Burt-Olney Canning Co..... 13

Cauchois & Co., F. A..... 21

Chalmers' Sons, James..... 41

Corn Products Mfg. Co. .....Cover 3

Cowan & Sons, H..... 36

Crescent Mfg. Co..... 16

Croft & Allen Co..... 38

Daetwyler & Co., R..... 32

Dilliard Remedy Co..... 32

Dixon Crucible Co., Jos..... 4

Durham Display Fixture Co. 38

Enterprise Mfg. Co. of Pa., The..... 43

Esterbrook Steel Pen Co., The.....Cover 4

Exton & Co., A..... 3

PAGE

Favorite Cigar Co..... 22

Fell Manufacturing Co., E. C. .....Cover 2

Fels & Co..... 14

Fischer & Co., B. 11

Fleischmann's Yeast..... 32

Forbes, J P. 16

Franklin Sugar Refining Co..... 6

Freihofer Vienna Baking Company..... 4

Fromm & Co., F. H. 47

Fulton & Walker Co..... 48

Goff & Sons Co., S. B. .....Cover 1, 19

Gold Medal Flour..... 41

Grocers' Printing Co..... 28

Hagan & Co., Arthur..... 40

Harding & Co., E. E. 16

Hawkins Sons, B. 28

Hires Condensed Milk Co..... .....Cover 3

Indexed Coupon Books..... 16

Johnson, A. W..... 28

Kellogg & Sons, H..... 36

Knight Cooking Extract Co..... 29

Lamson Consolidated Store Service Co., 37

Lautz Bros. & Co.....Cover 2

Levering Coffee Co., The 19

Lowney Co., The Walter M..... 50

Lutz & Schramm Co..... 50

Maher's Veterinary Hospital, Dr...Cover 1

Manufacturers' Trade-Mark Association, 27

Martindale & Co., Thos..... 36

Mentor Cigarette Co. 40

Miller & England 39

Mince Meat 44

Moneyweight Scale Co., The..... 6

Morgan & Cornell..... 46

McCahan Sugar Refining Co., The W. J., Cover 3

McCanna & Fraser Co..... 4

PAGE

Nicelle Olive Oil Co..... 19

Oswego Maize Products Co..... 22

Pennywash Co 19

Philadelphia Electric Co., The..... 30

Phillips & Co., F. H..... 47

Pressing & Orr Co., The..... 13

Quaker City Preserve Co..... 15

Rae's Lucca Oil..... 36

Ralston Purina Mills. 14

Rapid Motor Vehicle Co..... 42

Reeve, James Knapp 45

Ritter Conserve Co., Philip J..... 37

Rogers Silverware Co..... 29

Royal Milling Co..... 41

Royal Specialty Co..... 32

Sauer Co., C. F.....Cover 4

Scott & Co., Inc., John.....9, Cover 3

Sea Foam Baking Powder Co..... 5

Shafer Co., Jacob C. 32

Shane Bros. & Wilson Co. 16

Snider Preserve Co., The T. A..... 15

Stickney & Poor Spice Co.....Cover 2

Strasbaugh, Silver & Co. 45

Swift & Co. 10

Swift & Co., Gloucester, Mass..... 22

Toledo Computing Scale Co.....Cover 1

Tongue & Bros., R. E..... 29

Troemner, Henry..... 49

Union Mercantile Agency 21

Walker Patent Pivoted Bin Co..... 48

Washburn-Crosby Co..... 41

Weller Co., The J..... 39

Welles & Davis Mfg. Co., The..... 19

Wells & Richardson 28

Wilde, Carl 47

Wilde's Sons Co., Samuel.....Cover 2

Williams & Co., B. L..... 19

Williams Bros. Co., The 47

Wrigley Mfg. Co..... 4

Young & Co., Chas. W..... 20

Young, P. D. F., W. F..... 11

United States Attorney-General Says Whole Chain of Guarantees Are Good

In an Opinion to Federal Food Board He Overturns Another of the Board's Unwarranted Attitudes. Where Unbroken Package Passes Through Many Successive Persons' Hands, Each Person Goes Free Who Can Show Guarantee From His Seller. Department's Ruling Was That Only One Guarantee Could Be Accepted. Meat of the Opinion.

During the past week the Attorney-General of the United States, Charles J. Bonaparte, Esq., has handed down an opinion, copy of which has been sent the "Grocery World," which overturns the Federal Food Board in another of its unwarranted attitudes toward the enforcement of the Federal food law.

The opinion decides that where an unbroken package of a food product passes through many hands in the regular course of business, each person through whose hands it passes is immune from prosecution if he can show a guarantee signed by the person selling it to him. In this way the liability would be traced rapidly back through the chain until it reached the original guarantor, usually the manufacturer, who would then be prosecuted.

The Federal Food Board, several months ago, decided that if adulterated goods were found in the hands of A, A would go free if he held a guarantee signed by B, who sold him the goods, but that B would not be freed from liability, even though he held the same guarantee signed by C. At that time the writer addressed a communication to the Board, setting forth that this course was highly inequitable, as the intent of the law was to fix liability on the real offender, who in nearly all cases was the manufacturer, and that therefore any number of successive guarantees should be accepted, provided they led directly back to the real perpetrator of the wrong. The reply was that the board believed it had no authority to do this. The Attorney-General now seems to think differently. The salient portions of his opinions are as follows:—

Sir:—I have the honor to acknowledge the receipt of the letter of the Secretary of Agriculture, September 10, in which he requests my opinion upon a question which has has arisen in his department in the administration of the Food and Drugs Act of June 30, 1906, in a class of cases of which the following is a type:—

An examination having been made in the Bureau of Chemistry, in accordance with Section 4 of the Act, of a sample of food purchased from a retail dealer in the District of Columbia, and the food having been found to be adulterated, the dealer was cited for a hearing, and, having appeared, established as a defense under which he claimed protection a written guaranty, conforming to the requirements of Section 9 of the act from a Maryland wholesaler who had sold him the food and shipped it to him in the District of Columbia in the exact condition in which he sold it here.

The Maryland wholesaler, having been then cited, in turn appeared and established a similar guaranty, under which he also claimed protection, from a Pennsylvania manufacturer who had sold him the food and had shipped it to him in Maryland in the exact condition in which he had, in turn, guaranteed it and shipped it to the retailer in the District of Columbia.

The question upon which my opinion is requested is whether, upon such state of facts, the Maryland wholesaler is amenable to prosecution for violation of the Act or is protected by the guaranty from the Pennsylvania manufacturer.

By Section 2 of the Food and Drugs Act (34 Stat., 768) it is made a misdemeanor, inter alia, to ship any adulterated or misbranded food or drugs in interstate commerce, or to receive the same in such commerce, and, having so received, to deliver the same to any other person in original, unbroken packages, or to sell the same in the District of Columbia.

Section 9 of the act further provides:—

That no dealer shall be prosecuted under the provisions of this Act when he can establish a guaranty signed by the wholesaler, jobber, manufacturer, or other party residing in the United States, from whom he purchases such articles, to the effect that the same is not adulterated or misbranded within the meaning of this act, designating it. Said guaranty, to afford protection, shall contain the name and address of the party or parties making the sale of such articles to such dealer, and in such case said party or parties shall be amenable to the prosecutions, fines, and other penalties which would attach, in due course, to the dealer under the provisions of this act.

After careful consideration of this Act, together with the memoranda prepared by the members of the Board of Food and Drug Inspection, which you have submitted with your letter, I am of the opinion that the guaranty from the Pennsylvania manufacturer affords complete protection to the Maryland wholesaler and that he is hence not amenable to prosecution under the act on account either of the interstate sale and shipment made by him to the retailer in the District of Columbia or of the guaranty given by him in connection therewith.

1. It is clear that the Maryland wholesaler is protected from prosecution for the interstate sale and shipment made by him, by the explicit provision of Section 9, that "no dealer shall be prosecuted under the provisions of this act when he can establish a guaranty signed by the wholesaler, jobber, manufacturer, or other party residing in the United States, from whom he purchases such articles, to the effect that the same is not adulterated or misbranded within the meaning of the act."

The broad term "dealer" which is used in this section, not being restricted in its meaning by any other provision of the act, includes those who deal at wholesale as well as those who deal at retail. I am of the opinion, therefore, that under the plain language of this provision any dealer, whether a wholesaler or retailer, who would otherwise be amenable to prosecution for dealing in an adulterated or misbranded article in violation of the act, is protected from prosecution on such account by establishing a guaranty in conformity with the requirements of the act, signed by a resident of the United States from whom he purchased such article.

2. A more difficult question, however, arises in reference to the liability of the Maryland wholesaler to prosecution by reason of the guaranty which he gave the District of Columbia retailer in connection with the sale and shipment to him.

It is expressly provided by Section 9 of the act that wherever a dealer who would otherwise be subject to presecution establishes a guaranty from a resident of the United States who sold him the articles, the dealer is thereby protected and such guarantor "shall be amenable to the prosecutions, fines, and other penalties which would attach, in due course, to the dealer under the provisions of this act." Construing this section in its entirety, I am of the opinion that its purpose was to create, in addition to the offense of manufacturing and dealing in adulterated and misbranded food and drugs, specifically made misdemeanors by Sections 1 and 2 of the act, the distinct and substantive offense of guaranteeing, under the Food and Drugs Act, any adulterated or misbranded article—thereby enabling the purchaser to deal with such articles in a manner otherwise forbidden without being amenable to the punishment to which he would otherwise be subject—the offense of giving such false guaranty, however, not to be complete until the purchaser deals with the article thus guaranteed in a manner otherwise punishable by the act, in which event the guarantor would become subject to the same punishment for giving the false guaranty as that to which the purchaser would otherwise be amenable by reason for his dealing with the article.

Without discussing the scope and effect of this provision, I am of the opinion that whatever this may be, the maker of a false guaranty is just as much protected from any prosecution to which he might be liable on this account by establishing a former guaranty from the person from whom he purchased the article as he is thereby protected from prosecution for dealing with the article in a manner otherwise forbidden by the act; in other words, that the former guaranty is a complete protection against any prosecution under this act.

It is true that Section 9 does not specifically state that the first guaranty shall protect the second guarantor, but this result follows from the broad provision that "no dealer shall be prosecuted under the provisions of this act when he can establish a guaranty signed by the * * * party * * * from whom he purchases such articles." As a prosecution for the false guaranty would be a prosecution "under the provisions" of the act, and as the dealer's protection under his vendor's guaranty is not limited by the act to prosecutions for dealing in the articles, but includes all prosecutions under its provisions, a former guaranty would in my poinion afford a dealer protection against the punishment to which he might otherwise be amenable for his own false guaranty as well as for selling or shipping the articles in violation of the act.

In short, the intention of Congress appears to have been to relieve from liability any person who would otherwise be subject to any prosecution under the act if he establishes a guaranty from the person who sold him the goods, provided such person is a resident of the United States and therefore himself within the reach of prosecution, and to make such original guarantor subject to prosecution in lieu of the subsequent offender, Congress evidently intending to refer back liability in such case, in general, to the original guarantor, who, of course, in the case of goods of domestic production, would usually be the manufacturer, who would know their real character, and, in the case of goods imported from a foreign country, would be the importer, who would assume responsibility therefor, and to make the liability to punishment fall upon such original guarantor so far as possible.

Any other construction of this act would work great hardship upon an innocent intermediary, who, relying upon the guaranty which he receives from the original manufacturer of an article, sells it in interstate trade and guarantees it in his turn. And if the original guaranty does not fully protect him in such case, it would become exceedingly hazardous to sell and guarantee such article, even though guaranteed by the manufacturer, without first making, on his own account, a detailed investigation, chemical or otherwise, to ascertain whether it is in fact adulterated or misbranded. Manifestly, however, such a requirement would in many cases seriously impede and obstruct interstate trade.

It is stated in Doctor Dunlap's memorandum that, from the conditions that the Board of Food and Drug Inspection has found to exist throughout the whole business community, dealers engaged in interstate trade are insisting on a guaranty from the seller and purchasing only under such guaranty; that in order to do an interstate business to-day a dealer must give a guaranty with

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COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS

TRADEMARK REGISTRATION

the goods he sells, whether he be the actual manufacturer or not; and that if the dealer cannot rely upon the manufacturer's guaranty as a protection, it must have the effect of preventing interstate sales on the part of small concerns, and even of large concerns who probably would not care to incur the added expense and trouble, in many cases prohibitive, of having the goods carefully analyzed in order to be fully acquainted with their character.

There is, however, a presumption against a construction of a statute which "would cause grave public injury or even inconvenience" (Bird vs. United States, 187 U. S., 118, 124). And it was said by Lord Coke, in language which was quoted by Abbott, C. J., in Margate Pier Co. vs. Hannam, 3 B. and Ald., 266, 270, and cited with approval in Holy Trinity Church vs. United States, 143 U. S., 457, 459, that: "Acts of Parliament are to be so construed as no man that is innocent or free from injury or wrong be, by a literal construction, punished or endamaged."

The construction which I have given the act is furthermore supported by the view expressed in Greeley's Food and Drugs Act, Sec. 65, p. 4, that:—

A wholesaler or jobber who purchases food or drug products from the producer or from anyone else may safely guarantee the goods so purchased to his consumers, provided he has from the producer or other person from whom he purchased the goods a guaranty covering them.

For these reasons, I am of the opinion that in the case stated the Maryland wholesaler is not amenable to prosecution under the act but is completely protected by his guaranty from the Pennsylvania manufacturer.

3. I should add however, that the fact that both the District of Columbia retailer and the Maryland wholesaler are protected from prosecution by the guaranties which they have established from their respective vendors, does not, in my opinion, exempt the adulterated food from confiscation under Section 10 of the act, which provides, inter alia, that any adulterated or misbranded food or drug which is being transported in interstate commerce for sale, or having been transported, remains unloaded, unsold, or in original, unbroken packages, or is sold or offered for sale in the District of Columbia, may be proceeded against in the district where found "and seized for confiscation by a process of libel for condemnation." The provision of Section 9 that no dealer shall be prosecuted when he establishes a guaranty from his vendor merely affords protection, in my opinion, against the criminal prosecution, fines, and other penalties to which the dealer would otherwise be personally amenable, and does not in any way affect the liability of the merchandise to confiscation under the provisions of Section 10.

Havemeyer Dead.

Henry O. Havemeyer, president of the American Sugar Refining Co., died at 3 P. M. on Wednesday last at his country home, Merrivale Stock Farm, at Commack, L. I. Mr. Havemeyer's death resulted from an attack of acute indigestion with which he was seized on Thanksgiving Day. He was taken critically ill following a walk he took after dinner on the holiday. Mr. Havemeyer was born in 1847. His father and grandfather had amassed fortunes in the sugar business, which had been carried on in old Greenwich village, and he entered the business as a matter of course. He was possessed of most remarkable executive ability and initiated and carried to a successful conclusion many of the coup de graces which the Sugar Trust made during his connection with it.

Tomato Pack 11,000,000 Cases?

If So, Market May Look Weak. Large Percentage of Pack Seems Below Grade.

As the time approaches for the making known, as near as it can be made known, which is not very near, of the national tomato pack, it seems to be generally expected by everybody that the figures will show very nearly, if not quite, the largest pack on record. Most expectations seem to hover around 11,000,000 cases.

It is known that the entire Eastern pack has been very heavy. The West fell down to some extent with the exception of California, which has become somewhat of a factor in the canned tomato business and which has had a large production this year. The pack in 1906 was somewhat less than 10,000,000 cases, which means that there is no carry-over this year. The new pack comes on a bare market, but for one reason particularly it is apt to be much more than is required. The one reason is, that a good part of the receipts of new pack goods, which have been made up to the present time, show a rather poor quality, due, no doubt, to bad growing weather during the latter part of the packing season. Naturally there are some good tomatoes packed, since the weather was not at all times unfavorable, but the finer grades have not apparently shown themselves in the market as yet.

If it is true, as seems to be believed, that the pack is as large as the figures above given, and if so much of it as is expected is of poor quality, a soft future can be predicted for the tomato market during the coming winter, particularly if the financial weakness continues. At the present writing the market is just where it has been for the last two or three weeks, but is liable to go lower the very minute there is any pressure to sell.

STATE HOUSE

CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

Written for the "Grocery World."

Wholesale Grocer's Side of Specialty Order Question

Philadelphia Jobber Says Jobbing Trade Have Grown Suspicious of Specialty Orders Because So Many Have Been Fraudulent. Never Signed by the Retailer. Unfulfilled Promises by Salesmen.

As a wholesale grocer, I have been extremely interested in reading the article in your last issue on the organization of the varions manufacturers' representatives in this territory into an association.

I note that their intention is to secure more consideration from the jobber for orders secured by the specialty salesmen and turned into the various wholesale houses to fill. They may have some success, and I trust they will where success is deserved. Their success will be hindered, however, by the fact that a good many wholesale grocers place no dependence whatever in the orders that come into them from specialty salesmen, not because the retailer might refuse to take the goods through obstinacy, but because there is very frequently something fraudulent or insincere about the order. Where this is the case often even a suggestion on our part that retailers should take the goods causes a discussion, which in our case at least has often well-nigh lost us customers. Where we accept the retailer's statement that the order was not bona fide, it involves us into carting the goods back, frequently at our own expense.

If I simply had the profit on orders of this sort that have been turned into this one house in the last five years, which upon investigation have been found never to have been signed by the retailer at all, I would own at the present time a very comfortable sum of money. I don't mean that all of them were actually forged, but some of them were even forged. In most cases the salesman would claim that he had received some kind of authority from the retailer to sign for him, the retailer would deny this authority, and there was the squabble already formed.

A case of this sort happened in southern New Jersey only a short time ago. A salesman for a specialty soap house called on one of our customers down there and endeavored to get an order for soap. The retailer's wife takes an active interest in the business and she remembers hearing some discussion between her husband and the salesman over the proposition. While still discussing her husband left the store to take a train—the salesman with him. A few minutes after the salesman came in and said: "Your husband after all forgot to sign this order." The lady, believing of course from this that the omission to sign had simply been an oversight signed her own name, which was as good as her husband's, since she did a considerable part of the light buying. Further, let me say that the order was for a particularly large amount of soap.

When this order was delivered

Hams That Always Sell

There is another sort of ham much less preferred to the absolutely unidentified and unbranded ham, and that is the ham of the packer who gets good raw material to-day and poor to-morrow.

Both of these kill the grocers' trade, because they are so irregular. They please his customers to-day and provoke them to-morrow. No trade can last long under hot and cold applications.

Swift's PREMIUM Hams are always regular. We have the pick of the hogs of the whole country and hence we can keep the quality even the whole year through. Swift's PREMIUM Hams hold and increase trade.

SWIFT & COMPANY, U. S. A.

Would You Have Your DOLLARS Serve You Best?

READ! COMPARE! AND FAVORABLY CONSIDER!!

The Following Bargains in Seasonable and Staple Groceries:

California Lima Beans, bags about 80 lbs.	per lb.,	.05¾
Best Quality No. 3 Barley, 100 lb. bags	per bag,	3.90
Best Quality Western Yellow Granulated Corn Meal, 100 lb. bags	per bag,	1.65
5 or 10-bag lots	per bag,	1.62½
Pearl Hominy, 100-lb. bags	per bag,	1.62½
Hominy Grits, 100-lb. bags	per bag,	1.62½
Schumacher's Avena, barrels	per bbl.,	6 95
Schumacher's Avena, 90-lb. bags	per bag,	3.45
Oneida Brand Rolled Oats, best quality goods on the market, barrels	per bbl.,	6.70
Oneida Brand Rolled Oats, " " " " " 90-lb. bags	per bag,	3.25
Finest Quality Shaker Corn, barrels	per lb.,	.05¾
New Scotch Peas, grain bags, about 2½ bushel	per bu.,	2.07½
New Green Peas, grain bags, about 2½ bushel	per bu.,	2.00
Egg Biscuit, barrels, about 33 pounds	per lb.,	.09¾
Egg Biscuit, boxes, about 18 pounds	per lb.,	.10¼
Victory Oysters, No. 1 cans, Fancy Wrapper Label, 2 dozen	per doz.,	.95
Webster Brand Fancy New York State Sour Krout, No. 3 cans, 2 dozen	per doz.,	.82½
Finest Quality Long Cut Sour Krout, 50-gallon tierces	per tierce,	5.60
Finest Quality Long Cut Sour Krout, 15-gallon kegs	per keg,	2.25
Extra Quality Sugar Cured Bloaters, 100s	per box,	1.67½
Extra Quality Sugar Cured Bloaters, 50s	per box,	.90
Finest Quality New Princess Paper Shell Almonds, very bright, bags about 110 pounds	per lb.,	.17½
Fancy Cape Cod Cranberries, Howe Variety, very bright, absolutely sound fruit, and good keepers, barrels,	per bbl.,	6.50
Fancy Sound Dark Cape Cod Cranberries, barrels	per bbl.,	5.75
Malpaco Brand Fancy Coast Packed Seeded Raisins, very fine quality, 36-ls, single boxes	per lb.,	.09⅜
Admiral Brand Fancy Seeded Raisins, 40-ls	per lb.,	.09¼
Pride of Malaga Choice Coast Packed Seeded Raisins, 36-ls	per lb.,	.09
Thompson's Not-A-Seed Brand Seedless Raisins, 36-ls	per lb,	.09⅝
Victor Brand California Seedless Raisins, 40-ls	per lb,	.08⅜
Roger's Fancy 4 Crown Ondara Layer Valencia Raisins, 28-lb. boxes	per lb.,	.07½
Gold Medal Currants, 36-ls	per lb.,	.08¼
Admiral Currants, 40-ls	per lb.,	.08
Buttermilk Toilet Soap, Genuine Cosmo, in single gross lots	per gross,	6.50

These Prices for This Week Only—December 9th to 14th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

he retailer refused to pay for it, on he ground that he had not signed t and had not authorized anybody o sign it for him. The signature of his wife was shown to him and when she explained her connection with it it was simply shown that he salesman had been tricky with both. That order involved us in a very disagreeable fracas with a good customer and deepened our conviction that orders taken by specialty salesmen, while not necessarily bad, might still be so.

The theory of the manufacturers' agent that we as jobbers should insist that the retailers take these orders when they are admitted to be perfectly straight and properly signed, but where the retailer simply refuses to take the goods, amused me very much. Only this morning an order for a case of Lipton's tea, which had been taken by a specialty salesman and turned in to us, was turned down by the retailer who had given it. He is our customer, a very good man, and he gave no reason whatever for refusing the order, except that he did not want he goods. While every man should stand behind the contract to which he puts his name, and while this particular grocer has not a leg to stand on in refusing to take the tea in question, nevertheless, as a matter of dollars and cents, it would be the poorest investment we could make to attempt to force him in any way whatever.

In my experience more of these specialty contracts are turned down because of unfulfilled promises made at the time they were given by the salesmen than for any other reason. These salesmen are extremely anxious to get orders. They say to retailers that if you will sign this contract we will do so and so, so and so and so and so, and relying upon their promises the retailers sign their contracts and they are then turned into the jobbers to bill and the jobbers fill them. The retailers refuse to take the goods, because the so and so, so and so and so and so that the salesmen agreed to perform has not been done. This is the main reason for the custom of most jobbers in handling these orders to which the manufacturers' agents seem to object, and that is, refusing to fill them at all, except after confirmation by the house's own salesmen. This, the agents say, delays the matter very greatly and gives the retailer an additional chance to get out of his bargain. They want the orders passed immediately and sent out the same day or the next day, so that the iron will be struck while hot.

In my judgment, no jobber will ever agree to any such plan. The fact that we can never know anything about the order at all except the meagre details which appear upon the face, seems to me to be an unquestionable reason for finding out through our own salesmen whether what appears upon the face is everything important connected with the order. Undoubtedly this involves delay, but because of the fact that specialty salesmen themselves have turned in such a vast amount of crooked and unreliable orders, the jobbers have simply been compelled to take measures to keep themselves protected.

Just one other point: I have found some of the specialty salesmen, or the manufacturers' agents who employ them, particularly unreasonable in the matter of credits. Naturally no jobber will fill the order of a retailer whose credit is unsatisfactory, and it is quite obvious that the judge as to whether it is satisfactory must be the jobber himself and not the specialty man. The manufacturers' agents complain very bitterly at times to me because we have turned down a retailer whose credit was entirely satisfactory to him, as if his opinion had any weight whatever as to who we should take on our books as customers.

WHOLESALE GROCER.
Philadelphia, Pa., Dec. 2, 1907.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. $2.00 per bottle, delivered. Book 10-B free. **Absorbine, Jr.,** for mankind, $1.00 bottle. Removes Soft Bunches, Cures Varicose Veins. Allays Pain. Genuine, mfd. only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

WE CAN GET YOU ORDERS

We knew when the repeat orders came in from the hotels for **Hotel Astor Coffee** that we had a blend that would succeed anywhere under all conditions.

Because if a coffee can succeed with the high-grade New York hotels it can succeed anywhere.

We make and sell many brands of coffee, but we're a bit fonder of **Hotel Astor** than any other. It is truly a delicious blend and there isn't one chance out of a hundred that it won't make the same hit with your trade that it has everywhere else.

We have a special plan getting you orders for **Hotel Astor Coffee**—may we tell it to you?

B. Fischer & Co.
190 Franklin Street, New York
31 S. Front Street, Philadelphia

Grocery World

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Suit Against the Sugar Trust.

The efforts of the Philadelphia coterie of bankers representing the Pennsylvania Sugar Refining Co., of Philadelphia, to bring to account the Sugar Trust for the alleged exercise of improper control over the Pennsylvania refinery in keeping it closed and the effect of its competition therefore avoided, has been a most lamentable fiasco up to date. Both of the two steps which the Pennsylvania concern has so far taken have been decided in favor of the Trust, and now the action seems to have been abandoned entirely.

The first of the two steps which the Trust won was the effort made by the Pennsylvania Co., plaintiffs, to secure permission to examine the Trust's books. The court decided that there was no legal authority for any such examination. The second step was in the actual trial of the case, when the plaintiffs made a motion to amend the complaint. It was denied by the court and the Pennsylvania Co. then permitted the case to go by default, which means that it must now begin, if begun at all, all over again.

The humorous feature of both of these failures is that each has been loudly clamored by the plaintiff to be a victory for itself. Its attorneys expected the thing to go exactly the way it did, according to their story, and by its going that way they are advanced rather than retarded. This, of course, is mere bluff. No litigant is retarded by letting his case go by default after failure to obtain permission to amend his statement of claim. The "Grocery World" will be much surprised if this much advertised lawsuit ever amounts to anything

---

Cutting Oranges Green.

During the last few weeks, in fact ever since the Florida orange season opened, the strange shortsightedness of many, in fact most, of the growers has had another exhibition in the wholesale markets of Philadelphia.

Not since shipments of Florida oranges begun this season have 10 per cent. of the retail grocers of the North had a thoroughly ripe orange in their stores. The fruit has mostly been such as the native Floridian would refuse to eat. Picked stark green and rushed North to get the Northern money, the fruit has ripened slowly and irregularly, being usually put on sale bruised with green blotches of an exceedingly unsavory appearance. The flavor of such oranges bears no resemblance whatever to that of a properly ripened Florida orange. And that the public recognizes the difference is seen from the fact that oranges of the latter class are now eagerly wanted at $4 per box, while the green kind find it quite difficult to get from $2 to $3.

In other words, the shrewd foresight of the green orange picker has had the extremely satisfactory result of cutting his prices from $1 to $2 per box for his fruit.

"Attacking" Oleo.

The following is taken bodily from a contemporary:—

> Food Commissioner Barnard, of Indiana, is the latest champion of the rights of oleomargarine, and believes that when butter has been soaring to the figures it has during the past few months the time has come for the State Legislatures and Congress to break the shackles which have bound the product down with a popular prejudice it does not deserve.
>
> Speaking of its production, Mr. Barnard said in a recent interview that if one would only ask for it he could get something every bit as palatable as butter, much purer and at half the price.

Of course, Commissioner Barnard may not have said any such thing, or if he did say it, may have qualified it in any one of a score of ways.

Don't send in any more money for the Sprague-Warner Window Dressing Books; they're gone.

The oleo men, in all the articles they inspire or write, have a crafty way of putting people in the position of attacking or defending—oleo. As a matter of fact oleo has probably not been attacked once since its manufacture began. The whole oleo war has waged, not over whether oleo was an edible product, because all concede that it is, but over whether it shall be sold honestly. And the sale of the product stands everywhere restricted to-day, not because of the least suspicion of its perfect purity and wholesomeness, but wholly because those who handle it have proved themselves temperamentally unable to sell it squarely.

The Coward in Business.

Here is a piece of fine writing, which probably flowed easily from the pen of its writer, the editor of the Oregon "Tradesman":—

> The coward has no peace of mind. He is eternally frightened about something. His existence is one continual round of scares. This thought came up irresistibly when we see business men cutting down on their advertising expenses when a little flurry of depression appears. They say there is nothing so timid as money. We will back money any day for boldness against the faint-hearted man of affairs who begins to scrouge down in his corner and scream at the first sign of trouble. The spectre of hard times will not down for a call for money. The only way to down him is to use the exorcism of courage.

It is easy for any newspaper man, whose enterprises as a rule are far less intimately affected by business calamities than businesses themselves, to prate about the cowards of mercantile life. Undoubtedly there are cowards in business and undoubtedly their presence there is at least in part responsible for the continuation, if not the inception, of most business calamities. But when one thinks of it, there is considerable justification, or at least explanation, for cowards in business.

Familiar to every business man of the present generation are many instances of businesses which have succumbed utterly, not to any tangible condition, but to simple fear. Left to themselves, they would not have succumbed. The fear that flows like a lightning flash throug the business community at the fir intimation of financial crisis is ca culated to strike terror to the hea of every man who is in any wa heavily involved, as nearly all of th large business men are. In ever large city there are hundreds o business men who even in the mo prosperous times, if all of the creditors were to make demand upon them at one time, would fai Yet those men are perfectly soli and unless the conditions surround ing them become acute and extra ordinary they will never be in th slightest danger. It is men like th who are usually called cowards, an who possibly are, but if they ar they have a great deal more caus for being than small business me and certainly far more than the me who are not in mercantile busines at all.

John Wanamaker's Failure Announced.

The following announcement o the failure of John Wanamaker f $11,000,000, clippe from the "Wisco sin and Northwe Trade Journal will be highly interesting to its sub ject, Mr. Wanamaker, to whom with the rest of the people of th East, it will be news.

Our esteemed contemporary ha indeed secured a notable beat. I some way it has ferreted out on of the most colossal failures, if it story is true, that the country ha known for years, concerning whic not a breath of which has appeare in any Eastern publication. Th article very well illustrates the ad age that to learn the news one mus go away from home:—

> The failure of John Wanamaker, the Philadelphia millionaire dry-goods merchant, for $11,000,000 is said to be due to the sapping of his regular business to supply the necessary funds for his building operations which he was carrying on at enormous outlay. The failure affects his entire business, including both the great Philadelphia and New York department stores.
>
> Some years ago, when Wanamaker took over the famous Hilton store (formerly A. T. Stewart's) many thought that he was assuming a heavy burden, viewed in the light of the Hilton experience, but he made the store a success from the start, although it was far down

town, and away from the centre of the shopping district.

His failure at this time, through outside investments, after many years of successful business, is but another illustration of the old adage that "The shoemaker should stick to his last."

The "Grocery World" knows nothing whatever of John Wanamaker's condition. At all times, for the past fifteen years, and particularly since he began huge business operations both in Philadelphia and New York, there have been rumors of a coming financial catastrophe. There has been no catastrophe, however, and the "Grocery World" firmly believes there will be none unless Mr. Wanamaker's affairs get very far beyond the danger point. When a man conducts the two enormous department store businesses which Mr. Wanamaker conducts he must necessarily and continuously owe his creditors many hundreds of thousands of dollars. The creditors, therefore, have so much at stake that they are simply compelled to advance more, and a good deal more, if necessary, in order to save what is already at risk.

The Coming Conflict.

All indications point to the early coming of a conflict over the question whether certain large co-operative exchanges, chain store concerns and large single retail establishments, shall continue to buy goods direct from the manufacturers, or whether at the behest of the wholesale grocery interests they shall all be cut off the direct list and be compelled to go humbly to some jobber for their goods.

In Pennsylvania a lame effort is being made to force this issue by a somnolent Western gentleman named Greaves. Mr. Greaves accepts a large salary from the Wholesale Grocers' Association of Pennsylvania, New Jersey and Delaware, for having on several occasions divided the jobbers of this section into two not overly friendly camps, and for having in his own right to compel manufacturers to sell only the strict jobber accomplished absolutely nothing up to date.

Mr. Greaves has gone about building his wall in several different ways: by getting jobbers to sign petitions to various manufacturers praying that such and such a concern be cut off; by verbal talks with manufacturers, and by threatening their representatives. But in not single case has he convinced a manufacturer that a jobber was entitled to protection simply because he was a jobber.

And he probably never will, for all modern logic is against him. There is to-day but one rational standard for the wholesale or jobbing sale of merchandise. Anybody able to buy more than a certain fixed quantity, regardless of the character of his business, should be permitted to buy of the manufacturer direct. If he cannot buy such a quantity, he should buy of the jobber, even if he himself is a jobber.

To say that an infinitesimal jobber buying five cases may buy of the manufacturer, while a retailers' co-operative buying concern buying *one hundred cases* may not, is to state a proposition which answers itself.

Another Cigarette Law Thrown Over.

The anti-cigarette law in the State of Washington has been declared unconstitutional by Judge E. H. Sullivan, in the Superior Court of Spokane, on the ground that the title did not conform to the body of the act. The law in question entirely banished the cigarette from Washington, and dealers who formerly found cigarettes a profitable source of income are preparing to resume their sale.

How to Get a Roll Top Desk Free.

The Knickerbocker Chocolate Co., of New York, have made an arrangement with the Manufacturers' Trade-Mark Association, the big premium clearing-house of New York, which enables them to substantially reward retailers who show an interest in increasing the sale of Barker's Hasty Lunch Chocolate, Bedford and Blue Ribbon Cocoas.

These goods are so fine that it is hard to sell anything else to consumers once they have had them; so besides the reward the Knickerbocker Chocolate Co. give grocers for pushing them, they are certain to please their trade.

Suppose, for example, a grocer needs a new roll-top desk, a safe, a cheese cutter, a computing or platform scale; instead of drawing on his bank account to pay for them he pushes the sale of the Knickerbocker Co.'s goods with his customers, saves the Universal Coupons packed in every case for him and adds them to those coming to him from other manufacturers, and in a short time he will have collected enough to entitle him to any of the articles named.

The Manufacturers' Trade-Mark Association issue a handsome illustrated catalogue which they send free to grocers, showing an almost unlimited array of useful articles of merchandise which they will send grocers in exchange for the Universal Coupons, together with a list of all the manufacturers throughout the country who give these same coupons to the grocers.

The Knickerbocker Co. is the only manufacturer of chocolate and cocoa from whom a grocer can get these Universal Coupons; so grocers who want valuable free merchandise as well as their regular profits will concentrate their efforts on the sale of the Knickerbocker Chocolate Co.'s goods.

"Picked this Morning"

You know how it appeals to your customers to tell them that your fruit and vegetables were "picked this morning." You can tell them the same thing about your canned goods if you give them the **OLNEY** Brand, for they are grown, prepared and packed in the country—gathered in the morning and sealed in tins before night.

If you do not know us let us get acquainted, it will be to your interest and the satisfaction of your trade.

The Burt-Olney Canning Company

Oneida, New York

The Digestible Part of Corn

In our **Winorr** Brand of Canned Corn we do away with the indigestible hulls, packing only the kernels of the corn, which we extract by a special device, leaving the hulls on the cob.

There is no other brand like the **Winorr** brand, and it will readily sell on that account. It is most delicious and *entirely digestible*, and when once shown will always be in demand.

We also pack a full line of finest quality Berries and Vegetables, moist and condensed Mince Meat, Catsup and Salad Dressing.

We are the largest canners of Sauer Kraut in the United States.

THE PRESSING & ORR COMPANY

NORWALK, OHIO

You Will Make the Children Happy

Nothing more quickly reaches the mother than to do something for the children, so we will send you a supply of interesting playthings to give your customers, consisting of **Checkerboards** and **Checkers, Ralston Wagons** and **World's Fair Satchels.**

To properly show these we would suggest your making a window display of them; we will send you the necessary material and instructions how to best build it, making a leader of **Ralston Health Food** and **Purina Whole Wheat Flour.** These goods are without equal—pure and nutritious foods. In addition they are extensively advertised to the consumer.

RALSTON PURINA MILLS

ST. LOUIS, MO.

T. A James & Co., General Distributers, 12-16 Chestnut St., Philadelphia

Some goods you sell need explaining. Takes time.

Not so Fels-Naptha soap — you need only tell any new user to try it according to the simple wrapper-directions, and that it has pleased every woman-customer who purchased it.

Besides, there is a regular steady demand for it. **Fels-Naptha's** popularity is well founded on quality.

Prove it by a personal test, Mr. Grocer.

The New York Letter

Workings of the Horse Insurance Department of the New York Association. Brooklyn Grocers Hard Hit By the Money Troubles. Brooklyn Association Will Support Hearn, Department Storekeeper, Who Sells No Groceries. Unique Argument Over Sago. General News of the Trade.

Special correspondence of "Grocery World."

New York, Dec. 6, 1907.

All the officers of the New York Retail Grocers' Union were re-elected at the annual election which took place Monday, this being due to the general satisfaction with the administration of the year that is closing. Three of the trustees whose terms expired with this year were re-elected for three years more and the other trustees hold over.

The officers and trustees who were re-elected and who will be formally installed for the new term at a smoker early in January are: President, Fred. Ottén; first vice-president, George Stadtlander; second vice-president, John Steeneck; recording secretary, H. C. Kloefkorn; financial secretary, H. Droge; treasurer, G. H. Overbeck; trustees, H. H. Becker, G. H. Tiemeyer, H. F. Meyer.

The subject of horse insurance came up, one of the oldest members commenting on the fact that the association at present has not a salaried veterinary surgeon in its employ for the purpose of examining the horses. In reply, it was said that last summer there was something in the nature of an epidemic among the horses, with the result that the calls upon the fund had been unusually heavy, and this has led to some economy in administration. It was also pointed out that some prominent members, including the critic, did not insure their horses with the society's department, and this had a tendency to weaken it. The critic called for an application blank and at once placed his request for insurance on all his horses, at the same time admitting that the joke was on him. It is expected that the discussion of the subject will also lead other members to take advantage of the benefits offered by the insurance department.

* * *

Some of the Brooklyn grocers have been relating experiences with some bank officials and others who have been regarded as men of the best credit, and who of late have been placing orders and opening accounts in stores where they and their families had not before traded —sometimes in localities distant from their residences. The dealers feel that even in the case of these eminent citizens some care must now be exercised, lest the transfer of trade may be due to the fact that credit in the old stores has been exhausted. There have been some kaleidoscopic changes among men of supposed wealth in that borough.

Brooklyn was hit pretty hard in the banking trouble, a half dozen of the banks, in all of which grocers had accounts, being in trouble. Before the first of these banks closed its doors the papers of that borough contained daily columns telling of the conservative spirit of the Brooklyn banks and assuring everybody that the speculations causing excitement in Manhattan could not possibly affect the old and sound institutions across the East River. Then came the crash, with two chains of banks going into receivers' hands, the suicide of one of the bank presidents, the arrest of bank officials and the exposure of forgeries and various kinds of theft, so that Brooklyn could hang its head in shame in comparison with Manhattan.

The grocers whose moneys are tied up in the closed institutions are watching with interest the developments and are hopeful of ultimately getting, if not all their money, at least a large part of it. There is also some consolation in the fact that the bank officers will have to answer in court for any misdeeds.

* * *

The United Retail Grocers' Association of Brooklyn adopted a resolution, at its last meeting, expressing the esteem of the members for Hearn, the dry goods merchant of 14th street, New York, because he has always refused to install a grocery department in his big store. It was agreed to extend support to this merchant, whenever possible, in preference to department stores that compete with grocers. This may suggest possibilities of the loss of considerable trade to some depart-

ment stores if the grocery organizations generally pursue a course of this kind.

B. Bischof, the president of the Brooklyn association, is to be presented by the organization as a candidate for vice-president of the National Association if Simon Clark is to retire from the trade, as has been reported here.

* * *

Austin, Nichols & Co. and the National Spice Co. are trying to convince the Federal authorities that "sago crude" in the form commonly imported does not come within any provision of the pure food law and also that it is not subject to a customs duty. As the sago is really potato starch and is not made from sago palm, the Agricultural Department is considering the question of forbidding its importation under the name of sago. At the same time the Customs authorities, learning the composition of the product, are trying to collect a tax of 1½ cents a pound. The tariff law provides for the free admission of "sago crude." The importers claim that for thirty-five years the product has been known as sago and therefore should be admitted under that name, as in the past, and should continue free from taxation. It is provided in the tariff law that the commercial designations in vogue at the time that the law was enacted, in 1897, shall govern. The question, as far the duties are concerned, is now before the Board of United States General Appraisers.

* * *

It is said that the Corn Products Co., in trying to relieve the consumer from the extra cost of manufacturing Karo, has taken out the profits of the jobber and the retailer. On the other hand the Quaker Oats Co. has reduced the weight of the packages, it is reported, and thus places the burden on the consumer. Another plan that is suggested in some quarters as the best is to get away from the 10-cent price standards and advance the price to the consumers without reducing the weight of the packages.

* * *

Dr. H. W. Wiley, the chemist of the Department of Agriculture, delivered a lecture Saturday before the Kings County Medical Society in Brooklyn. He spoke chiefly against the humbuggery of many of the patent medicines which do not possess the qualities that the advertisements indicate. He spoke of fraudulent testimonials, and as an instance said that one old woman, living in his native town, had for $2 sold the testimonial which has been widely published, saying that she had attained to the age of 106 years by drinking a certain brand of whisky. He spoke against the use of coloring matter and preservatives in food and said that cold storage and sterilization will in time afford all the facilities that are needed in preserving food in a wholesome condition. The coloring of butter, he said, is inexcusable.

* * *

An international pure food congress is advocated in resolutions adopted by the New Jersey Consumers' League, which held a convention this week at Cranford.

* * *

Inspectors have submitted to the Department of Health reports indicating that adulterated maple sugar is still being sold in this city; also that in some of the cheap class of stores teas are adulterated with various mixtures and substitutes. Sausages and chopped meats were found in bad condition in a number of instances. Some of the adulterated articles, it is supposed, were made in this city or State, so that the Federal authorities have no power to prevent their sale, but it is hinted that other adulterated articles come from outside the State, so that it behooves the Federal inspectors to go after the offenders against the food law.

FRED. A. MCGILL.

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.

Philadelphia, Pa.

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

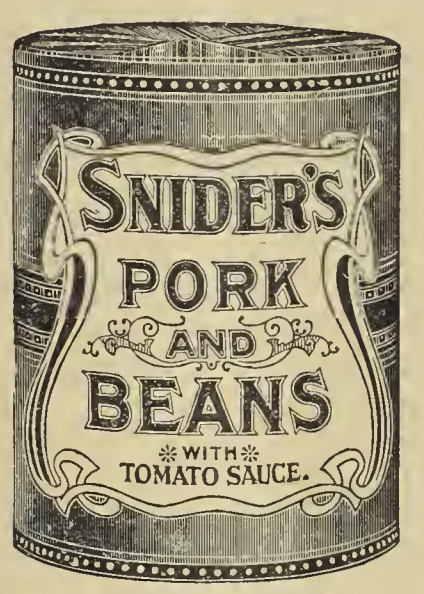
THE BRADSTREET SYSTEM, Rochester, N. Y.

DON'T WAIT

Write at once to the nearest office and secure the information about the

Special Offer to Retail Grocers on

Snider's Pork and Beans



The T. A. Snider Preserve Co.

Makers of Snider's Catsup CINCINNATI, OHIO

NEW YORK OFFICE 105 Hudson St. | BOSTON OFFICE 46 Clinton St. | CHICAGO OFFICE 12 & 14 State St.

Get Our No. 4

A copy of our Catalogue No. 4 will help you to decide a lot of questions.

It is called "Grocers' Tinware," and contains photographic descriptions of everything in the line of tinware that a grocer can possibly use. A price-list comes separate. Having them both saves a lot of correspondence.

First write us for the catalogue and then order from your jobber. Always remember to specify

"American" Goods

They are as good as the name always.

American Can Company

NEW YORK CHICAGO SAN FRANCISCO

MAPLEINE

MAPLEINE

The new vegetable extract with the genuine old-fashioned maple flavor. A product that sells rapidly wherever introduced. Makes **syrup better than maple** at a nominal cost and is most delicious for flavoring candies, cakes, ice cream, puddings, etc. Write us or ask your jobber.

Crescent Mfg. Co., Seattle, Wash.

E. E. HARDING & CO., Agts., Philadelphia

CHAS. W. JACOBS & ALLISON, Agents, NEW YORK CITY

GOING SOME!

THE SALE OF

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Over the same month last year. Each month, except one, has shown a decided improvement. THE INDEX, reliability, quality, prompt deliveries, the F. O. B. destination by Express, EXPRESS CHARGES PAID BY US, please old customers and they bring us new ones.

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Books in all sizes. INDEXED. The most convenient made. Relieve you from bookkeeping, forgotten charges and troubles of various kinds. Let us send you free samples. They are waiting for you.

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Pile Up Your Stock of

DEPENDABLE

MILLBOURNE

FLOUR

where it can be seen. Get the benefit of the advertising. Don't let the other fellow please your customers first. BE QUICK.

SHANE BROTHERS & WILSON CO.

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THE GROCERY MARKETS

Tea.

The tea market shows no change for the week. The demand is confined absolutely to actual wants, there being not the smallest apparent disposition on anybody's part to anticipate needs. Low grades are still firm and strong. Higher grades are not quite so strong as the low grades, but seem to embody sufficient strength to have enabled them to hold up in face of the general disposition to squeeze the values of everything.

Coffee.

The Brazil coffee market has remained steady, with a slight admixture of weakness during the past week. Neither Rio nor Santos has shown any change in price. The demand is moderate. Mild coffees, Java and Mocha are unchanged and steady.

Sugar.

The sugar market has shown some uneasiness during the past week. Early in the week all refiners declined 5 points and later they advanced to the same amount. At present the situation is rather strong. Europe has advanced a substantial fraction upon the announcement that the French and German beet crop will be short. The New Orleans sugar market also shows an advance of 15 points. The Cuban crop will be cut also, and if these conditions continue alive and uncontradicted the market can be expected to show some strength from now on. The demand for refined sugar is dull.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is in fair demand at unchanged prices. Sugar syrup is wanted to some extent at ruling prices. Molasses is unchanged and as yet not especially active.

Fish.

The financial situation and the season together have at last had their effect on the fish market, and mackerel are lower. Some local holders reduced prices as much as $1 to $1.50 during the past week. Norway 2s and 3s are the weakest in that grade of mackerel. Irish fish show a rather decided weakness, owing to increased receipts. Codfish, hake and haddock are unchanged and just coming into a moderate demand. Domestic sardines are steady, unchanged and in quiet demand. Foreign brands are very scarce and high, as reported more in detail elsewhere. Salmon shows no change from last week but on Alaska grades the tone can scarcely be said to be as strong as it was.

Canned Goods.

There is practically no development of any character in the entire canned goods market. Tomatoes are neither weaker nor stronger and the demand is fair considering conditions. There is some expectation that the pack just over will be found to have aggregated 11,000,000 cases. This will not be more than the demand could easily take care of, and yet if the financial situation continues it would probably look large enough to make a weak market. In many cases jobbers have shipped out all or nearly all their future tomatoes to their customers and have practically none in stock themselves. Corn and peas are not selling. There is a regular steady little movement in corn at ruling prices, but nothing approaching a good brisk sale. Peas are steady and quiet at unchanged prices. Apples are unchanged and dull. Peaches show no improvement and no change. The general line of small Baltimore canned goods is unchanged and for the present exceedingly dull. California canned goods are unchanged and quiet in first hands.

Dried Fruits.

Prunes are unchanged and dull. Secondary markets are in price somewhat below the coast parity. Peaches are unchanged and dull, and apricots are also. Loose raisins are still weak and soft, no business being done in them to speak of. Seeded raisins are also a substantial fraction lower, owing to the fact that the bulk of the new shipments have come forward. The demand is moderate. Apples are weaker and slow. Currants are about the only line which shows any good healthy activity this week.

Eggs.

The supply of fresh eggs is still extremely short, with not enough coming forward to supply the trade. There has been a general advance of 2 cents per dozen on new-laid stock by reason of the scarcity. This has been largely responsible for the better movement in refrigerator eggs, which show an advance of 1 cent per dozen. Stocks are moving out very satisfactorily, and if the cold continues there will probably be a better demand and higher

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for ne right man to take charge of its "Window-Dressing Department" nd contribute a good, suggestive weekly article. We have tried everal, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, robably every one of whom has some technical knowledge of win-ow-dressing. What we want is articles clearly describing window isplays that can be made by the average retailer; not necessarily new r original—in fact, those which have been used successfully are erhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an verage price of $5 each. All matter sent in under this arrangement hould be addressed to the "Window-Dressing Department." If rawings are also sent they should be made throughout in black ink ıot pencil).

rices on high-grade storage eggs. ow grades do not meet with the ame ready sale, but the market has een in much better shape this veek.

Beans and Peas.

Beans are active, owing to the old and snappy weather. There is omparatively little change in the narket, prices for pea beans on spot ıcing 10 to 15 cents higher than quotations to come forward. Mar-ows are a shade off to come for-vard. California limas are un-hanged and in fair demand. Dried eas, yellow and green, whole and plit, are all unchanged in price and n fair demand.

Butter.

The butter market has been very ıctive during the past week at an ıdvance of 1 cent per pound. The old weather has made a better eeling. The increased demand and he slight falling off in the make ıas produced a very healthy condi-ion, and the receipts are cleaning ıp regularly. Some houses are vithdrawing butter from storage to neet the demand. The market is ıow practically homogenous, and vhat is said above applies to all grades.

Cheese.

The cheese market is about un-changed from last week. There will probably not be any change un-il a better consumptive demand de-velops. Stocks in storage are now about 40 per cent. below a year ago. Just as soon as consumption be-comes better there will likely be higher prices. This may not take effect before the first of the year, however.

Provisions.

There has been a further general decline in everything in the smoked meat line except picnic hams. Skin-back and regular hams are off ½ cent. Picnics are not so plenty and therefore find a ready sale at un-changed prices. Sugar pickled bel-lies are off 1 cent, as is smoked bacon. Barrel pork and canned meats are unchanged. Dried beef is scarce at an advance of 1 cent. At the recent decline there has been an increase in the consumption of lard. Prices, however, are probably as low as they will be. Compound lard shows a little firmer feeling, though no advance.

Produce.

York State potatoes, 63 to 67 cents per bushel; Pennsylvania, 70 to 72 cents per bushel; Jersey, 40 to 45 cents per basket, demand fair; sweet potatoes, primes, 75 to 85 cents per basket; culls, 30 to 35 cents per basket, demand fair to good; carrots, 40 to 45 cents per basket, demand fair; yellow onions, 55 to 70 cents per bushel, 40 to 45 cents per basket; white onions, 75 to 85 cents per bushel crate, demand fair; Danish cabbage, $2 to $3 per 100; domestic, $2 to $3 per 100, de-mand fair; white turnips, 20 to 25 cents per basket; yellow, 40 to 45 cents per basket, demand fair; cauliflower, $1.50 to $3.25 per bar-rel, demand fair; watercress, 2½ to 3 cents per bunch, demand fair; horseradish, Western, $6 to $7 per barrel; domestic, $4.25 to $5 per barrel, demand fair; spinach, $1.25 per barrel, demand fair; celery, York State, 40 to 60 cents per bunch; Pennsylvania, 7 to 10 cents per bunch, demand fair; parsnips, $2 to $2.25 per barrel, demand fair; pumpkins, $12 to $18 per 100, 40 to 50 cents per basket, demand good; oyster plants, 3 to 3½ cents per bunch, demand fair.

Green Fruit.

Bananas, firsts, $1.25 to $1.75 per bunch; 8-hands, $1 to $1.25 per bunch; 7-hands, 75 to 90 cents per bunch; 6-hands, 50 to 65 cents per bunch, demand poor; apples, 20-ounce, $4 to $4.50 per barrel; Kings, $4 to $4.50 per barrel; Baldwins, $2.50 to $3.50 per barrel; Hulber-sons, $3.50 to $4 per barrel; Green-ings, $3 to $3.50 per barrel; Pip-pins, $3 to $3.50 per barrel; bulk apples, 50 to 75 cents per bushel, demand fair; Jamaica oranges, $1.75 to $2 per box, $2.75 to $3.25 per barrel, demand poor; Floridas, $2 to $4 per box, demand poor; Californias, $2.50 to $3.25, limited demand; lemons, $3 to $3.75 per box, demand fair to good; Jamaica grapefruit, $2.50 to $4 per box; Florida, $4.50 to $5.50 per box, de-mand fair to good; tangerines, $3.50 to $4.50 per strap, demand good.

Nuts.

Peanuts, green, choice, 4¼ cents per pound; fancy, 5 cents per pound; jumbo, 6½ cents per pound; roasted, choice, $1 per bushel; fancy, $1.25 per bushel; jumbo, $1.50 per bushel, demand fair; almonds, 19 to 20 cents per pound; Brazils, 11¾ cents per pound; fil-berts, 10¾ cents per pound; pecans, 11 cents per pound; walnuts, mar-bots, 13 cents per pound; grenobles, 12 cents per pound, demand fair.

INDIVIDUAL MARKET REPORTS.

Spices.

The market is decidedly more active; the demand is better and stocks have very much decreased lately, which tends to make a firmer market. We look for higher prices to rule on some spices.

Pepper.—Futures are steady White pepper is in very large de-mand; prices rather firmer. The in-formation as to new crops is very indefinite, and it is really too early for any reliable estimate.

Cayennes are rather quiet, but unchanged. Prime Chillies will no doubt advance.

Cloves are very steady and some-what firmer.

Pimento (Allspice) is steady and unchanged; demand very fair.

Mace.—Demand large, and there is no doubt that the consumption has greatly increased.

Nutmegs are more active; pres-ent values are no doubt safe. Prices are lower than ever, and we now anticipate the market to react, and prices should slowly but steadily ad-vance.

Cassias.—Demand very good during the last week. There is a scarcity of some grades of bark.

Seeds.—Canary seed stationary. Good quality mustard scarce and high. Poppy seed slightly easier. Caraway is somewhat lower. Sage and sweet herbs are all in demand. Rubbed sage is being purchased by former buyers of the whole leaf, as it is more economical.

Gingers steady, but unchanged, and in fair demand.

McCormick & Co.
Baltimore, Md.

Imported Fish Products.

The trade in herring of all kinds has been exceptionally dull this last week, and prices in almost every in-stance have given way.

Holland herring are a drug on the market and cheaper than they have ever been before. Stocks here are plentiful and there is no demand at all in Holland, so that we do not look for an improvement in the situ-ation in the near future.

Scotch large full herring are in better demand and rather required. Stock of those is not so very large.

Norway herring continue in good demand.

Irish fatherrings are wanted at big prices, but there are not very many fine goods in the market.

Mackerel have been very dull, except Norways, which are moving fairly well in a hand-to-mouth way. Prices for those (we refer to first brands only) have not given way even a single cent. They are held as firmly as ever and stocks are very small and prices are likely to go higher after the turn of the year when demand sets in.

Imported oil sardines.—The situ-ation is as bad as ever. There is a fair demand and no supplies.

Sprats are also scarce, and Nor-way smoked sardines are decidedly scarce and continue in good de-mand. Catch of sprats in Belgium has not started yet. In France they have caught a few very small fish, which have now been packed and which are now on the way, but sup-plies are badly needed and are likely to find ready buyers.

Italian stockfish is rather scarce and shipments arriving are taken up readily by the trade. Supplies at the present time are not large enough to cover the demand.

Italian imported marinee eels have just arrived and show very fine quality this season. They are a specialty of Italy, especially of Venice, and at no place in the world can they be duplicated. They come in small packages of about 50 pounds and are a delicious morsel used principally by the Italian trade, but gradually being taken up as a delicacy by the German and kindred trades.

Strohmeyer & Arpe Co.
New York, N. Y.

MARKET NOTES.

Lots of Florida oranges are com-ing forward in a half green condi-tion, and selling at all sorts of prices. The general range of these

unripened oranges is $2 to $3 per crate, and the sale is very draggy. Really good fruit which is properly matured before leaving the State is eagerly wanted at $4, and enough cannot be obtained to fill the demand.

—

Cranberries are very draggy and slow. The price ranges from $1.75 to $2.25, which is much lower than it ought to be at this season. The supply seems excessive.

—

California Emperor grapes of fine quality average $1.75 per box, which is low. The demand is fair

—

Florida beans are now bringing a fair price—$2 to $2.25 per crate. The quality is good and the demand also.

—

Florida tomatoes range from $3 to $4 and the quality is fair. The demand is good. Of California tomatoes there are none. Hothouse fruit ranges from 25 to 30 cents per pound and is wanted.

—

Florida grapefruit is coming forward in good condition and is wanted at about unchanged prices —$3 to $5.

—

Florida tangerines average $5. The quality is good and the demand active.

—

New potatoes are in market from Bermuda and range from $6 to $6.50 per barrel. The quality of the receipts is good and the demand active.

—

Florida peas range from $3 25 to $3.50. The quality of the peas now coming forward is good and the demand takes about all that comes.

—

Florida eggplants range from $2 to $2.50 per case. The demand is only fair.

—

Florida salad is quoted at $2 to $2.50 per basket. Good salad is now in market and it sells readily.

—

Florida cucumbers are wanted at $2.25 to $2.50 per box. The quality and demand are good.

—

Florida peppers range from $1.75 to $2 per crate. The demand is fair.

Big New York Coffee Men Want to Change Methods of Coffee Buying.

New York importers and jobbers of coffee have issued the following circular:—

To Whom It May Concern:—

On account of recent experiences under the usual form of import contracts for described coffees, that is, "description given in good faith, but not guaranteed," we, the undersigned importers and jobbers, hereby agree not to accept contracts bearing such or similar clauses on and after January 1, 1908.

On and after that date we will accept only such import contracts as bear the following clause:—

"In the event of any question arising regarding quality this contract not to be void, but an allowance for inferior quality, if found, is to be made to buyers, to be settled by arbitration in New York."

The name or names of the arbitrator or arbitrators must be agreed upon at the time of the transaction and be embodied in the contract.

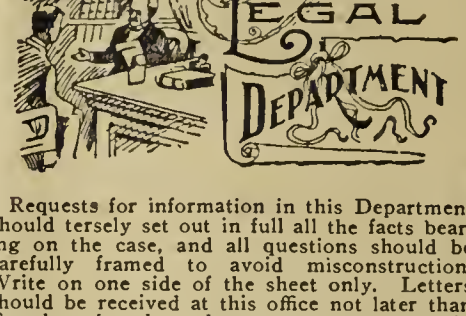
Wm. Bayne & Co., Bennett, Sloan & Co., M. J. Brandenstein & Co., C. G. Bullard & Co., Derbyshire Coffee Co., Eppens, Smith & Co., Henry A. Fry & Co., Howlett & Lea, Leon Israel & Bros., Mitchell Bros., Lewisohn Bros., Oelrichs & Co., Henry Nordlinger & Co., E. H. & W. J. Peck, Seggermann Bros., Smith & Walbridge, Watjen, Toel & Co., Geo. F. Wieman Co., Bayne & Davidson, Chas F. Blake, Alfred Broedermann, W. J. Buttfield, W. J. Dykes, B. Fischer & Co., Herklotz Corn & Co., A. Haeussler, Jones Bros., Muller, Schall & Co., Austin, Nichols & Co., John O'Donohue's Sons, F. T. Parsons, James Phyfe, H. D. Turner, Wessels, Kulenkampff & Co., Sutton & Vansant, Wells Bros.

Small Stores May Not Be Able to Get French Sardines.

Ruling Thirty-five to Fifty Per Cent. Above Normal and Very Scarce. Large Stores Sell Many and Have Been Given Preference.

It is likely that in all but the large fancy retail grocery stores French sardines will not be seen during the next several months. As has been stated from time to time in the "Grocery World," the packs both of 1906 and 1907 have been dire failures and there are almost no new sardines to be had. The large stores find goods of this class such a necessary part of their stock that they have made strenuous efforts to get some and have succeeded to some extent. All of the large Philadelphia stores are selling French sardines to-day and claim to have enough to last out the season. The small stores that sell them as an incident will soon, if not now, have another story to tell.

The conventional French sardine has about 8 to 12 to the high quarter boneless can. There have been some sardines packed in France this year, but many of them have run from 3 to 5 to the can. Goods of this class, of course, not at all suit the trade which has been accustomed to fish so much smaller. The short pack of 1907 was not helped out any by the carry-over from 1906, as the pack of 1906 was even smaller than the pack of 1907. The extraordinary scarcity now existing has not been paralleled in many years. It is bringing out in the markets sardines as much as three years old, which, however, are actually better than those packed this year. The price is from $10 to $13 a case, based upon half tins, above the normal figure. This is 35 to 50 per cent.



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to

Legal Editor GROCERY WORLD, 927 Arch Street.

Question: * * *, ———, Pa.—January two years ago I leased a certain storeroom with cellar directly under storeroom for five years. In my part of the cellar there is a hot water furnace which heats the house. In the house part my lessor (or landlord) lives. In the lease there is a clause, "the lessor reserves the right to go through certain parts of the cellar to fix the fire," to which I was perfectly satisfied. But this year the landlord is going to move and intends to rent the dwelling part. Now, the question is, can he give the privilege to the tenant to go through my cellar? The lease distinctly says the "lessor" has the right. Can he transfer that right to any person without my consent? Your opinion would be greatly appreciated.

Answer.—In my judgment you cannot reasonably object to the easement, i. e., the right of way, through your cellar, passing with the lease to the other party. Your landlord rented you your cellar, retaining the furnace right of way. In other words, he only rented you the restricted use of the cellar, so to speak, and naturally you acquire nothing more under your new landlord than you had under your old, as long as you continue to work under the original lease. You have a right at all times, however, to demand that whoever passes through your cellar to reach the heater does so in an orderly and proper manner.

Question: * * *, N. J.—I have leased the place I now occupy for two years. Lease expires April 30th. If things go well I may decide to build a place of my own next year. Would it be entirely necessary to renew lease for an stated time, or could things be allowed to run on without danger of legal ejectment?

I am thinking of going into local politics to some extent (borough about 1,200). Can you advise me as to any books or other literature to read on the subject?

Has a town a right to get drinking water from a brook running through farming country and a smaller town and then to prohibit bathing, etc., in the brook; in short act as though they owned it?

Answer.—If you permit yourself to run over April 30th, the expiration of the lease, without having given three months' notice of a desire to terminate, you renew the lease for another year at least, and perhaps for two years; it depends on the wording of your lease. The safe plan would be to give the required three months' notice on or before January 30, 1909, and when the lease expires make a new one from month to month. To get out would then require but one month's notice.

I regret that I know of no book which will inform you upon average borough politics, which are usually of the "practical" variety. Works on political economy would scarcely suit.

As to the right of the town in the brook, your facts are very unsatisfactory. As a general principle, where a town's drinking water, wholly or in part, legally comes from a stream of water, it would have an undoubted right to protect its purity and cleanliness by forbidding bathing.

AMONG THE TRADE.

There is news that the winter pack of Singapore pineapple will be about 50 per cent. short. This will mean a higher market.

—

There is to be a change in the personnel of James & Washington, merchandise brokers, within the next few weeks. Mr. James, from long-continued illness, is to retire, and his interest will be purchased either by Mr. Washington or some one else.

—

The local offices of the Franklin Sugar Refining Co. were closed on Saturday on account of the funeral of Henry O. Havemeyer.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Carthage, N. Y., Nov. 22, 1907.
Editor "Science of Advertising."

Dear Sir:—Inclosed you will find some "ad." matter which we run in the local paper, and also have some circulars run off from same copy. Kindly give us your opinion on same.

Yours truly,
THE HOME SUPPLY CO.
Per S. E. Downey, Manager.

This batch contained a considerable quantity of matter. There was a large yellow circular and several smaller ones. All of the stuff is rather better printed than grocers' circulars, both in the arrangement of the type and the quality of the paper. Here is the circular, which is probably the best of the lot:—

This is still open to criticism in several ways. The heading and the introduction are both too long. It wasn't necessary to give display type to telling when the sale began. "A Great Good Food Sale" would have been a good head, and it would have gone in one line and saved an inch of space. The date should have gone in the small type introduction. The introduction is too long; or to express more clearly what I mean, it contains too much matter for the space given it. With the head cut down, the introduction would have had more room to spread out.

* * *

The appearance of the small headed paragraphs in the text would have been greatly improved had the side heads been set in boldface instead of capitals. With the heads in capitals only, and the price in such large boldface, the paragraphs look bottom heavy. Smaller boldface should have been used for the prices.

A GREAT SALE

In Good Things to Eat.

Commencing Saturday, Mar. 16

And Lasting Throughout the Following Entire Week.

Our store is small, but then all good things come in small parcels. When it comes to things good to eat we try to give you the best, we also give you checks with every purchase, redeemable in beautiful premiums which we have in stock and cannot be found elsewhere.

Don't miss this Great Sale; come and get acquainted, inspect our premiums. If we can't save you money we don't want your patronage We sell our goods on a Cash basis, which always means a lower price than can be obtained where credit is king. That hard everlasting almighty dollar buys most where dead beats and credit are not the predominating factors.

Remember this Great Sale commences Saturday, March 16th, and will last all the following week. We quote a few prices below that cannot be offered or duplicated by any other store:

GRANULATED SUGAR, in 100 lb bags, sale price per lb **5c**
25-lb bags $1.27. 5 lb bags 26c.

PRUNES—Finest Italian Table Prunes, regularly sold at 12c: per lb..... **9c**
3 lbs for 25c.

Small ripe sweet Santa Clara Prunes, per lb... **7c**
4 lbs for 25c.

BAKING POWDER—"Old Homestead" brand. 1 lb of Baking Powder and a can of satisfaction with a 75c premium free **50c**
Only one to each customer.

CALIFORNIA ORANGES, extra fancy, large, sweet, ripe and juicy, per dozen **19c**

SALMON—Red Alaska, extra quality, regular 15c grade. Can.... **12c**
3 Cans 34c.

BANNER OATS—A fresh supply just received from the mill. 5 pound package **22c**

MACCARONI—Choice quality. During this sale a 10c package for..... **7c**

YEAST FOAM—Fresh supply just received. Going at..... **3c**

BEANS—Choice N. Y. State Pea Beans, sale price per quart..... **7c**
3 quarts for 20c.

COD FISH—Absolutely boneless, in 1 lb bricks, worth elsewhere 15c. Our price during sale..... **12c**

Fancy Georges Codfish, in 2 lb wood box, worth 25c Our price **18c**
Only one to each customer.

COFFEE—"Old Homestead" brand, roasted fresh in one pound air tight cans..... **35c**
Three full value checks with each pound during the great sale.

Canned Corn —Creamy, Tender and Sweet. Per Can **7 cents**
3 cans 19c. 6 cans 37c.

This is only a few of the many Bargains we have to offer you. Talking takes time. Come and see us.

A Pair of Clothes Bars free with a 50c purchase of Tea, during this Great Sale. Only one to a customer.

The Home Supply Co.
Distributors of Teas & Coffees,
No. 2 Dunlop Block, - CARTHAGE, N. Y.

Souvenirs free to all, the first day of the Great Sale, Saturday, March 16th. Be sure and come, or you'll regret it.

Remember these prices are for One Week Only at Store.

Look At It *and* Taste It

The minute you see **Nicelle Olive Oil** you feel sure it's a high-grade article. The package is unique and exclusive—you can't associate poor goods with it.

Taste **Nicelle Oil**, and you *know* it's high grade. Nowhere else have you met that rich smoothness, that delicate yet penetrating olive flavor.

Women have told us repeatedly that their salad dressing came quicker and better with **Nicelle Oil** than with any other brand they ever tried.

Give it a chance for your own good.

NICELLE OLIVE OIL CO.
105-109 Hudson Street, New York

See What You Can Do With This

This W. & D. Special Combination Fixture temptingly displays bananas on the top tree, which revolves, and pickles in the tanks below. A space-saver, a constant salesman, an ornament. Oak or cherry, handsomely finished with nickel bolts and ball-bearing casters. Uses only two square feet of floor space.

Interesting price; write for it to-day.

The Welles & Davis Mfg. Co.
WYALUSING, PA.

AGENTS WANTED

To Solicit Subscriptions to

"The Grocery World"

Write for Information.

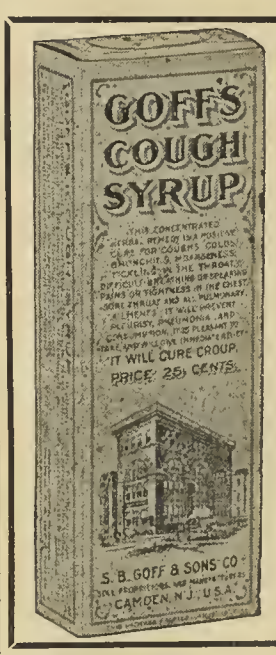
LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as side line.

How to Make New Trade

New trade and Cash sales are always in demand. If you will send for our new Catalog of Beautiful Premiums (*we send it without cost*) it will tell you how you can not only increase your cash sales, but also how to get new trade.

B. L. Williams & Co.
Successors to WILLIAMS, RIDGWAY & CO.
132 Market Street PHILADELPHIA



$15 Profit per Gross

Goff's Cough Syrup

The Cure or Deep-seated Colds

Write for our special proposition to grocers.

S. B. Goff & Sons Co.
CAMDEN
NEW JERSEY
ESTABLISHED 1872

Tourist Almoco Golden Drip

These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.

Levering Coffee Co.
Baltimore, Md.

Established 1842

PENNYWASH

A FAMILY WASHING IN 30 MINUTES FOR 1 PENNY
NO BOILING NO RUBBING
THROW AWAY WASHBOARD, BOILER & MACHINE
Absolutely harmless. Can be used in hard and soft water; saves money, bad temper, lame backs; cleans and purifies everything washable; saves coal and gas
AT ALL GROCERS
Pennywash Co. 1920 Park Ave., New York

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

(One Account at a Time)
Patented March 20, 1906; October 29, 1907.
Other patents pending

DOES YOUR BUSINESS NEED A DOCTOR?

Do you know how much to the penny is outstanding when you close in the evening?

Do you know the condition of each customer's account?

Do your customers "kick" when they settle?

Do mistakes cause customers to get augry?

"The Bennett" Account Always Posted System Cures All Business Ills!

Catalogue for the asking.

The Bennett Register Co.

No. 2 Park Avenue LISBON, OHIO

Too little care has been taken to say a word or two about *all* the goods. Calling canned corn "creamy, tender and sweet" is good; any more would be overloading in a brief mention like this. But when you say of old Homestead brand coffee "roasted fresh in one pound air-tight cans," don't you see that you are telling nothing whatever about the real qualities of the coffee? You should put some sort of description in every advertisement you write. Make it as terse and persuasive as possible in a few words.

* * *

The other circulars I haven't the space to reproduce. The best one in all respects is a little sheet headed "Steel Cut," advertising a proprietary brand of coffee. Th large yellow circular advertises "Sensational Five Minute Sale," a novel plan. At 9 o'clock sharp lot of 25-cent brooms go on sale fo 14 cents. Five minutes later th old price goes back. At 9.15 some thing else drops for five minutes an so on all day. I should suppose lot of quick cash trade could b worked up out of this plan.

It looks as if Almeria grape would probably be low during th greater part of the season. Th crop is larger than last year, an up to date the demand is smalle Each auction sale shows weake prices. Fine grapes range from $ to $5, but the bulk of the supplie will not bring over $3.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Groce Tucks in Each Clerk's Weekly Pay Envelope. Some Ad vice From the Head of the House on Selling Goods an Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

CLEAN HANDS.

Keep your hands clean. Dig under your finger nails. Never mind if it takes time. It pays. Women are critical right here. The sight of a man handling butter or cheese with dirty finger nails is disgusting. It's enough to queer a sale, and it does lose sales many and many a time. Don't allow it to happen with us. The rule holds good in every department. It's one of those small-big details that count.

SELL CANNED GOODS.

Push the canned goods end. Every order should represent a few cans of vegetables. Mention peas at 10 to 12½ to 15 cents. String beans, 10 to 12½ to 14 cents. Limas, tomatoes, asparagus, etc. Talk quality. Your 10-cent peas are large, but the flavor is there. The tomatoes at 11 cents are Jersey's and solid—far cheaper than the 10-cent goods. The limas at 12 cents are green, and those at 18 cents are midgets. Give a reason for prices.

BAD BREATH.

Ask your wife or your sweetheart or your chum whether your breath is bad. Never mind how yo feel about it. Just ask. Thousand carry a fearful breath and don' know it. A whisky or tobacc breath we, of course, won't tolerate but a chronic or an occasional ba breath resulting from indigestion i excusable. But if you are a victi remedy it. It precludes good sales manship. It reflects directly upo you and indirectly upon us. Tes your breath often. Your best friend will appreciate your sincerity.

TALK FISH.

Don't let any fish business ge away from you. There's no ex cuse for it. We're handling the best, and our Friday delivery is O. K. Land your customer down by the stand. Get her interested. Get her to associate fresh fish with us. That's one of the great things in business—this associating our store with this and that and the other. And remember that the thing that does it is quality. Don't care if you sold a man a steak for 3 cents a pound, if he finds it tough he'll dam you. The 3 cents is forgotten. The thing he remembers is dissatisfaction. So it isn't price that counts. Remember that.

Some Views By Me.

That article in the last issue about the new brokers' and agents' association caused me to sit up and take notice.

I think I know something about selling goods, and the different ways goods are sold. I've knocked out a few years' experience at it, I've thought about it a lot, and I have some ideas on the subject which I *think* are pretty solid.

In a good many cases—mind you, I don't mean all—these specialty orders are a measly nuisance. To everybody, too. If they're orders taken from retailers, they're often a nuisance to him because he don't want the goods and only signs the order to shake off a persistent salesman. While there's human nature in that, he's wrong, of course. I'll talk more about that in a minute.

They're a nuisance to the salesman who gets 'em because bona fide ones are so hard to get, and because he never knows when he really has one.

Almost always specialty orders are turned in through some jobber, and very often indeed they become a most outrageous nuisance to him because so many of 'em are turned down by people he don't want to scrap with.

In the neck is where many of the specialty manufacturers get it, too, because their business is rearing on a quicksand.

This looks as if I was trying to show up the specialty business as a pretty rotten business. Well, it is, in a whole lot of cases. Mostly because there are about ten times as many specialties as anybody wants.

The new association kicks because the jobber has no use for specialty orders. They are going to him and saying "see here, these orders are *all right*; won't you treat 'em with proper respect?"

Now, I have no idea what the jobber's answer was, but if I'd been him I'd a said "Sure I will, as soon as you make 'em worth respecting."

"But they're good respectable orders now!" comes back the specialty man, "every one of 'em was taken by a straight salesman and some retailer that you sell signed it. What's the matter with that?"

"Why, the fact that a lot of those same retailers won't take the goods when we cart 'em out," the jobber says.

"Why won't they?" says the specialty man, "because you've taken so durn long to do anything with 'em! That's not our fault! And besides that, you can always make the retailer take the goods if you want to. It's a legal contract."

At this the jobber bursts a button off his weskit.

"*We* can make him take 'em!" he whispers (whisper is sarcastic). "Why in (you know what belongs here) should we fight *your* battles. Do you really tell me that we should risk the trade of a dealer buying $200 a week from us over one case of *your* specialty that nets us 36 cents?"

Gentlemen, he's right.

Whose order is that? Who got it? What's it for? Where does the jobber come in?

It's the manufacturer's order, because his salesman got it. It's for the manufacturer's goods alone *that very often the jobber don't even keep or want to keep.*

The jobber comes in for only two reasons. First, to save the manufacturer the bother of individual delivery, and second, to keep the jobber's good will. He has really no more to do with the transaction than the railroad that ships the goods. Simply the channel through which the goods flow (when they flow) from the seller to the buyer; that's all he is.

Then, why in thunder should the jobber stir up a time about it? He knows nothing about the order except what he sees. By stirring it up he's got nothing to gain but somebody else's principle, and he's got a good customer to lose.

If the *manufacturer* would stand back of those orders the whole thing would be solved in six months. Maybe in less. You'd think he'd simply itch to stand behind them, because he's all the time in a hole from not doing it.

I'm going to tell you in two minutes, gentlemen, how to do the thing perfectly.

Don't make the order read as if it was on the jobber. Make it on the manufacturer. Somewhere in it leave a blank for the jobber's name who's to do the delivery. At the bottom or the top put a notice that the order is a legal contract

Make a Specialty of Private Estate Coffee

The nicest, smoothest drinking coffee that has ever been introduced to the trade is **Private Estate.**

It is the *one* coffee that you can make a specialty of that will redound to your benefit. It will appeal to every customer who tries it to such an extent that they will never be content to use any other. It is uniquely packed in one-pound burlap bags. Another feature of importance to you is that it carries with it Universal Coupons.

F. A. CAUCHOIS & CO.

The Fulton Mills — *33-34 Fulton Street, NEW YORK*

Philadelphia Branch, 139 S. Front Street

We Investigate Each Account Separately

If you give credit you have bad accounts. If you have bad accounts you need us. You need us because we have made the COLLECTION BUSINESS a study and have brought it as near to perfection as possible. With us you do not depend on stereotyped letters; we investigate each and every account and then put on the pressure that is best adapted to each individual case. It is the only sensible way of doing and the results we get are astounding. May be you are skeptical? If you are, write us—we will satisfy you, both as to our honesty and ability.

UNION MERCANTILE AGENCY
314 Court Fxchange Bldg.
Bridgeport, Conn.

and will be enforced. That means that he can't cancel.

Now, go to the jobber with your orders. Say to him you fill these orders. If the retailer lays down on 'em we'll first pay you your profit and then we'll sue him in our own name.

And then do it! Sue him! And then advertise the fact as widely as you can. In a little while there would hardly be a retailer who would dare to give you fellows an order and then lie down on it.

Why, if the manufacturers in this association would do this it would be the greatest thing that ever happened to their business!

It's a shysting trick, boys, this making contracts and lying down on 'em. You ought to stand by everything you agree to. No excuse for you at all! I know what you say, for you've often said it to me: "A fellow came in here selling stuff when I was busy and he wouldn't go. The only way I could get rid of him was to sign his order, which I did. Let 'em send out salesmen who know what no means and I won't have to do such things."

Do you mean to tell me you have no way to get a salesman out of your store when he won't go? Surely you're the boss of your own place, ain't you?

If he won't go, *put him out!* But listen here—show him a square deal first. Give him some kind of a hearing, anyway. Why maybe that poor fellow has walked about for days without getting an order. He's not offensive; he's desperate.

But after you know what he's got—and it won't take you five seconds to find out—and you've decided finally you don't want it, tell him so, and *make* him go.

But don't sign his order. That's mean all around.

THE STROLLER.

ASSOCIATION NEWS

Portland, Ore.

The following circular has been issued to the customers of the members of the Portland (Ore.) Retail Grocers' Association:—

To Our Patrons: The present unusual condition of financial affairs has resulted in the temporary contraction of money circulation to a great extent. The great Northwest country, and Portland in particular, is wealthy, and has no occasion to be alarmed unless the people unreasonably withhold their money. This condition has forced upon the wholesalers the necessity of shortening their credits to the retail dealers to such an extent that all bills must now be paid in thirty days; while meat, poultry and commission-house bills must be paid weekly. This, in turn, has required the retailer to be more exacting in his collections in order to continue in business.

Many of our customers have grown careless in the payment of their accounts, and in normal times this did not prejudice business generally, but the time has come when all retail customers must pay promptly at a given time, on or before the 10th of each month. Wage-earners should pay the day following their pay day and no account can be permitted to run more than thirty days.

A prompt and hearty co-operation by the customers of all retailers will not only avert possible failure with its attending distress and suffering, but will insure the early return of the good times which we enjoyed up to a few weeks ago.

PORTLAND RETAIL GROCERS' ASSOCIATION.

Missouri.

The mutual insurance feature planned for retail merchants at the Sedalia (Mo.) convention has now materialized and a statement issued by the State president of the Missouri Retail Merchants' Association during the week tells that the company is now in shape to accept risks on the property of retailers of Missouri who are members of organizations affiliated with the Missouri Retail Merchants' Association.

St. Louis, Mo.

The effort of the St. Louis (Mo.) Retail Grocers' Association to attain to a complete Sunday closing law has been partially knocked in the head by a court decision which upholds the Sunday sale of some lemons. The seller of the lemons was arrested charged with violating the Sunday-closing act, but the court decides that lemons are a necessity of life and cannot legally be interfered with.

A Successful Stock Farm.

H. G. McMillan, proprietor Lakewood Farm, Cedar Rapids, Iowa, under date of October 29, 1907, writes: "To whom it may concern: For several years we have used Absorbine at Lakewood Farm with splendid results. It is one of the very best remedies we have ever used to reduce any kind of a bunch or bruise on the ankle, stifle or hock. In many cases we have entirely cured valuable horses that had received serious injuries to the joints. At Lakewood Farm Absorbine is always kept in the medicine chest." Absorbine penetrates to the seat of the trouble promptly and effectually, without blistering or removing the hair. Does not require the horse to be laid up. Mild in its action, but positive in its results. It will give you satisfaction. Two dollars a bottle at druggists, or express paid. W. F. Young, P. D. F., 9 Monmouth street, Springfield, Mass.

The Pick of the Pack

As most of you know there is considerable difference in the quality of codfish. In our

Talisman Brand

only the pick of the best white codfish caught hand-line on the Georges' banks are used. These are cured, flaked, skinned and boned in a modern building surrounded by sanitary conditions, and are then packed in wood or glass ready for shipment. We know these goods will appeal to you and your trade; will you try a few? Your nearest Swift & Company Branch House can supply you. We will ship direct if you prefer.

SWIFT & COMPANY, Gloucester, Mass.

Can You Use a First-class Cash Register If We Make You a Present of It?

If you can, write to us and we will give you a description of the machine. There are no strings to this offer; we make it simply to advertise our **General Macomb Cigars.**

FAVORITE CIGAR COMPANY, Detroit, Mich.

Better Can't Be Made

Many grocers who in the past would have handled independent starch were prevented by the fact that there was no good independent starch.

Not so now. No better starches have ever been made or can be made than **Murdoch's Laundry and Corn Starch.** We take the most extraordinary care with every detail of their manufacture. Things like washing seven times to get the gluten out and make them white.

OSWEGO MAIZE PRODUCTS COMPANY - - Oswego, N. Y.

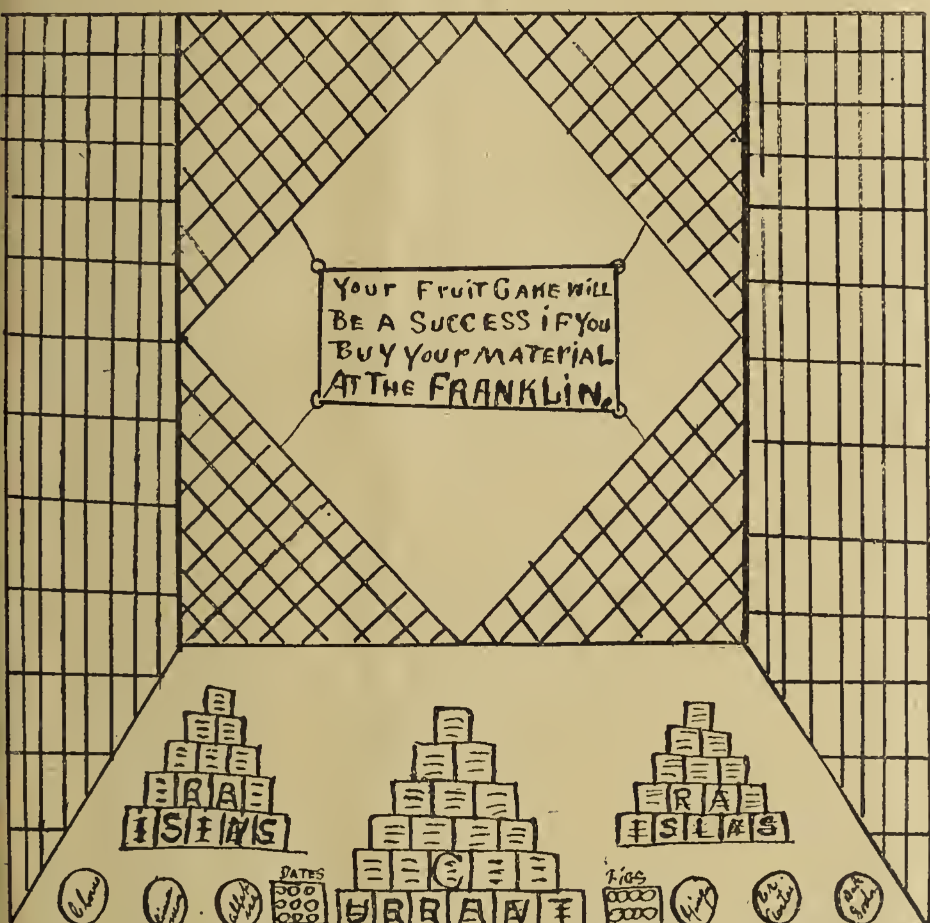
Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regard-g the proper use of the retail grocer's window. An endeavor will be made to deal th the subject practically, in other words, to show grocers how they can turn their ndows into a money-making feature of their business. Subscribers are invited to ake free use of the department by submitting both queries or suggestions.

Display of Fruit Cake Material.

This display is a very inexpensive ne, but it was used very success-ully by me.

In front of window have six small aucers or plates. On each saucer ake a small pyramid of cloves, nnamon, allspice, ginger, cream of rtar and baking soda. In centre ake a large pyramid of currants. t each side of currants a small



pyramid of seeded and seedless rais-ns, also one box of figs and one box of dates. After floor of window is dressed take a coil of half-inch rope, which can be found in almost any store, and make a lattice work in each corner, leaving a diamond-shaped centre open.

Then have a card printed to hang n open space, something similar to the following:—

Your Fruit Cake will be a success if you buy your material at the FRANKLIN

The card is suspended in centre of open space by four very thin threads, one at each corner.

WM. C. COOPER.

York, Pa.

A Fish Window for the Meat Market.

Have a placard printed in pretty large type "At Oyster Bay." Have a good-sized pan filled with water, in which place a few fresh fish. Put a "Teddy Bear" on a stool or hassock; place a small fish rod in his paws with line falling in the pan of fish. About the window may be displayed clams, oysters, codfish, and the various kinds of fish the market has in stock.

MRS. S. G. IRWIN.

Horseheads, N. Y.

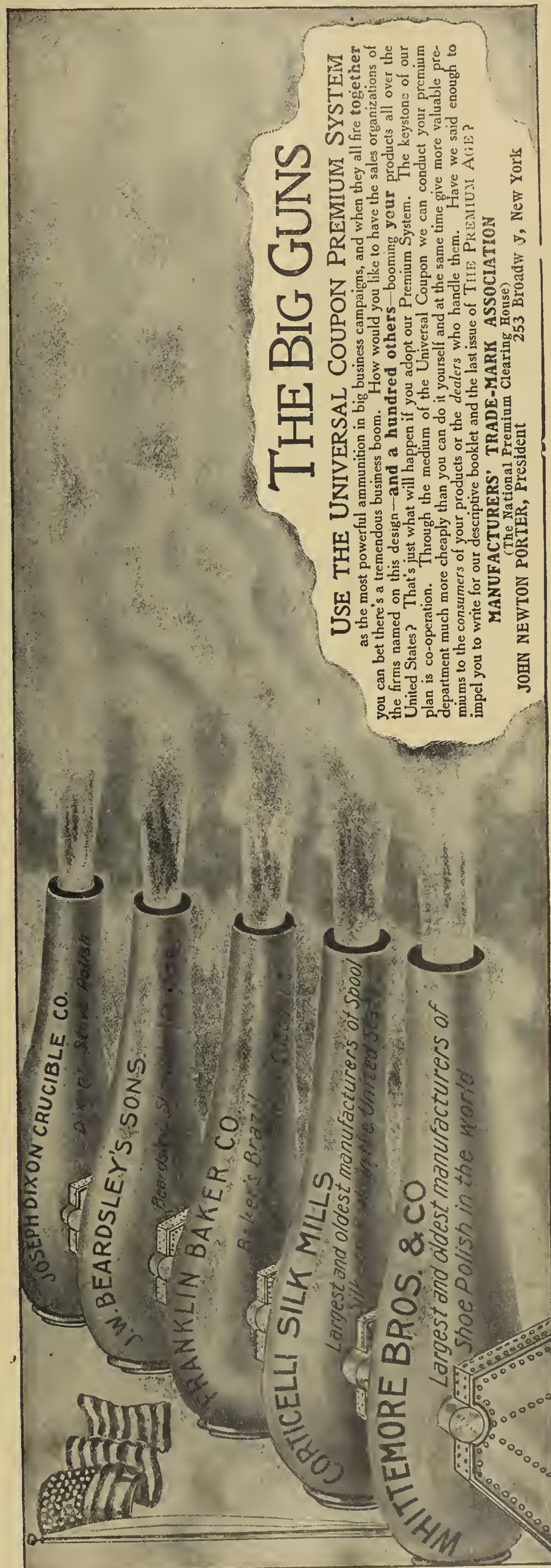
—

A Display of Laundry Articles.

Print the sign "Wash Day" in large letters.

Stretch a line across the window, on which hang an array of doll clothes, as if just washed, and fasten to line with clothes pins.

Then build a solid stand of some good washing powder—Snowboy, Pearline, or any kind. On this place a small tub and washboard, such as little girls use for washing their dolls' clothes, and then place a large doll at the board, in an attitude of readiness to wash. The doll



should have sleeves rolled up and apron on.

About the window should be displayed everything necessary for the laundry. In the background washboards, clothes lines and basket of clothes pins. Then have a quarter's worth of the different kinds of good soap—Fel's Naptha, Lenox, Babbit's, Star, Acme, etc.—having as many bars as are given for a quarter in each display, and marked to that effect. Also the different kinds of washing powders, starch and bluing should be shown.

London, Eng., to Attack Corrupt Business Methods.

People of London, Eng., were beginning to think that the Commissions Act, which came into force at the commencement of the present year, was being allowed to remain inoperative, but something like a wholesale exposure of the corrupt practices affecting most trades and professions is on the eve of taking place. A number of contracts are being repudiated by employers who have found that their agents have, without their knowledge or consent, received what are practically bribes from the other side. That the giving of such gratuities is calculated to sap the fidelity of agents and destroy the integrity of their transactions for their principals was the chief reason for the passing of the act.

Have you taken advantage of that 70 per cent. profit proposition of ours? A great many grocers have done so and we want to hear from you. All of Goff's remedies are standards and are sold by more than 14,000 grocers. Write to S. B. Goff & Sons Co., Camden, N. J.

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Responsibility of a Collecting Agency.

Holly Beach, N. J., Dec. 4, 1907.
Editor "Grocery World."

Dear Sir:—Will you please tell me if you know anything about the responsibility of the Consolidated Law Association, 1325 South 58th street, Philadelphia?

Your answer will be confidential and appreciated.

Yours truly,
ROBERTS & JOHNSON.

The "Grocery World" believes the above concern to be all right.

* * *

As to Brazil Nuts.

Vermontville, N. Y., Dec. 2, 1907.
To "The Stroller."

My Dear Stroller:—I am in trouble. I want the advice of a wise man, therefore I come to you.

My trouble is this: I have a few hundred pounds of Brazil nuts which I wish to sell to the public. Now, I do not know whether these nuts grew in the forests of Guiana, Venezuela or Brazil.

Now, I would like to ask you if I would be liable to arrest if I sold these nuts as Brazil nuts and it should be proven that they grew in Guiana?

Kindly answer through the columns of the "Grocery World."

Yours truly, N. H. B.

As may be noted, the above letter was addressed to the "Stroller," but could not be delivered, as the "Stroller" is out of the city. It is accordingly turned over to the regular Correspondence Department to be answered, and that is precisely what the "Stroller" would have done with it, as he does not claim to be an expert upon the interpretation of the food law.

If the nuts which this correspondent is selling are the long-established "Brazil Nuts" of commerce, he may legally sell them as such, regardless of where they came from.

* * *

The Trading Stamp Scheme Again.

Milltown, N. J., Nov. 27, 1907.
Editor "Grocery World."

Dear Sir:—Will you kindly tell me what you think or know about the practical working of the trading stamp scheme.

Sperry & Hutchinson have had a lady solicitor around town talking the thing up, and I believe has given some of the people to understand that I would have them.

I should like to have any persons who have tried them to tell me their experience if they will.

Can you tell me where (in New York preferred) "Nail City" catsup can be purchased? Think it is put up in Wheeling, W. Va.

Thanking you in advance, I remain,

Yours truly,
CHRIS. CRABIEL.

The trading stamp scheme is not a matter which can be discussed within a few lines. There are occasions when it may be necessary to adopt the stamp scheme in order to prevent the loss of business to competitors who have adopted it. Where those conditions arise, th writer would adopt the plan, bu never under any other circun stances.

Nobody seems to know anythin about "Nail City" catsup.

* * *

Another Insurance Co.

Shingle House, Pa., Dec. 2, 190
Editor "Grocery World."

Dear Sir:—Please find inclose literature of the Merchants' Mutua Insurance Co. Do you know any thing about them?

Yours truly,
J. S. HICKOK & SON.

This query refers to the Mer chants' Mutual Insurance Co. o Pennsylvania, which was estab lished twelve years ago. So far a the "Grocery World" knows, thi is a good clean little company.

Look! Look! Look!

I will build you a push cart of any description for **$15**, and guarantee it for one year.

B. HAWKINS' SONS
609 Lombard Street PHILADELPHIA, PA

SHOW CARDS AND POSTERS

When properly used make the sale of goods easy. *We have nearly anything you can use already printed* at prices *so low* that you cannot afford to be without them.

GROCERS' PRINTING COMPANY
108 N. Front Street, Philadelphia

DANDELION VEGETABLE BUTTER COLOR

A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.
MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

Slices Everything from 6-pound Knuckles to half-ounce Ends.

No Fear of the Price Cutter

The retailer equipped with Johnson's "EVERSHARP" Slicer can smile serenely at his rivals' advertised bargains. They have no sting for him, they affect neither his trade or his profits.

As a bid for patronage: moist, soft cured beef, freshly cut in full-size wafer slices will draw more trade than any bargain your price-cutting rival can offer, and while the increased trade is permanent, it is more profitable ten times over than a line of price-cutting bargains.

No Risk of Competition

There is no other machine on the market can slice dried beef that can be sold in competition with these freshly-cut, pink-tinted, full-size wafer slices, transparently thin, smooth and glossy, handsome to look at, delicious to eat. Goods that sell as quick as shown and set the town to talking of their goodness.

Only one machine allowed in your town. You had better secure it while you can. Send for a sample of Johnson's sandwich-sliced beef, the beef that beats the world.

A. W. JOHNSON, New Brunswick, N. J.

Parcels Post Battle Coming Surely

ostmaster-General's Annual Report Proclaims For It, and Department's Whole Strength Will be Devoted to Getting It. Two Well-known Merchants Write Postmaster-General Against Plan.

One of the hottest fights in the ming Congress will undoubtedly ntre around the parcels post fight. he Postmaster-General, E. von Meyer, is committed to the plan id seems determined to put it rough. By various tactics he has cused the organized retail mer- ants of the country even more bit- rly against the scheme than they ere before, and that the fight will w be carried upon the floor of ngress is assured.

In the Postmaster-General's an- al report, filed at the opening of ngress last week, the parcels post an was announced as follows:—

The following rates on packages weighing less than one pound are recommended:—

	Cents.
One ounce	1
Over 1 ounce and not exceeding 3	2
Over 3 ounces and not exceeding 4	3
Over 4 ounces and not exceeding 5	4
Over 5 ounces and not exceeding 6	5
Over 6 ounces and not exceeding 8	6
Over 8 ounces and not exceeding 12	9
Over 12 ounces and not exceeding 16	12

I recommend the establishment of a special parcels post system on rural delivery routes for packages originating on a rural route or at the distributing post-office for delivery by rural carriers to patrons thereof at a rate of 5 cents for the first pound and 2 cents for each additional pound or fractional part of an additional pound up to 11 pounds; for 2 ounces or less, 1 cent; over 2 ounces and up to 4 ounces, 2 cents; over 4 and up to 8 ounces, 3 cents; over 12 ounces and up to 1 pound, 5 cents.

This will be a great boon to the farmers, who have not the conveniences for obtaining the necessaries of life such as residents in cities enjoy. A special parcels post on r ral routes will facilitate consumption and thereby increase the business of the country merchant. Increased trade for the country merchant means increased orders for those from whom he purchases his supplies.

The retail merchants in cities have found that they increased their trade by delivering goods to their customers. The parcel post on the rural routes will enable the local country merchant to deliver goods to his buyers at an average cost of about 2 cents a pound, or 25 cents for eleven pounds, while the wholesale merchant, in order to reach these consumers by mail, will be compelled to pay 12 cents a pound, or $1.32 per eleven pounds.

Therefore, to gain the benefit of the special rates on rural routes, they would find it necessary to ship by freight to the point of the rural routes, and be obliged to establish many thousands of agencies and depots for handling. It is of incalculable importance that the country merchant should exist and prosper.

This is the same plan, in slightly different words, that the Postmaster-General has advanced on every possible occasion for the last several months. In answer to it two replies have gone to Washington during the past week. One was from S. R. Miles, president of the National Hardware Dealers' Association, and the other from J. W. Kilpatrick, president of the Georgia Wholesale Merchants' Association. Both are lengthy and since they discuss the whole plan in extenso cannot be reproduced in full.

The "Grocery World" does reproduce, however, those portions which comment on Mr. Meyer's statements that his scheme will actually benefit the country retailer.

Extracts from President Miles' letter follow:—

Now, about the country merchant, the other interested party who is to derive so much benefit by being able to secure most of his wares by parcels post. I can readily understand that nine merchants out of ten would, inside of twelve months after a general domestic parcels post became effective, to be able to supply the demand of their trade with 11-pound packages. Of what advantage would it be to the merchant to use a parcels post for the delivery of his packages when, to nearly every point in the United States, 100 pounds can be shipped by freight at a maximum cost of 40 cents, and in most States only 25 cents?

The future prosperity of the United States depends to a greater extent upon the prosperity of the rural communities and smaller villages and cities than upon any other condition. Any legislation that will take away from the retail merchants of the country even 25 per cent. of their present volume of business would mean absolute ruin to 90 per cent. of the merchants of the country inside of twelve months. If a money flurry or panic lasting only a year or two so reduces the volume of business as to throw into bankruptcy thousands of merchants, what would be the result if this reduction were made permanent.

It appears to me that it would be high time for your department to advocate a domestic parcels post when the demand came from the people who you claim would be so largely benefited; that is, the country retailer and the farmer.

There is only one way in which a retail merchant could take advantage of and be benefited by your proposed plan, even if it were con-

"X-MAS PRESENT"

USEFUL AND BEAUTIFUL

No other firm could afford this but us

This is the first time we have ever made this offer—this beautiful 4-piece set of Silverware (guaranteed); full size for family use packed in case; **for only** 97c

It is done solely to advertise our product and only one set will be sent to each family, with **positively no duplicate orders.** The plate is heavy and the pattern one of the latest and most fashionable—the famous "Rose." The pieces are **Fit to Grace any Table and Will Last for Years.**

ORDER TO-DAY—This price includes all packing, shipping and delivery charges prepaid to your door. Send cash, money order, or 2c. stamps to

Rogers Silverware Co.

Dept. C. No. 114 Fifth Ave., New York

Attention!

Mr. Grocer, did you ever stop to think that very often the cheap prices quoted you are in excess of the quality of the goods you buy?

Lustre Lamp Chimneys

are the one price to everyone, made by union workmen and from the best material money will buy. A trial will convince you

R. E. TONGUE & BROS.

Allegheny Ave., Amber & Collins Sts.

PHILADELPHIA

BRANCH, NEWARK, N. J.

1845

Doesn't This Date Tell You Something?

This is the date **Knight's Cooking Extracts** first decorated grocers' shelves. Time, skill and experience combined have added to the perfection of these goods each year. If an old lady or a child is sent for a cooking extract without being told to get a certain brand, they'll ask for **Knight's** by instinct. This name naturally identifies itself with flavoring extracts in their minds. It's a household word and stands for the highest standard of excellence.

KNIGHT'S

Cooking Extract Co

No. 211 ARCH STREET

PHILADELPHIA, PA.

You Cannot Afford to be Without It!

No up-to-date grocer can afford to allow his competitor obtain the business that should and would come to him if he stocked

Buchan's Toilet Soaps

Number "363" is known throughout this entire country as a symbol of soap purity, because it was the first, and we belive the only serial number given to a soap firm by the United States Government.

Buchan's Toilet Soaps contain phenol absolut, the greatest antiseptic known. That is why they are the cleanest and purest soaps made.

Let us show you how to make big profits.

Buchan's Soaps Corporation

FLATIRON BUILDING, NEW YORK CITY

"Turn on the Light"

Do you realize how strongly that should appeal to every grocer? Turn on the light, literally, see that your store is as bright as light can make it—at night—you need light particularly then, and most of you pay so little attention to that important feature that we would like to show you how you can make your store shine by night at so small an expense that you will wonder why you have neglected it so long. A postal or phone will bring us together.

THE PHILADELPHIA ELECTRIC CO.

TENTH AND CHESTNUT STREETS

fined strictly within the limits you propose, and that is by issuing a price catalogue covering every item in his store.

This not one merchant in ten could afford to do. It would compel him to have one price for delivery by mail and another price to people who called at his store and made their purchases in person. This plan would not be at all practical and would cause no end of trouble and confusion. While on the other hand, the mail order houses (whom this proposed plan is clearly intended to benefit) would price every article in their catalogue on a delivery basis and eliminate all the non-profit bearing goods, leaving that class of business to the few remaining country merchants.

You cannot increase a merchant's trade by any plan that will keep people away from his store, making it possible for them to make their purchases at home. A system of this kind would mean a serious curtailment of business; and the people under this condition would buy only necessities, and it would be a sorry day for the business interests of this country, when the mercantile business was confined to the mere necessities of life.

The retail merchants are not asking for this special class of legislation. The demand for your proposed plan is not coming from that source, as it would decrease rather than increase their business.

President Kilpatrick's ideas were as follows:—

> A concrete examination of your country merchant placating plan of parcels post, however harmless or advantageous it may look on its face, offers nothing of practical utility and benefit to the local retailer. It would be an exceptional case, indeed, where either the country merchant or his rural route customer would care to take advantage of the parcel carrying privilege offered by the Government in their trade relations of seller and buyer, for one or the other would have to pay the carrying charges, and neither would feel that he could afford to do so on ordinary merchandise. There might be emergency cases where the farmer would order a few pounds of nails sent to his farm by the rural mail carrier and be willing to pay half their value or more to have them brought to him, but as a general proposition Uncle Sam would find little use for his services as a delivery boy for the country merchant, and such services would more often prove a nuisance and source of disagreement between the latter and his rural route customers. At present the rural free delivery carriers have the privilege of delivering non-mailable parcels to patrons along their routes, and in most instances their services can be more cheaply utilized in this regard than would be possible if the Government exacted a regular carriage fee of 5 cents for the first pound and 2 cents for each additional pound. If the parcels post were practical to deliver the goods of local merchants to customers, which it is not, it would not be desirable that it be generally utilized for the purpose, any more than it would be desirable that city dwellers shop without going to the dry goods stores. The country merchant, in his humble way is as interested in building up a good trading point by displaying his wares to attract the eye of customers as is the city merchant, and he profits in the same way by doing so. He sells his goods by allowing the customer to examine them and desires to see his store crowded with prospective buyers. The telephone order system would reduce the average storekeeper to handling unprofitable staples alone, for his customer, not seeing his complete stock and being without ocular temptation to buy, would be apt to order the profit-bearing class of goods from foreign catalogue houses.

All of the large national mercantile associations, including the National Retail Grocers' Association will have representatives at Washington this winter to fight the plan.

Spokane Grocers Denounce Parcels Post.

Say a Much Better Scheme Would Be One Cent Letter Postage. Who Mercantile Northwest Said to Be Aroused Against Plan.

Special correspondence of "Grocery World."

Spokane, Wash., Dec. 2, 1907.

The Spokane Grocers' Association, at its bi-weekly meeting in the Empire State Building, where C. A. Nickum, vice-president, was in the chair in the absence of President U. G. Allen, adopted resolutions in opposition to the Parcels Post Bill promoted by Postmaster-General George von L. Meyer, urging instead the establishment of a 1-cent letter rate. The resolution points out that the parcels post would be harmful to both wholesale and retail interests of the country, would retard the development of the West, kill or severely cripple the rural merchant, discourage and prevent the establishment of factories of many kinds in the West where the wages are higher than in the East, that such legislation would directly favor the large trade centres and catalogue houses at the expense of the small towns, resulting in ruining the home market for the farmer, the result being injury instead of benefit to him. The resolution adds:—

> We hereby place ourselves on record as opposed to such legislation and request our Senators and Congressmen to work and vote against any and all such bills.
>
> Believing in taking timely precautions in other matters bearing upon their general welfare, a resolution was taken as follows:—
>
> Resolved, That we deny the rights of Elisha Winters to speak for or commit in any way the retail grocers' associations of the country, as we have no knowledge of his holding any official position or of his being in any way connected with our organization.

The Spokane Chamber of Commerce adopted the same attitude.

AUGUST WOLF.

No annoying delays when you order Forbes' index coupon books. They are always shipped promptly.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—Old-established grocery business doing $250 weekly. Will sell for $800. Rent $25 monthly. Will furnish particulars on request. Richard O. Rose, 2607 W. North Ave., Walbrook, Baltimore, Md. 25

FOR SALE—28 lb. Dayton Computing Counter Scale, with pan (Moneyweight), in good condition. Price $25. W. B. Zullinger, Mt. Holly Springs, Pa. 25

FOR SALE—A cigar manufacturer, hard pressed for cash, would sacrifice a stock of high grade 5 cent goods at $18 per thousand; regular $35 goods. Address Box No. 251, York, Pa. 24

FOR SALE—Will close out several low and medium priced lines of teas, in small quantities to suit, at prices that will open the eyes of any live retailer. Write to-day. State kinds you sell most of. Address H. W. C., care "Grocery World." 25

FOR SALE—In Atlantic City: No. 1. Desirable cottage, centrally located, good nelghborhood, modern conveniences. Must be sold to settle an estate. Price, $4,000. No. 2. Handsome large cottage, all modern improvements; located in the most beautiful part of Atlantic City, near the ocean. Will be sold at sacrifice on easy terms. Price, $10,000. Apply to J. W. Lippincott, Executor and Agent, Mount Holly, N. J. 24

FOR SALE—One of the best business stores in centre of Troy, doing a first-class business, consisting of groceries and meats; established 25 years. Stock and fixtures for sale at a bargain. Cause of sale, owner leaving city. Price, $800; worth $1,500. Address B, "Grocery World." 24

FOR SALE—A 1,500 candle-power Kitson Store Lamp. Has never been used, as two were bought and one was sufficient to light the store. Will sell at one-half price. Big bargain for a man that needs more light in his store. G. P., "Grocery World." 24

FOR SALE—McCloskey Account Register, good as new; Elkhart Stemsom Computing Co. Scale, only used one year, same as new; and two upright syrup pumps. For sale for want of use. Call or address to W. A. Bosserman, York, Pa. 24

FOR SALE—In Easton, Pa., an old established grocery business that will bear close investigation. Will rent store and stable. The store is large, pleasant; storeroom lighted with gas and heated with hot water, with large ice-box built in place. Owner wishes to retire from business. Address Honesty, "Grocery World," Philadelphia, Pa. 24

MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only $2, if satisfactory. May we send you full description?—FREE. American G. Collecting Agency, Castorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free. tf.

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price Inventory.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 to $500 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town. This advertiser will exchange for Philadelphia store, and will buy the real estate connected, if necessary.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,000. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 315.—Near Wayne Junction, Philadelphia. Store 12 x 20 feet. Does $200 weekly, all cash. Stock $700. No team used. Small dwelling connected. Clear net profits 25 per cent. as expenses are low. Owner making business change. Price, inventory.

No. 316.—In Wayne Junction, Philadelphia. Size 18 x 25 feet. Does $300 weekly, two-thirds cash. Stock $600, clear net profits 20 per cent. One team. Dwelling connected, for sale or rent. Illness cause of selling. Store thoroughly established. Will sell at inventory.

No. 317 and 318.—In West Philadelphia. Two stores owned by same owner or will sell separately. No. 1 is 22 x 30 feet, does $350 weekly, three-quarters cash. Stock $400. Nets 20 per cent., as sells many meats. No. 2 is 16 x 25 feet, does $250 per week, two-thirds cash. Stock $250-$300. Net profits 20 per cent. These stores are extremely profitable little places and can be bought at inventory prices, which means less than $1,000 each.

No. 321.—In West Philadelphia working neighborhood, not aristocratic but busy. Store 17x35 feet. Does $250 weekly, all cash, on stock of $400. Owner takes $40 In cash out of the business every week. No team. Dwelling connected. Owner retiring and will sell at price about representing inventory. This store has been established 17 years.

No. 322.—In Wissahickon, Philadelphia. Store 16x25 feet. Does $500 weekly, all cash. Stock $1,000. Nets actual 14 per cent. profit. Low fixed charges. Sickness cause of selling. Price inventory. No team, but business could be greatly increased by using one.

No. 323.—In a good section of South Philadelphia, store 18x30. Does $300 weekly, all cash. Does large tea and coffee business, which increases net profits on whole business to 15 per cent. Stock carried $500. Push cart delivery. Fixed charges low. Owner cannot get reliable manager. Price inventory. Good little dwelling connected.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 325.—In best business part of Frankford avenue, Philadelphia, store 18x35 feet. Does $300 weekly, all cash. Stock $350. Push cart delivery. Clear 10 per cent. This store is making a good cash income every week, but owner does not like the business, and wants to return to trade. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 327.—On outskirts of Philadelphia grocery, ice cream and confectionery. Only store of kind in place. Store 20x35 feet. Does $350 to $400, two-thirds cash. Good house connected. Second story used for ice cream and restaurant. Stock $600 to $700. Net profits 10 per cent. Fixed charges low and business profitable, but owner cannot attend personally and cannot get satisfactory manager. Price inventory.

No. 328.—In West Philadelphia, store 15x27 feet. Does $500 weekly, all cash. Stock $400; One team, Business thoroughly profitable, netting 10 per cent. Good house. Owner financially independent, and wishes less responsibility. Price inventory.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 330.—In nearby Philadelphia suburb, inhabited by thrifty middle-class people. Store 40x40. Does $27,000 yearly, half cash, balance weekly and monthly. Stock $1,000 to $1,500. Uses two teams. Business profitable, making 10 per cent. on sales. Real estate for sale or rent. Owners wish to dissolve partnership and will sell at inventory. They are anxious to sell, and will make low price on fixtures. Fullest investigation. Business can be greatly increased by adding meats.

No. 331.—In North Philadelphia, good neighborhood. Size of store 20x50 feet. Yearly business $30,000, balance weekly and monthly. Stock $1,500; clear net profits 10 per cent. Uses one team, hiring the horse. Good dwelling connected. Owner's wife ill and must take her to California. Price inventory. This store has been established 40 years.

No. 332.—In West Philadelphia. Size 20x30. Does $350 weekly, two-thirds cash. Stock $500 to $600. Nets 15 per cent. above everything. Dwelling connected. Team if wanted. Owner has not sufficient time owing to other business. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONE OF THE BEST WEST PHILADELPHIA STANDS.

Located on one of the principal streets of West Philadelphia. Size 25x72 feet. Doing $550 weekly, mostly cash. Stock about $2,000. Nets 10 per cent. Uses one team. The owner is not at home in the grocery business, and wishes to retire from it. Store is very profitable, and will stand the deepest examination. Price inventory.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

PHILADELPHIA GROCERY STORE AS A BARGAIN.

A veteran Philadelphia grocer, who has conducted one store 29 years, wishes to retire. The store is in good part of North Philadelphia. Size 18x30 feet. Does $300 weekly, greater part cash. Stock now $1,000, but could be reduced several hundred dollars. Uses one team. Nets a clear 10 per cent. Real estate for sale or rent. Owner will sell stock at inventory, and to sell quickly will make very low price on fixtures.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

SALESMAN FOR ROYAL ELECTRIC COFFEE MILLS AND MEAT CHOPPERS.

Between now and January 1st we intend to make several changes and enlarge our sales force. We will have some choice openings for a few experienced and successful specialty salesmen, who are familiar with the retail grocery and meat trade. Men, who are workers, receive an income ranging from $3,000 to $6,000 per year. For particulars, address

THE A. J. DEER CO.,
67 Pearl St., Buffalo, N. Y. 26

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

LOOK FOR THE
GLOBE

On Hams, Bacon, Lard and Sausage; if you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

JACOB C SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.

SHOW THESE ONCE!

Anker's Bouillon Capsules

If you've never sold these Bouillon Capsules, you have no idea of the trade waiting for them. Make delicious and nutritious bouillon, beef tea or soup. Packed 10 in a box; ready for instant use with hot water.

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

Do You

handle a Cough Remedy that is guaranteed to sell and cure—one that satisfies your customers, gives you large profits, and sells without any effort on your part?

If not, let us give you our proposition—a plan that is both novel and effective. It means money to you and brings new customers and holds the old ones. We do not ask you to pay one cent until you have sold the goods. Write to-day and learn about

German Fir

Dilliard Remedy Company
EAST BANGOR, PA.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Have the Best Goods and You'll Get the Best Trade

We have made a specialty for many years of supplying the finest Foreign and Domestic Fruit, etc., coming into this market, the sort of goods it's hard to get elsewhere; the sort of goods that bring particular people to your store and keep them coming. If you can call we will show you what we mean; if you can't call, write, and we will give you particulars.

R. DAETWYLER & CO.
New Market and Callowhill Sts., Philadelphia

FOREIGN AND DOMESTIC FRUITS,

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, December 9th. Terms, net 10 days.

First orders must be accompanied by references.

JAMAICA BANANAS.

Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag ..... $4.00 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$2.75 to $3.00
Fancy Brights 150-176 size, per box	2.75 to 3.00
Fancy Brights, 200-216 size, per box	2.65 to 2.75
Fancy Brights, 250 size, per box	2.50

Golden Russetts 10 to 15 cents per box less than above prices.

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.00
Fancy Bright, 80's, per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00

ALMERIA GRAPES.

Fine Quality, kegs, 61 lbs.	$4.50 to 5.00
Choice, kegs, 61 lbs.	4.00
Good Quality, kegs, 62 lbs.	3.50
Good Quality, kegs, 60 lbs.	3.00

NEW CROP PERSIAN DATES.

Finest Hallowee, weighing about 65 pounds, per pound	.05
Finest Khadrowee, weighing about 65 pounds, per pound	.04¼
Finest Sair, weighing about 65 pounds, per pound	.04
Finest Fard, weighing about 60 pounds, per pound	.06½
Finest Fard, in cases containing 9 boxes, weighing 13 to 14 pounds per lb.	.08

CRANBERRIES.

Cape Cod, fancy, large	$9.00
Cape Cod, Early Black, per bbl.	7.00
Cape Cod, not so dark, per bbl.	6.00
Fancy Cod, large dark, bushel crate	2.50
Fancy Jersey, medium dark	2.25

FANCY CALIFORNIA AND MESSINA LEMONS.

Fancy California, 300-360 size, per box	$3.25
Fancy Messina, 300 size, per box	3.00
Fancy Messina, 360 size, per box	2.75
Choice Messina, 300 size, per box	2.50
Choice Messina, 360 size, per box	2.40

NEW CROP TURKEY FIGS.

Extra fancy quality 5-crown, 10 to 12-pound boxes, per pound	0.10
Extra fancy quality, 4-crown, 10 to 12-pound boxes, per pound	0.09
Extra fancy quality 3-crown, 10 to 12-pound boxes, per pound	0.08
Fancy quality glove boxes weighing about 14 ounces, per box	0.10
Fancy quality locum pulled boxes, 4 to 5-pound boxes, per pound	0.14

FANCY JERSEY SWEET POTATOES.

Fancy Prime, per barrel	$3.75 to $4.00
Choice Prime, per barrel	3.50
Fancy Medium, per barrel	3.00
Choice Medium per barrel	2.25

ONIONS.

REGULAR BUSHEL CRATES.

Strictly Fancy White	$1.75
Strictly Fancy Yellow	1.25
Fancy Valencia Onions, per crate	1.25

VEGETABLES.

We carry a full line of vegetables in our truck department, but as the market fluctuates daily on this line of goods, orders will be filled at lowest ruling market prices on day of shipment.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
'A" Java	.26
'B" Java	.24
'C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
'A" Mocha	.24
'B" Mocha	.22
'C" Mocha	.20
Laguayra (Washed Caracas)	.18
'A" Maracaibo	.18
'B" Maracaibo	.17
'A" Santos	.18
'B" Santos	.16
'C" Santos	.14
Peaberry Santos	.14
'A" Rio	.13
No. 1 Rio	.12
No 2 Rio	.10
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ...per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ...per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb., plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.95
Standard Shoepeg, 2 lb., 2 doz	.90
Standard, 2 lb., 2 doz	.80
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz.	1 45
Belle Brand, 2 doz	1.00
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz.	1.20
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	1.00
Gallons	
String Beans—	
2 lb., 2 doz	.85
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.10
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.95
Standard, 3s, 2 doz	.92½
Gallon, ½ doz.	3.15
Fair Quality, 3s.	.90
2s, 2 doz	.80

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1 45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz.	2.40
Gold Label, ½ lb., flat, 8 doz	2.60
Beaver, ½ lb., flat, 8 doz	2.30
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.10
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.05
Blackberries, 2 lb., 2 doz	1.25
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.50
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 25
Grated Pie Pineapples, James, 3 lb., 2 doz.	.95
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1 60
Standard Peaches, Rialto, 3 lb., 2 doz	2.50
California Apricots, 2 doz	
California Cherries, 2 doz	
California Peaches, 2½ lb., 2 doz	
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.12½
Evaporated, 1 lb. packages, 4 doz	13
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.14
Best, 25 lbs	.15½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	.08½
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ...per doz.	.08½
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	.06½
Stuffed, 1 lb ...per doz.	
New Prunes—	
30- 40, 25 lbs	
40- 50, 25 lbs	.09
50- 60, 25 lbs	.08½
60- 70, 25 lbs	.08
70- 80, 25 lbs	07½
80- 90, 25 lbs	.07
90-100, 25 lbs	.06½
100-120, 50 lbs	.04¾
Raisins—	
3 Crown, 50 lbs	.08½
2 Crown, 50 lbs	.08
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs ...per box	2.10
Seedless Muscatels, 50 lbs	
Seeded, 36 1 lb. packages	.11
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¾
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.04
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, Large Sack	.90
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ...per cwt.	.95

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.40
Lady Washington Beans, about 200 lbs. to bag	2.50
Green Peas, dried, about 165 lbs. to sack	
Black-Eyed Peas	2.20
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06½
Imported Lima Beans, about 90 lbs. to sack	.06½
Split Peas, 210 lbs ...per bbl.	7.90
Less quantity	.04
Lentils, about 100 lbs. to sack	.08¾

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	45
Kingsland, N. O.	.35
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
Orange Brand Syrup	.35
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz.	1.90
California Amber Drips, 2½ lb. cans	2.20
California Amber Drips, 3 lb. cans, 2 doz.	2.50
California Amber Drips, ½ gal. cans, 1 doz.	2.15

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.75
Fine Granulated, 100 lb. sacks	4.75
Confectioners' A	4.70
No. 1, A	4.70
Light Yellow	4.20
Fine Granulated, 2 lb. bags	5.05
Fine Granulated, 5 lb. bags	4.95

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.35
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.65
Red Cross, 4 doz	4.60
Star, 4 doz	4.65
Dime Brand, 4 doz	4.00
Lion, 4 doz	4.60
Premium, 4 doz.	4.35
Hires' Silver, 4 doz	4.75

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4 35
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.75
Our Pet, baby size, 6 doz	3.00
Peerless, small size, 4 doz	2 20
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75
Van Camps, 4 doz, in cans ...per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ...per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ...per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl White Floating	100	4.00
Ark	100	2.20
Babbitt's	100	3.75
5 box lots freight paid, with 1½ box "1776" or 100 cakes Best Soap free..		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2 40
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	60	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.50
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2 08
Lion	100	1 75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Eider Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00
Old Dutch Cleanser, 4 doz.		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 3 dozen per case,	2.80
Quarts, 2 dozen per case,	2.80
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen per case,	1.95
Tins, 2½-lb., 2 dozen per case,	2.30
Tins, 3-lb., 2 dozen per case,	2.50
Tins, 5-lb., 1 dozen per case,	2.25

SALT FISH.

Mackerel—		Per bbl.
Extra Shore Bloaters,	count 85@95	40.00
Georges	count 110@115	25.00
Shore 2s,	count 225@250	30 00
Medium Irish 2s,	count 450	22 00
Norway, count 400@450		25 00
Norway, count 300@350		28.00
Norway, count 240@270		36.00
Norway, count 170@185		50.00
Norway, count 125@140		
Codfish—		Per lb.
Fancy strips, 60-lb. boxes		.10½
Fancy bricks, 40-lb. boxes		.09
Fancy middles, 40-lb. boxes		.12
Choice strips, 40-lb. boxes		.08½
Choice middles, 40-lb. boxes		.08½
Hake, bricks, 40-lb. boxes		.06
Fancy, whole, quintals		.08
Choice, whole, quintals		.07½
Herring, Smoked—		
Scaled, per box		.13
Halibut, fancy chunks, Iceland, 20 lbs		.20
Bloaters, Cromarty, 100s		2.00

TEAS.

Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Souchong—	
Common to fair	.16@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Primo	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twaio	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleached	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75-80s	.25@ 35
Nutmegs, 105-110s	.18@.20
Nutmegs, 130-140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif.	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sauce, 2s	.75@ 80
Standard, plain or sauce, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@ .85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1 10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@ .80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

—3—

Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@ .80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	2.60
Squash—	
Fancy 3s	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey	1.60
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3 00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1 60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Sauer Kraut 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s.	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	4.50
Flat ½s	2.50
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	
Choice Red 1s	1.35@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.85@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.1 ½
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

Loose Raisins—	Per lb
Valencia, 4 cr., 28 lbs	.08
California, 4 cr., 50 lbs	.09
California, 3 cr., 50 lbs	.08
California, 2 cr., 50 lbs	.08
Figs—	
Baskets, 1 lb. and 2 lb.	.15 @.18
Layers, 2¾-in., 10 lbs	
2½-in., 12 lbs	.10
2¼-in., 12 lbs	.09
2-in., 12 lbs	.08
Currants—	
Fancy, 1-lb. cartons	.10
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08
Natural, choice	.07
Citron—	
According to quality	.19@ .22
Lemon Peel—	
According to quality	.13@ .14
Orange Peel—	
According to quality	.13@ .14
Fard Dates—	
60 lbs., bulk	.07
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs	.05
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	
30x40, choice	.11
40x50, choice	.09
50x60, choice	.07
60x70, choice	.07
70x80, choice	
Choice, 50-lb. box—	
60x70, 80x 90	
70x80, 90x100	
Prunes in cartons—	
Fancy 40x 50	.11
50x 60	.10
60x 70	.09
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.09
40x50	.08
Apples—	
Fancy, 50 lbs.	
Fancy, 1-lb cartons	
Prime, 50 lbs.	.11
Choice, 1-lb. cartons	
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.15
Extra Choice Muir	.14
Apricots—	
Royal, extra fancy, 25 lbs	
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.27
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.39 @.46
Valencia, 28 lbs	.33 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.21
French Princess	
Tarragona, 120 lbs	.15
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.12
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.12 @.14
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.16
Marbots, 110 lbs	
Cornes, 110 lbs	.13
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.13
Extra choice, boxes, 25 lbs	.14
Choice, bags, 125 lbs	.12

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	14.50@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ½s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	18.00@20.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.	.06@ .09

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

ny subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being undersiood that all prices are subject to market fluctuations.

ADVANCES.	Column.
ıt Butter	7
;s	27

DECLINES.	Column.
Hams	43-44
Pure Lard	44
Live Poultry	45
Dressed Turkeys	45

ADDITIONS.	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
m Cash Drawer	33
s	47
nunition	4
Grease	5
, Paper	41
and Twine Holders	33
ng Powder	5
ry	29
ets	62
Brick	59
s	29
king, Shoe	6
g	6
x	47
ms	61
hes	63
wheat Flour	28
Borers	33
hers' Sundries	44
er Dishes	62
r	7
ir Color	47
phor	47
les	15
lles	7
ed Goods	8
lifornia Fruits	10
getables	8
h.	12
Fruit	10

	COL.
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc.	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22

	COL.
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36

	COL.
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29

	COL.
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Puddine	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53

	COL.
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64

	COL.
Sugars	1
Sulphur	47
Sundries	59
Syrups	60
Tacks	37
Tapioca	3
Tar	4
Teas	
Tobacco, Chewing	6
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

ectioners' Lozenge, XXXX	5.05
" Powdered	5.05
" Crown A	5.25
" Crystal A	4.90
" Coarse Granulated	5.15
e Tablets	6.20
tal Dominoes	7.25
Loaf	5.70
at Cubes	5.15
lered	5.00
a Fine Granulated	5.00
se Granulated	5.00
ulated	4.90
Granulated	4.90
" in 50-lb. bags packed 2 in 100-lb. bag	4.95
" in 25-lb bags packed 4 in 100-lb. bag	4.95
" in 10-lb. bags packed 10 in 100-lb. bag	5.05
" in 5-lb. bags packed in bbls	5.10
" in 5-lb. bags packed in 100-lb. bags	5.10
" in 2-lb. bags packed in bbls	5.20
" in 2-lb. bags packed in 100-lb. bags	5.20
" in 2-lb. cartons in cases	5.10
" in 2-lb. paper packages in cases	5.10
ectioners' A	4.70
Keystone A	4.65
American A	4.60
Centennial A	4.55
California A	4.50
Franklin B	4.45
Keystone B	4.40
American B	4.35
Centennial B	4.30
California B	4.25
Franklin Extra C	4.20
Keystone Extra C	4.15
American Extra C	4.10
Centennial Extra C	4.05
California Extra C	4.05
Franklin C	4.00
Keystone C	4.00

TEA.

	Per lb.
ns—Basket-fired	18 @ 35
ns—Pan-fired—Common to fair	17 @ 23
e	24 @ 28
oicest	30 @ 38
iosa—Superior to Fine	18 @ 20
oice to Extra	22 @ 35
oicest	40 @ 50
how—Common, cargo	14 @ 16
od, medium	17 @ 22
perior	23 @ 28
e	30 @ 35
oicest	@ 40
owder—Choice to Extra	29 @ 35
oicest	40 @ 45

—2—

Moyune—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
Imperial—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
Young Hyson—Superior to fine	13 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
India—Common to Fine	17 @ 38
Ceylon—Common to Fine	17 @ 40
English Breakfast—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

	In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea	.50
Almoco, lead foil package teas, ¼s and ½s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas	40

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.
Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades per doz.	.90

Caricol Blend, Martindale & Co. :—	Per lb.
5-lb. Silver Sacks	.22
1-lb. Silver Sacks	22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—

100 lb. barrels per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

—3—

McCormick & Co's Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 1 doz per doz.	.90
Colburn's, quarts, 3 doz per doz.	.90
Colburn's, ½ gals., 1 doz per bbl.	1.80
Violet, pints, 2 doz per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz

¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

Davis' O. K., ¼-lb., 4 doz per doz.	.45
Davis' O. K., ½-lb., 3 doz per doz.	.90
Davis' O. K., 1-lb., 2 doz per doz.	1.65
Davis' O. K., 5-lb., ½ doz per doz.	7.20
Cleveland's, 10-c. size, 4 doz per doz.	.84
Cleveland's ¼-lb., 4 doz per doz.	1.23
Cleveland's, ½-lb., 2 doz per doz.	2.28
Cleveland's, 1-lb., 1 doz per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans. 1 doz. cases	1.65
Leslie's, 5-lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz	.45
Parrot and Monkey, 4 doz	.45

Rumford's Yeast Powder :—

4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass. 4 doz	1.04
6 oz. glass, 6 doz	1.03
6 oz., 1 gross, in bbl per gross,	12.25

Rumford Baking Powder :—

5c.-tins, 4 doz per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

—4—

Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case....per doz.	12.00
" 1 " 1 " .... "	2.50
" ½ " 2 " ... "	.55
" ¼ " 3 " .... "	.75
Purity Brand 5 " ½ " .... "	6.00
" 1 " 1 " .... "	1.50
" ½ " 3 " .... "	.80
" ¼ " 3 " .... "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M per ¼ gross	4.50
Jacquot Blacking, No 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4. "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70

Whittemore Bros. & Co :—

Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos Peaberry, extra fancy	.12½
" Fancy	.09¼@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.12
" Choice	@.11½
Washed Caracas, Fancy	.13½@.14
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ½ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.12
" Prime	@.11
" Choice	@.09½
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¾	15 $\frac{25}{100}$
Lion	13¾	13¾
B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins,		.26
Saludo, lbs		.20
" 50-lb. tins		.19
" barrels		.18
Viv, lbs		.16
" 50-lb. tins		.15
" barrels		.14

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

	Per lb
German-American Coffee Co.—	
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14 $\frac{1}{10}$
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box ... per box	3.90
12 tins in box ... per carton	.95
2 lb. tins ... per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans ... per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends ... per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin ... per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross ... per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04⅜
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB. bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz.	5.20
Sawyer's, No. 1, 6 doz.	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz.	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz.	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.30
" First, "	.29
" Second, "	.28
" Third, "	.27
" Imitation, 30–60 lbs	.25
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.31
Ladles, 30–60 lbs., bakers' use	.23–.24
Print Butter:—	
Star or S. D. brands, 1 lb., 20–50-lb. bxs,	.34
B. B., E. D. brands, 20–50-lb. boxes	.33
J. J., C. V., Gilt Edge, Gold Medal, 20–50-lb. boxes	.32
Sheaf ("400") Elgin, 20–50-lb. boxes	.31
Sheaf	.28–.29
B. S. Gilt Edge, cartons	.35
Gurnse, pounds or half pounds	.32
Belle Spring	.30

CANDLES.

	Per lb
P. & G., 8's, 30 lbs	.10⅞
" 16's, "	.11⅞
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¾
Peerless " " "	.10¼
Bright Light, " " ... per box	2 50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	
Martha Washington, long 12s ... per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints ... per gross	4.20
Mason's, quarts ... per gross	4.45
Mason's, half-gallons ... per gross	6.20

—8—

Jelly Tumblers—	
Barrels, 22 doz ... per doz. (No charge for barrels.)	.16
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.70
Jar Rubbers—	
Lip, wide ... per gross	.85
Acme, wide, 1 doz. cartons ... per lb.	45
" medium, 1 doz. cartons ... "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium ... per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram ... per doz.	.25
" Sage ... "	.25
" Thyme ... "	.25
" Savory ... "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory ... per case	1.00
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savory—	
½-lb. cartons, 1 doz ... per doz.	.40
¼-lb. " " ... "	.75
½-lb. " " ... "	1.25
¼-lb. screw cap bottles, 2 doz ... per doz.	.90
¼-lb. square cans, 2 doz ... "	.80

CANNED GOODS.

	Per Doz
Tomatoes—	
Mrs. Hancock's Frying	1 25
Frying, Good Luck Brand	1.15
DuBois' Frying	1.12
Jersey King, No. 3, Standard Jersey	1.05
Blue Hen Chickens, No. 3	.97
Rio Grande, fancy, Jersey	1 05
Silver Lake, fancy, Jersey	1.10
Alta, No. 2	.70
Alta, No. 10, 1 doz	3 10
Bull Dog, No. 2	.70
Lima Beans—	
Tinsley's, extra small	1.35
Silver Lake	1 05
Little Darlings	1 30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.65
Cloister, fancy N. Y.	1.45
Mikado, Penna., fancy	1.00

Make a Leader of Spring Garden and It Will Make a Leader of You

For it is the finest Tea ever blended at the price we sell it for. Your customers will keep coming back for it at 60 cents per pound, and we sell it to you at

	Packed in cases containing 100 Pounds	
In 100-lb. Barrels	18	cents per lb. net
In 5-lb. Silver Bags	19	cents per lb. net
In 1-lb. Silver Bags	19½	cents per lb. net
In ½-lb. Silver Bags	20	cents per lb. net
In ¼-lb. Silver Bags	21	cents per lb. net

Thomas Martindale & Co., Philadelphia, Pa.

What's the Difference?

The answer—"the bottom is as good as the top." You know what this means in Evaporated Apples. It means that your customers will **keep buying** that kind, and **we** know **you** will keep buying that kind to supply your customers. **APELPI** on a package of evaporated apples is a positive guarantee that the fruit is the finest that can be had, and its preparation can't be excelled.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON Distributers — **28 So. Front Street** Philadelphia, Pa.

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY

PEANUTS—FIVE A BAG

Everywhere you go you hear that cry. Don't you think you should have some of the trade that the peddler has? If you knew that with an

Acme Peanut Roaster

you could clear 300 per cent., would you not put one in when you learn that any boy can run it, and that there's nothing to get out of order, and that it will pay for itself in one month's time? We think you will, and we will be pleased to furnish further particulars and prices on request.

ATSATT BROS.
24 Pearl St., Mattapoisett, Mass

—9—

Boyer's, as	.82½
Acorn, 3s	1.05
Acorn, No. 2	.77½
Safe, No. 2	.60
Lite Wax Beans—	
Acorn	.70
Champion	.65
Vinsom, N. Y., No. 10, 1 doz	3.75
ked Beans—	
B. & M., No. 3	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.92½
Campbell's, No. 2, sauce	.92½
Oxford, No. 3	.90
Narragansett, No. 2, tomato sauce	.97½
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	45
Victory, No. 1, tomato sauce, 4 doz	.47½
Martin Wagner Co., No. 3, plain	.92½
Martin Wagner Co., No. 3, tomato sauce	1.00
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.50
Schimmel's, No. 2, sauce	.87½
Schimmel's, No. 2, plain	.82½
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, a doz. ....per doz.,	1.80
2-lb. cans, 3 doz. .... "	1.40
1-lb. cans, 4 doz. .... "	.90
1-gal. cans, ½ doz. .... "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, a doz....per doz.	.95
2-lb. cans, 3 doz. .... "	.70
1-lb. cans, 4 doz. .... "	.45
1-gal. cans, ½ doz. .... "	3.00
Kidney Beans—	
Van Camp's, No. 2, a doz....per doz.	.82½
Corn—	
Cornlet	1.65
Minoor, kernelled	
Paris, fancy Maine	1.20
American Beauty, extra fancy, Shoe Peg	.90
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.85
Hoe Peg, Susquehanna	.85
Hoe Peg, Oshorn's	.75
Bark, crushed	.77½
Fancy, No. 2, Fancy Whole Grain	.72½
Vanity, No. 2, Whole Grain	.70
Royal Exchange, Whole Grain	.67½

—10—

Peas—	
French, very fine, 100 cans	15.75
French, fine, 100 cans	13.75
French, medium, 100 cans	12 00
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1.25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	1.02½
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.52½
Beets—	
Red Jacket, No. 3, small	1.45
Silver Lake, fancy, No. 3	1 05
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.22½
Shawnee, No. 3	1.27½
Farren's, No. 3	1.25
Farren's, No. 10	4.00
Sweet Potatoes—	
Plantation, No. 3	
Victory, No. 3, 2 doz	1.05
Pumpkin—	
Silver Lake, No. 3	.87½
Catawba brand, extra fancy, N. Y. State, No. 3	.92½
Andrews & Co., No. 2	.55
Silver Lake, No. 10, 1 doz	2.30
Asparagus—	
Extra mammoth, No. 2½	4.50
Superior, large, No. 2½	4.10
Staple, medium, No. 2½	3.95
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3.60
El Rio, medium, No. 2½, 2 doz	3.50

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2.65
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s	2.40
Cherries—	
Extra quallty, 2½s	3.40
Extra standard, 2½	3.40
Standard, 2½	3.00
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.65
Tioga, No. 2½, ex. standard lemon cling	2.62½
Wild Rose, No. 2½, ex. stand'd lemon cling	2.47½
Valley, No. 2½, standard lemon cling	2.30
Thistle, No 2½, standard lemon cling	2.27½
Agate, No. 2½, standard lemon cling	2.22½

—11—

Lake View, No. 2½, lemon cling	2.10
Lake View, No. 2½, yellow free	2.10
Columbus, No. 2½, pie peeled yellow free	1.87½
Columbus, No. 2½, pie peeled lemon cling	1 90
Plums—	
Extra standard egg	1 90
Extra standard green gage	1.90
Standard egg	
Standard gage	

DOMESTIC CANNED FRUIT.

Apples—	
Derby, No. 10, 1 doz	3.40
Pride of Shenandoah, No. 3, 2 doz	1.10
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	1.20
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Jersey Duke, as	1.10
Blueberries—	
Loggies, No. 2	1.55
Loggies, No. 10	7.00
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Maryland Leader, yellow, No. 3	1.97½
Maryland Leader, white	1.92½
P. & B. yellow, No. 3	1.87½
Gypsum, No. 3, pie	1.50
Pears—	
Matchless, extra fancy, No. 2	1.60
Fowling Creek, good, No. 3	1.20
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.75
Pride of Rochester, fancy, preserved, No 2	1.90
Rhubarb—	
Ayres, No. 10, 1 doz	3.00
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	1.80
Silver Lake, No. 10, 1 doz	
Defence, No. 2	2.25
Pine-apple—	
Phonograph, grated, No. 2	2.00
Phonograph, sliced, No. 2	1.95
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.85
Indian River, E. & C., No. 2	1.70
Terrapin, E. & C., sliced, No. 2	1.65
Wagner's, E. & C., No. 2	1.60
Orange Grove, E. & C., No. 2	1.50
Wallace, grated, No. 2	1.40
Singapore Chunks, No. 1½, 4 doz	1.12½
Wallace, E. & C., sliced, No. 2	1.35
Singapore, cubes, No. 1½, 4 doz	1.10
Wagner's, No. 1, cocktail, 2 doz	1.00
P. & B., grated, No. 3	1.00
James, No. 3, pie, grated	.95
Singapore, cubes, No. 1, 4 doz	.85

—12—

The Paul Taylor Brown Co's
Singapore Pineapple, extra preserved.

Tan Chop Hin, ¾-lb. chunks				per doz.	.80
"	1	"	"	"	.87½
"	1½	"	"	"	1.27½
"	1½	"	sliced	"	1.35
"	1½	"	grated	"	1.35
"	2½	"	whole	"	1.85

Packed in their own juice :—

1½-lb. chunks, extra heavy syrup		per doz.	1.4[illegible]
1½ "	sliced	"	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	
Star, No. 1, 4 doz	1 05
Lobster—	
B. & M., No. 1, flat, 4 doz	4.20
B. & M., No. ½, flat, 4 doz	2.20
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 doz	1.35
Star brand, No. ½, flat, 4 doz	2 25
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.35
Shrimps—	
Peerless Brand (Barataria), new dry, No 1, 2 doz	1.20
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.15
Cotton Bale, pickled, No. 1, 2 doz	1.12½
Mackerel—	
Picker's, soused, No. 1, 4 doz	
Pickert's, soused, No. 2, 2 doz	2 50
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.50
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.02½
Boyer's, No. 2, 2 doz	1.90
M. & B., No. 1, 2 doz	1.07½
Stewart's, No. 2, 2 doz	2.00
Stewart's, No. 1, 2 doz	1.00
Victory, No. 1 doz	1.05
Klppered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	82½
Salmon—	
Foust, Sockeye, 1 lb, flat	1.82½
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.85
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.15
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Humes, Karluk, No. 1, tall, 4 doz	1.35

Ritter's Guaranty

In compliance with the rules and regulations for the enforcement of the Food and Drugs Act published by the Commission appointed for this purpose, we have filed a guaranty covering all our products with the Agricultural Department in Washington under the serial number 1017.

In the future all our products will be labeled in accordance with Regulation Nine as follows: *Guaranteed under the Food and Drugs Act, June 30, 1906, No. 1017.*

This guaranty is sufficient and covers every sale we make and no individual guaranties are necessary.

It has always been our aim to manufacture pure and wholesome food, to comply with existing laws and to protect all who buy our products, and we shall carry out this principle in the future.

We hope to deserve your continued confidence and patronage.

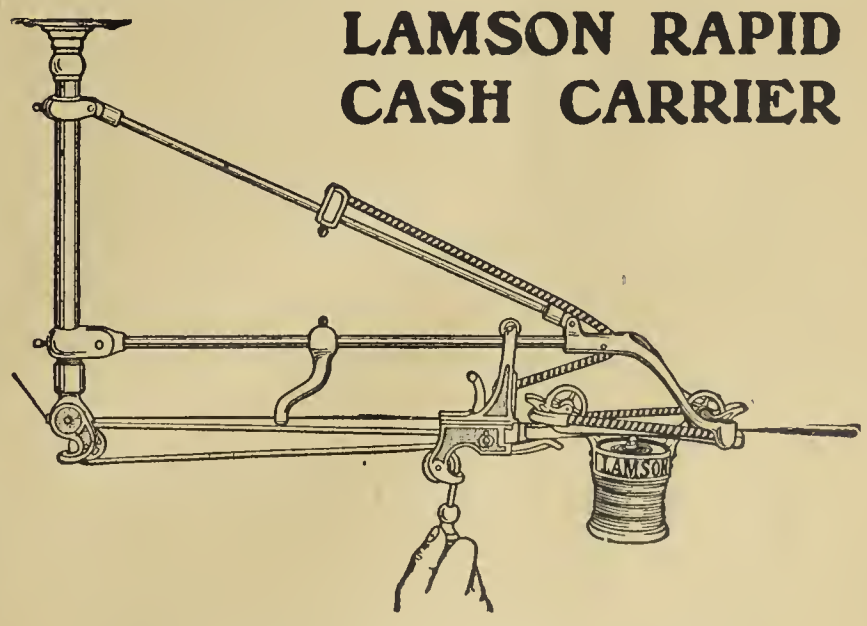
Philip J. Ritter Conserve Co.

PHILADELPHIA, PA.

Fruit Butters	Preserved Fruits	Fruit Syrups
Cranberry Sauce	Catsup	Honey
Mince Meat	Chili Sauce	Mustard
Jellies	Salad Oil	Baked Beans
Jams	Crushed Fruits	Soups

Canned Fruits Canned Vegetables

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.32½
White Raven, ½s	.95

Plain.

La Champagne, ¼'s, key	25.00
" ⅛'s, key	17.00
Lucullus, ¼'s	13.00
C. Morel, ¼'s	10.00

SARDINES—Boneless.

La Champagne, ¼'s, key	17.00
Billet, small ¼s	14.00
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	13.50
Morel, ¼s, boneless	17.50
¼s, Aurora, smoked	8.25
Mustard—	
¼s, Irma, 100 cans	3.30
¼s, Eureka, key, 100 cans	3.27½
¾s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3.40
¾s, Underwood's, 50 cans	3.95
¾s, Irma, 50 cans	3.45
¾s, Harbor, 48 cans, wrapped	3.40
¾s, Booth's, extra, in cartons, 50 cans	2.75
¾s, Continental, key, 48 cans	2.50
¾s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.67½
¼s, Continental, key, 100 cans	3.40
¼s, Le Baron, 100 cans	3.20
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30
Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.25
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	7.60
" with key, No. 14, ½ doz	16.50
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Dried Beef.

No. 1, 2 doz	2.00
No. ½, 2 doz	1.15
Glass, No. ½, 2 doz	1.45
Glass, No. 1, 2 doz	2.45
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.82½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.75

—14—

Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.65
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.25
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.32½
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.10
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.15
Kingan's, No. 2, 1 doz	2.15

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¼, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.45
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted 1 lb., 4 doz	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONERY

Croft & Allen Co.—		Per lb
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.10
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Losengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	
Snider's Catsup:—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85

WHERE *the* GLASS JAR COMES IN

The glass jar in which **Croft's Swiss Milk Cocoa**—and that only—is packed offers the entering wedge to a sale, because it is unusual.

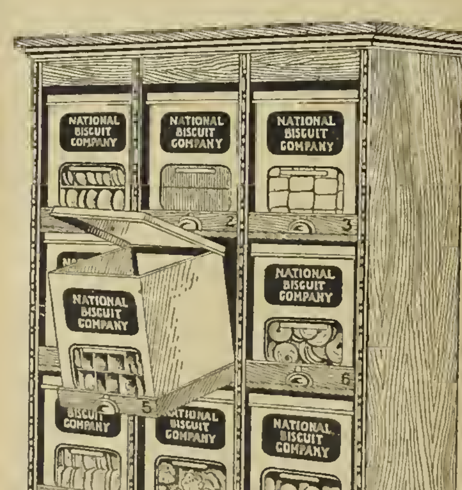
No woman ever saw cocoa packed in glass before; the sight is novel; she asks about it, and if you help a little, she buys.

Bought once, **Croft's Swiss Milk Cocoa** will always be bought again, for it has a flavor which has never been successfully imitated. Our exclusive making process removes the bad, develops the good, and the result is the smoothest, most delicious drinking cocoa on the market.

Croft & Allen Co.

PHILADELPHIA, PENNA.

How to Make Your Cake Trade Pay



The easiest, cheapest and simplest way to make your cake trade pay a decent profit is to put in a DURHAM DISPLAY CAKE CABINET.

This cabinet is the most useful store fixture ever introduced to the trade. It prevents your most serious losses—those caused by sampling and breakage.

The saving on these items alone will soon pay for the cabinet.

It is made of highly polished oak, in sizes to hold 12, 16, 20 and 24 cans of standard size. It is light in weight and so arranged that the cans rest upon elevated roller trays, easy to slide in and out, and as each can is numbered you save time and labor in taking and filling orders.

Send for full particulars and prices.

Durham Display Fixture Co.

RICHMOND, VA

—17—

KETCHUP.

urtice's "Blue Label" Tomato Ketchup:—Per Case.

Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

/alter Baker & Co's:—	Per lb.
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.32
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.32
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
'. H. Baker s:—	
Best Cocoa, ½-lb. size per lb.	34
" ⅓-lb. " "	.36
Premium Chocolate, ½s, 12 lbs	.31
" ¼s, 12 lbs	.31½
Best Sweet Chocolate, ¼s	.20
Best Sweet Chocolate, 1-5s	.20
ershey's—	
Milk, ½s, 6 lb per box	1.55
›coa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Honten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.43
" " ¼s, 6 lb	.45

:nsdorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1½-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

:nsdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36
ooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box per doz.	1.88
½-lb. tins, 2 doz. in box "	3.50
1-lb. tins, 1 doz. in box "	6.50
5-lb. tins, 1 doz. in case per lb.	.52
10-lb. bags, 1 doz. in case "	.50

—18—

Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes per lb.	.38
" ½-lb. tins, 6-lb. boxes per lb.	.37
Wilbur's Chocolate—	
Premium, ½s, 12-lb. per lb.	.30
Sweet Clover, ½s, 6-lb. per box.	1.65

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ½s	.36
Cocoa, labeled, ⅕s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30
Ideal Chocolate and Cocoa Co.:—	
Ideal Cocoa, ½-lb. size per lb.	.40
" " ⅕-lb. " "	.41
" Baking Chocolate, ½-lb size "	.27
" " " ¼-lb. " "	.29
" Milk Chocolate, 6-lb. box per box	1.65
" Vanilla, Sweet, 6-lb. " "	1.65
Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs.	
6-lb. boxes, 12 boxes in case per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Peter's Milk Chocolate:—	
No. 61—½ lb. size, croquettes per lb.	.48
No. 62—¼ lb. " " "	.48
No. 63—½ lb. " flat packets "	.48
No. 64—¼ lb. " " " "	.48
No. 93—⅛ lb. " " " "	.48
No. 66—⅛ lb. " " " "	.50
No. 67—1/16 lb. " " " "	.50
No. 68—1/80 lb. " " " "	.50
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ⅕s, 2 doz. in box	1.95
" " ¼s, 6 lb. "	.39
" " ½s, 6 lb. "	.38
" " 1s, 12 lb. "	.37
" " 5 lb., 6 cans in box	.37
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Superior Sweet, 6 lb. "	...
" Premium, ¼s, 12 lb. "	...
" " ½s, 12 lb. "	...
Hawley & Hoop's Breakfast Cocoa—	
A No. 1, ½-lb. tins, 12 in box	.34½
" ¼-lb. " 24 "	.35½
Cocoa Shells, cleaned, bags per lb.	.01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ¼-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ⅕-lb. " 6-lb. "	.31½
" ⅕-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ⅛s, 6-lb. boxes	.26½
" ⅛s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

—20—

Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	4.30
Defiance, 4 doz	4.30
Magnolia, 4 doz	4.80
Rose, 4 doz	4.65
Dime, 4 doz	3.90
Winner, 4 doz	4.65
Baby, 1 doz., glass	1.90
Red Cross	4.60
Peninsular	4.60
Dr. Hand's, 2 doz	3.10
Leader	4.30
Banner, 4 doz	4.50
Star, 4 doz	4.60

EVAPORATED MILK.

Peerless, family size, 4 doz	3 70
Peerless, 5c. size, 4 doz	2 20
Yacht, family	3.50
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	3 95
Silver Cow, 5c. size 6 doz.	3.25
Pet, 10-c. size, 4 doz per case	3. 30
Pet, 5-c. size, 6 doz per case	2.80
Van Camps, 6 doz., small	2.90
Van Camps, 4 doz., family	3.55
Van Camps, 4 doz., large	4.00

HIRES CONDENSED MILK AND CREAM

	Per case.
Hires Condensed Milk	5.60
Queen	4.60
Blue Ribbon	4.35
Premium	4.35
Silver	4.75

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	4.25
Five cases or more	4.20
Twenty-five cases or more	4.15
Fifty cases or more	4.10

Compare This Picture With Your Store

We can make your place look like this and we can afford to do it for less money than anybody else.

MILLER & ENGLAND

7012-14-16-18 Woodland Avenue

PHILADELPHIA, PA.

Pickles Packed in Tin

The **Hoffman House** little pickles have special features that ought to interest you in them.

First, they are packed in sanitary cans.

Second, they are prepared by a new process, and have a pickle taste instead of a vinegar taste.

They are guaranteed to keep in any climate, and are altogether the tastiest, meatiest, spiciest little pickles ever put on the market.

Being packed in cans, they are a novelty. You can sell novelties.

PACKED BY

The J. Weller Co. Cincinnati, Ohio

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ½s	.26
" ¼s	.28
" ½s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10½
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		.12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	.09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

—22—

Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
Saltines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07

Package Goods—	Per doz.
Animals	.50
Butter Thin	1.00
Gingerettes	1.00
Gold Medal Soda (small)	.50
" " (large)	.90
Graham Wafers	1.00
Ivinettes	1.00
Milk Lunch	1.00
Our Ginger Snaps	.50
Pink Tea	1.00
Sugar Snaps	.50
Saltona Biscuit	1.00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish, p. dz.	1.75

—23—

Wein Senf, in bbls......per gal.	
" 1 gallon stone jars......per jar	.75
" 5 gallon kegs......per keg	2.50
Prepared Mustard, in bbls......per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz.	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
......loaf,	.26½
Sap Sago, 3 to a lb.......cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
in tin......per lb.	.26
" 1-lb. tins......per case	3.25
Camembert, in wood boxes........per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.......loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each......per lb.	.19
Limburger Cheese, No. 1.....box, 18; ½ box, 18; less	.19
Muenster Cheese......per lb.	.19
Brick Cheese, No. 1...... "	.18
English Dairy Cheese...... "	.17½
Pineapple (Picnic size), 6 in box......per box	3.00
" (Gem size), 6 in box...... "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case......per doz.	4.50
Lunch size, 2 doz. in case...... "	2.40
Picnic size, 2 doz. in case...... "	1.35
Trial size...... "	1.00
MacLaren Imperial Cheese, Club size. per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box...... "	1.25
Neufchatel (Cow brand), 25 in box.....per box	1.10
Star Cream, or Phila., 12 " .... "	2.30
Miniature Cream, or Phila. 12 " .... "	1.15
Hand Cheese, 8 doz...... "	1.45
" 4 "...... "	.75
" 4 " Thuringer...... "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.4
Schutzen Cheese, 12 in box ...... "	1.2
American Mountain Cheese (Alpen Kase), 50 1-lb. packages......per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight)........per lb.	.48
Wiener Wurstel, 16 in tin......per doz.	4.75
" 8 " ...... "	2.75
Carlsbad Speck (Imported Bacon)..... "	.32
Imported Cervelat Sausage (Rolff's).....per lb.	.48
Imported Frankfurters......per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size......per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short......per lb.	.24
" " long...... "	
" Mortadella, Dry......per lb.	.25
" Knackwurst, 25 in box, per box, $4.75......per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .21½; less	.23
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.22
" Cervelat, Crescent, 50 and 100-lb. boxes, .16½; less	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23½; less	.24
" Salami (E), 50 and 100-lb. boxes, .21; less	.25
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.21
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less	.18
" Tongue Sausage......per lb.	.18
" Smoked Braunschweiger Liver Sausage......per lb.	.15
" Lachs Ham...... "	.28
" Petit Delicatess Frankfurters, plain, per doz.	.90
" Petit Delicatess Frankfurters, with Sauer Kraut......per doz.	.90
" Lebanon Beef Bologna......per lb.	.15
" Paprika Speck...... "	.18
Mettwurst, half-round...... "	.16
Liver Sausage (Special), truffle, goose or sardellen......per lb.	.24
Smoked Thuringer Blutwurst...... "	.18
" Pfefferwurst...... "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2.50
Calves' Head, in round tins......per doz.	1.65
Pickled Meats, in glass...... "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

More Lady Acquaintances

There are other good laundry soaps on the market, of course there are, but none seem to be the same hardy "stayers" that ***Babbitt's Best*** has been for years.

Babbitt's Best Laundry Soap is known by more housewives, and known better, than any other soap made. This isn't conceit—the sales sheets tell. We know what's going on.

MADE BY

B. T. BABBITT

NEW YORK

The GREAT Ramly

Is the one spelled R-A-M-L-Y, the finest Turkish cigarette ever made to sell for 10 cents. So good, other cigarettes are made to look like it, so they will sell on the Ramly's reputation.

If you want to give your customers an ideal smoke, sell them the Ramly. You won't have to tell them about it the second time—they'll *ask* for it.

Mentor Cigarette Company

404 Atlantic Avenue

Phila. Rep., ARTHUR HAGAN & Co.
151 North Third Street

BOSTON, MASS.

—25—

ef Salad, in glass ... per doz. 1.00
" in pint jars, glass ... "
" in quart jars, glass ... "
mb tongues, in glass ... " 1.60

OLLAND AND SCOTLAND HERRINGS.

Kegs or Pails.
olland Herring, mixed, "Y. M." ½bbl. 5.50 60–75
" milkers, " ½ bbl. 6.50 75–85
" mixed, Standard, bbl. ½ bbl. ... 5.50–6.50
olland Herring, milkers, Standard, bbl. ½ bbl. ...
otland Herring, mixed, large fulls, bbl. ½ bbl. 8.00 ...
" milkers, large fulls, bbl. ½ bbl. 8.00 ...
arinirte Herring, Imported, about 40 in pail. 1.25
all Herring, Imported, about 25 in pail ... 1.00
iced Herring, Imported, about 40 in pail. 1.00
orway Stockfish, dry ... per lb. 15
atjes Herring ... per pail

BISMARCK HERRING.

nt size, round tins, with key ... per tin .20
uart " " " ... " .35
Qt. " " " ... " .55
Qt. " " " ... " 1.10

SMOKED DELICATESSEN FISH, IN SEASON.

oll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .50
at-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .40
nglish Sprats, 36 bunches per box ...
uger's Roll- and Brat-Haring, oval tins, per doz ... 2.50

RUSSIAN SARDINES.

nported Fish (Wallkoff Brand) ... per keg .75
" 5-lb. pails ... per pail .55
" 10-lb. pails ... " 1.05
it Spiced Sardines, per 10-lb. pail ... " .75
" " 5-gal. keg ... per keg 2.75
ussian Sardines, in glass jars ... per doz. 2.25

NORWAY ANCHOVIES.

iginal Package ... per ½ bbl. 5.50
epacked in 5-lb. pail ... per pail .60
" in 10-lb. pail ... " 1.10
" in 5-gal. kegs ... per keg 2.75
" in ½-lb. flat tins ... per doz. .95
" in ½-lb. tall tins ... " 1.50
" in 1-lb. tall tins ... " 2.00
ancy Kegs—1|1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg ... .20

SALT SARDELLEN.

iginal Package, 1902 ... per anker 16.00
epacked—kegs, about 8 lbs ... per keg 3.25
" pint jars ... per doz. 6.00
" large tumblers ... " 2.25
" small tumblers ... " 1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz 19 50 ½ kilo Cans, per dz. 19 50
½ " " 10.50 ¼ " " 10.50
¼ " " 5.50 ⅛ " " 5.50
⅛ " " 2.75 1/16 " " 2 75

GERMAN DILL PICKLES.

Regular Size.
60 gal. cask—about 2000 ... per cask
50 " bbl.— " 1200 ... per bbl.
15 " keg— " 500 ... per 100
10 " keg— " 300 ... " 1.00
5 " keg— " 150 ... "
10 lb. pail— " 50 ... "

DOMESTIC SOURKROUT

Long Cut.
60-gal. cask ... per cask
48 gal. bbl. ... per bbl. 6.50
10 " keg ... per keg, 2.40
5 " " ... " 1.25
10 lb. pail ... per pail,

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse) ... per lb. .18
Spitzkngein ... " .25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg ... per bundle .30
Basler Lebkuchen, No. 1, 6 " ... " .50
" " No. 2, 6 " ... " .75
" " No. 3, 6 " ... " 1.00
Amandines, 9-lb. tins ... per tin 5.25
" small tins ... " .55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg ... 4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb, bags, per bag ... 2.50
Green Kern ... per lb. .10½
Potato Flour ... " .08
German Dried Pears ... " .14
Dried Mushrooms ... ", .60–100
Juniper Berries ... " .08
St. John's Bread ... " .05
Bay Leaves ... " .06–.08

COTTOLENE.

30 2-lb. tins ... per case 6.50
15 4-lb. " ... " 6.50
6 10-lb. " ... " 6.50
Freight prepaid on two-case lots.

—27—

EGGS.

Per Doz.
Nearby, candled and selected, 30-doz. crates ... 37
Western ... 30– 36
Storage ... 22– 29

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs. .15
New York, Full Cream, new, 1st's, 40-lb. bxs. 13–.14
Picnic, Full Cream, new, fancy, 20-lb. bxs ... .15½

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb ... .27
Anchovies, in oil, ½ bottles ... 4.50
" " ¼ " ... 3.25
Anchovy Paste, fancy, per doz ... 4.75
" plain, per doz ... 3.75
Boullion, Burnham, pints, 2 doz. in case ... 3.75
" " ½ pints, 2 doz. in case ... 2.00
Capers, Nonpariel, ½ gallon kegs ... 1.50
" " Quart, glass ... per doz. 7.00
" " bottled, ½ size ... per doz. 2.35
" " " ½ " ... " 1.90
" " " ¼ " ... " 1.15
Canton Ginger, large pots, cases 6 jars, per case 4.65
" med. " " 12 " " 5.00
" small " " 24 " " 4.75
Cherries in Maraschino, in glass, 1-doz. case ... 7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz. .90
" " 3 lb., 2 dz. case " 2.20
Currie Powder, pints, per doz ... 3.50
" 4 oz., " ... 2.25
" 2 oz., " ... 1.50
Russian Caviar, ⅛'s ... 2.85
" ¼'s ... 5.50
" ½'s ... 10.50
" 1's ... 20.00
French Peas, Extra Fins, per case ... 18.00
" Fins, per case ... 16.00
" Moyen's, per case ... 13.00
Kippered Herring, 6 doz. in case ... per doz. 1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case ... 12.00
Huntley & Palmer's Petit Beurre Biscuit, lb ... .19
" " Dinner Biscuits, per lb ... .29
" " Breakfast Biscuits, per lb. .32
(Packed 7 lbs. and 5 lbs. in a can.)
Red Pepper, Ring, pints, per doz ... 1.25
" " ½ pints, per doz ... .60
Salt, in 4-doz. stone jars ... 1.75
Morris' Extract of Beef, 4 oz., per doz ... 6.50
" " " 2 oz., " ... 3.55
Armour's Beef Extract, 2 oz., " ... 4.45
" " " 4 oz., " ... 8.20
Anker's Extract of Beef, 120 vials ... 4.00
" " " 4 oz ... per doz. 4.00
" " " 8 oz ... " 7.25
" " " 16 oz ... " 13.50
Theodore Marquet Mushrooms:—
First Choice ... 28.00
Choice, 100 tins per case ... 26.00
Extra, " " ...
Hotel, " " ... 24.00

—28—

Truffles, 1/16 ... per tin, .30
" ⅛ ... " .55
" ¼ ... " 1.15
" ½ ... " 2.25
Shrimps, Pickled, small size ... 1.00
Dunbar's Shrimps, 2 doz., per doz ... 2.25
" Figs in Cordial, 1 doz., per doz ... 5.00
Bishop's Figs in Cordial, 1 doz., per doz ... 6.50
Crystallized Ginger, 1-lb. tins, per doz ... 4.00
" " ½-lb. " " ... 2.25
Rose's Lime Juice, per doz ... 3.60
Victor Rose Water, per doz ... 2.25
" Peach Water, per doz ... 2.25
Pitted Olives, per doz ... 5.25

FLOUR.

Per Bbl
King Midas ... 6.70
Gold Medal ... 6.55
Millbourne ... 6.25
On Top ... 6.60
Ceresota ... 6 40
Pillsbury's Best ... 6.35
Taylor's Fancy ... 5.50
Semper Idem ... 5.00
Pride of the West ... 5.25
Sunbeam ... 5.15
Quaker City ... 6.00

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages ... 2.85
Franklin Pancake, 30 2s ... 3.55
Uncle Jerry's Pancake, 40 packages ... 2.85
Hecker's Buckwheat, 32 3s ... per case 4.10
Hecker's Buckwheat, 64 1½s ... per case 4.60
Hecker's Flapjack Flour, 24 packages ... 1.90
Log Cabin Pan Cake Flour, 36 2s ... 3.25
Ralston's Purina Pancake Flour, 36 2s ... 3.00

HONEY.

Domestic, barrels ... per gal. .69
Selser's, lunch bottles, 2 doz ... per doz. .95
Selser's, medium bottles, 2 doz ... per doz. 1.35
Schimmel's, 10 oz. bottles, 2 doz. in case ... 1.45
" 6-oz. " " " ... .90

It Made No Difference to Us

No gelatine sold in this country was less affected by the Federal Food Law than **Chalmers'**.

Our brands complied with the legal standard even before there was one. How could they help it? They were simply unsophisticated gelatine, made of pure unadulterated calves' stock and spring water. There was nothing to change about them, nothing to alter in any way.

We take a just pride in the fact that while the Federal Food Law caused some manufacturers to completely transform their business, it made no more difference to us than if it had never been passed.

Two styles—granulated and shredded.

James Chalmers' Sons

Williamsville, N. Y.

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

—29—

FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, Table, 100 lbs.	2.15
" yellow, granulated, 100 lbs.	2.15
" " table, 100 lbs.	2.10
Western yellow, 100 lbs.	1.75
Mother's, 3 packs	2.75
Quaker, 36 packages	2 85
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case..	1.15
Beans—	
California Lima....per lb.	.06
Marrows, Fancy N. Y. State, grain bags bush	2.45
Marrows, Extra Choice, N. Y. State, grain bags....bush.	2.30
Medium, Fancy N. Y. State, grain bags, bu.	
Pea, fancy, N. Y. State, grain bags, bushel	2.40
Pea, fancy, Michigan, grain bags......bushel	2.40
Red Kidneys.... "	2.60
Peas—	
Green....per bushel	1 95
Scotch.... "	2.20
Split, yellow.... "	2.15
" green.... "	
Lentils—	
110-lb. bags....per lb.	.08
Less quantity.... "	.08¼
Shaker Corn—	
Fancy, barrels....per lb.	.07¼
Less quantity.... "	.08
Hominy—	
Lea's Breakfast, 10 pkgs.....case	1.65
Lea's Pearl, 100 lbs.....per bag	2 25
Schumacher's Breakfast, 10 pkgs. to case....	1.40
Western Pearl, 100 lb. bags	1.70
Western Grits, 100 lb. bags	1.70
Barley—	
OO	.07
No. 3, 100-lb. bags	4.15
Noodles, Climax, 24 10c. pkgs., asst., case....	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case...	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c.	1.90
Golden Egg, 5 and 10 cent.	1.55
Golden Egg, 5 cent	1 55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl.	8.15
" " kegs 100 lbs., per keg	4.22½
Oaten Goods, in cases—	Per case
Avena, 18 packages	
Banner Oats, 20 packages	4.15
Friends' Oats, 36 packages	3.00

—30—

H. O. Oats, 24 packages	3.00
Mother's, 18 packages	1.57½
Quaker, 18 small size	1.55
Quaker, 10 large size.	2.10
Rolled Oats—	
Avena, per bbl., 180 lbs.	7.25
Avena, per keg, 90 lbs.	3.80
Standard, 180-lb. bbls.	7.00
" 90-lb. bags	3 50
Sago—	
Fine, bags about 160 lbs.	.05½
50-lb. lots	.06
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs.	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs.....per lb.	.06
" " less quantity..... "	.06½
" Pearl, 150 lbs..... "	.04¾
" " less quantity..... "	.05¼

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs.....case	3.65
Purina Cream Graham.....per bbl.	
Ralston Barley Food, 24 2's.....per case,	3.85
Purina Health Food 36 2's, Cartons "	4 50
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour, 20 5's.....per case	4.20
Egg-O-See 36 packages	2.85
Egg-O-See Corn Flakes, 36 packages	2.85
Cook's Malto Rice 36 2-lb packages	4.20
Cerealine Flakes, 36 packages	2.60
Force Food, 30 packages	3.85
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.60
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.80
Presto, 36 packages	3 35
Quaker Puffed Rice, 36 packages	2 60
Quaker Wheat Berries, 36 packages	2.75
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages..	2.85
Zest, 36 packages, 10 cent size	2.25
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3 90

—31—

HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs....	4.75
Cases, 3 doz. pkgs....	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling	per doz	1.07½
" Acidulated	"	1.07½
Cox's, large	"	1.57½
" small	"	.95
Plymouth Rock, Pink or White	"	1.20
Nelson's	per doz.	1.35
" small	"	.95
Bromangelon, assorted 3 doz.	"	.87½
Fruit Puddine 2 doz., asst flavors ...	"	.80
Jell-O, assorted flavors, 2 doz.	"	.87½
Jell-O Ice Cream Powder, 2 doz.	"	.97½
Chalmer's, shredded		1.00
Chalmer's, granulated		1.00
Chalmer's, No. 1 packages		.45
Peter Cooper		.90
Tryphosa	per doz.	.92½
Imperial Wine Jelly	per doz.	.95
" "	per gross	11.00
Gelatine, McKinley's	per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs.	per case	2.70
Kusto, 60 5-cent packs	per case	2.00
Puddine, assorted, 2 doz	per case	1.60
D-Zerta Jelly, assorted, 2 doz.	per doz.	.90

—32—

MACARONI.

	Per
Larosa Alphabets, square, 25 lbs.	.0
" Elbows, " "	.0
" Marcaroni, long, "	0
" " square "	.0
Larosa Spaghetti, long, 25 lbs.	.0
" Vermicelli, square, "	.0
" Macaroni, bulk, "	.0
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.8
24 10-cent packages	1.8
"Plain" Noodles, 24 1-lb. cartons	1.8
" " 48 ½-lb. "	1.9
Egg Alphabets, 48 5-cent packages	1.8
Egg Barley (Eier Gerste), 48 5-cent pkgs.	1.8
24 5-cent A B C and 24 5-cent Egg Barley...	1.8
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.2
"Golden Seal" brand, 25 1/1 packages (long)	1.8
" " 48 1/2 " 5-c. size	1.8
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.0
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.8
"Imperiale" brand, 25 1/1 packages (long)..	1.8
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.9
Spice Drops, in baskets, 20 lbs.	1.6
" in boxes, 12 lbs.	1.0
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle.....per bundle	.3
Bulk, 12-lb. wooden boxes	.0

FIXTURES.

H. F. Heacock.		
Coles' Coffee Mill, No. 7		10.00
" " 8		16.00
" " 10		23.00
" Stand, No. 18		45.00
Less 25 per cent. discount.		
Scales, Flour, No. 1, Tin Scoop, 10.00	Brass,	14.00
" Sugar, " 2, " 7.00	"	9.00
" Tea, " 3, " 6.00	"	7.50
" Spices, " 4, " 5.00	"	6.00
Less 40 per cent. discount.		
600-lb. Platform Scale		12.00
Standard Cash Register		20.00
Tea Caddies, round front, No. 2.....per doz.		9.00
" " " 3..... "		6.50
" " " 4..... "		4.50

From the Udder to the Carton

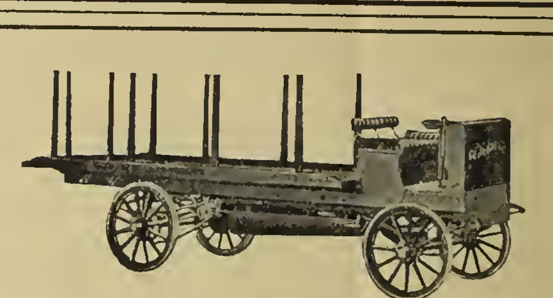
From the unmilked cattle in the meadow to butter in **Gurnse** cartons, there is nothing that makes for richness and purity which we leave undone.

We control **Gurnse** butter from the very beginning. The milk comes from our own dairies, is pasteurized by us, and we follow and supervise every stage of the butter making.

That is why we say so loudly and persistently that **Gurnse** butter is a very unusual article. There is no other butter quite its equal in richness, dryness, smoothness, and delightful flavor, and particularly in the *regularity* of all these qualities.

If you once start selling it, you'll never stop.

P. F. Brown & Co. 39 South Front Street
Philadelphia, Pa.



Money Savers

This truck will do more work than two double teams at about half the expense. The delivery wagon shown below will do more work than three teams at a third the expense.

Saving money is **making** money. You want to **make** money, don't you?

When you can do your hauling and delivering cheaper and quicker by Rapid Automobiles than you can by horse-drawn vehicles you have two very good reasons for using them. There is another, the Rapid Machines are so handsome they are the most effective kind of street advertisements.

Rapid Motor Vehicle Co.

WRITE FOR CATALOGUE — PONTIAC, MICH.

—33—

Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1½ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4	per doz.	9.00
" 5	"	12.00
" 6	"	15.00
Ex. Galvanized Steel Blades, No. 3	per doz.	4.20
" " 4	"	5.40
" " 5	"	7.20
X Quality, No. 3	"	2.60
" 4	"	3.00
" 5	"	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**

Dime cartons, 2 doz. in case	per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case..	"	.90
Large cartons or tins. 2 doz. in case	"	2.00
Dime Tumblers, 2 doz. in case	"	.90

SHREDDED FISH.

	Per doz.
Swansdown, 2 doz	.72½
Osprey, 2 doz	.60
Tidal Wave, 2 doz	.40

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...	50.00	25.60	13.00	2.75	2.25
Ex. Norway, No. 2...	36.00	18.60	9 50	2.05	1.69
Ex. Norway, No. 3...	28.00	14.60	7.50	1.65	1.37
Ex. Norway, No. 4...	24.00	12.60	6. 0	1.45	1.21
Ex. Bloaters, xxx	42.00	21.60	10.95	2.35	2.03
Ex. Shore, No. 1					
Ex. Bloaters, xx	40 00	20.60	10.45	2.25	1.95
Fancy Shore, No. 1...	40.00	20.60	10.45	2.25	1 95
Large, No. 1					
Med. Shore, No. 1 ...	27.00	14 10	7.25	1.60	1.33
Large Irish, No. 2	24 00	12.60	6.50	1.45	1.21
Extra Irish, No. 2	23.00	12.10	6.25	1.40	1.17
Medium Irish, No. 2..	22.00	11.60	6 00	1.35	1.13
Small Irish, No. 2	21.00	11.10	5.75	1.30	1.09
Irish, No. 3					
Large, No. 3	20.00	10.60	5 50	1.25	1.05
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...	6.50	3.85			
Ocean Whitefish	6.00	3.60			
Salmon, Halifax					
Shad, No. 1, Mess	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06½
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
White Rose, 1 lb. cakes, 24 lbs	.08½
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

—35—

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	
Hake	

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.18
Small Extra Scaled Herring...per box	.18
Boneless Herring, fancy 10 lb. boxes, per lb.	
Smoked Salmon, whole fish...per lb.	.27
New Cromarty Bloaters, 50s...per box	1.10
" " 100s... "	2.10

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.10¾
Fancy N. Y. State, 48 1 lb	.11½
Choice N. Y. State, 50-lb. boxes	.10¼
Apricots—	
Fancy Royals, 25 lbs	.27
Extra Choice Royals, 25 lbs	.22½
Standard Royals, 25 lbs	.19
Cherries—	
California, unpitted, Black, 25 lbs	.16½
California, pitted, 25 lbs	.30
Currants—	
Gold Medal, recleaned, 36 1s	.08½
Gold Medal, loose, 25 lbs	.08¼
Private Growth, extra, cleaned, 36 lbs	.08¼
" cleaned, 30 lbs. bulk	.08
Nectarines—	
White, 25 lbs...per lb.	
Peaches—	
Extra Fancy Muirs, 50 lbs	.15
Fancy Muirs, 25 lbs	.14½
Fancy Yellows, 50 lbs	.14
Extra Choice Yellows, 25 lbs	.13½
Extra Choice Muirs, 50 lbs	.14
Choice Muirs, 25 lbs	.13
Choice Yellows, 25 lbs	.12⅝
Pears—	
Fancy California, Bartlett, 25 lb	.13½

—36—

PRUNES. Boxes.	New Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs				
30– 40, 25 "	.10½	.09⅞		
40– 50, 25 "	.09½	.08¾		
40– 50, 50 "				
50– 60, 25 "	.08½	.08¼		
50– 60, 50 "	.08¼			
60– 70, 25 "	.08	.07¾		
60– 70, 50 "	.07¾			
70– 80, 25 "				
70– 80, 50 "				
80– 90, 50 "	.06½	.05¾		
90–100, 25 "		.06		
90–100, 50 "		.05¾		
100–120, 50 "				

25–30, 25 lbs., Red Star, fancy, Silver	.11½
Ensign, fancy, pitted, 50 1s	.09
Raisins—	
Muscatels, 4 crown, 50 lb	.08½
" 3 " 50 lb	.08
" 2 " 50 lb	.07½
Cal. Thompson Seedless, 50 lbs	.08
Cal. Cleaned Sultanas, 50 lbs	.08½
Cal. Sultanas, 50 lbs	.07½
Seedless Muscatels, 50 lbs	.07¼
Roger's, Layer, Valencias, 28 lbs	.08
Llano, Layer, Valencias, 28 lbs	.07½
Gilabert's, Layer, Valencias, 28 lbs	.08
Raisins, Seeded—	
Griffin & Skelly's, fancy, 36 1s	.10½
Euclid, fancy, 36 1s	.10⅛
Tiger, fancy, 36 1s	.10¼
Admiral, fancy, 40 1s	.10
Citron, fancy, boxes, 10 lbs	.18¼
" fancy, 25 lbs	.18
Lemon Peel, fancy, boxes, 10 lbs., net	.13
Orange Peel, fancy, boxes, 10 lbs., net	12¼

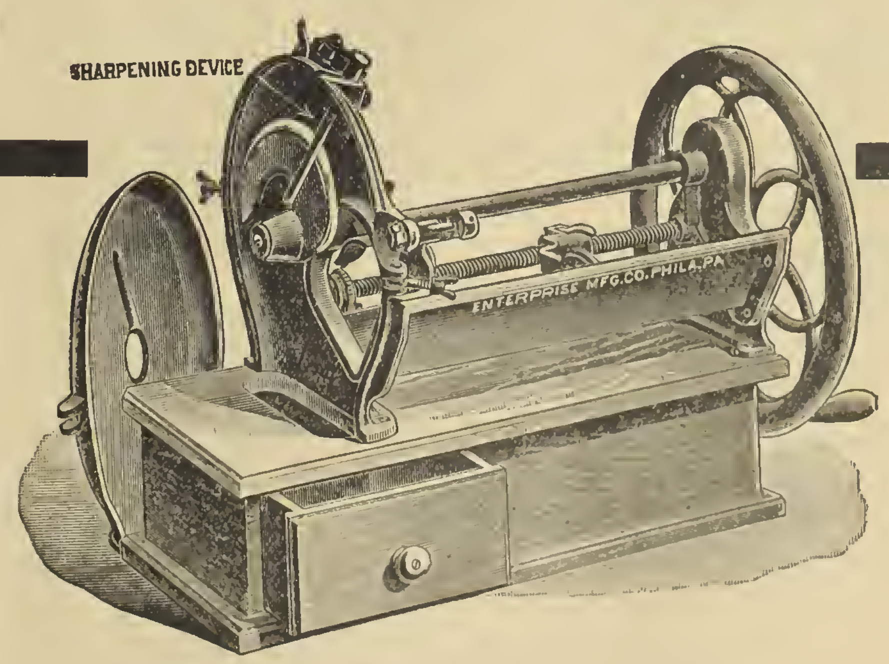
CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb...... per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.67½
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—
"ENTERPRISE"



The experience of all users proves that the

"Enterprise" Rotary Smoked Beef Shaver

greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED
SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.
Philadelphia, U. S. A.

No. 125 (with 2 Blades) $22.50
No. 129 (with 1 Blade) 22.50

—27—

INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		4½ doz.	3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain.......per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz.	.52½
Chloride, sifting, 25 lb. boxes, 1 lb	per lb.	.05¼
" " 25 lb. boxes, ½ lb	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.25
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.87½
" 4 doz	"	3.65
Popular, 4 doz	"	1.45

MATCHES.

Per gro

Swift & Courtney's,	200's, 1-gross case		1.75-1.90
"	400's, 1	"	3.50-3.70
"	500's, 1	"	3.75-4.00
Blue Hen,	200's, 1	"	1.50-1.60
"	500's, 1	"	4.00-4.25

—28—

	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.90
" 500's	3.95
Vulcan Safety, 65s, No. 37	.55
" 65s, No. 2	.45
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50-3.75
Searchlight, 500's	4.25-4.50
Press, 200's	1.80-1.90
" 500's	4.50-4.75
America, 200's	1.30-1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue head, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5 00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1 00
Blue Ribbon, 165s, 1 gross to case	1 05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kkns, 6 to crate	per doz.	9.80
" 5-lb. " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25

—29—

National, 30-lb. Kits, bbls., ½ bbls	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.75
No. 10, wooden pails	per box 6 pails	6.40
No. 18, 37 and 68, wooden pails		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs	"	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs	"	.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150 test	"	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz	15.50
" Extra, 64 oz	13.50
" Mammoth, quarts	7.25
" Extra, quarts	6.75
" Extra, pints	4 50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz.	2.40
Farcies	3.75
Queen, 6 oz.	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

—40—

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.9
" " pts., 2 doz	2.9
" " ½-pts., 2 doz.	1.9
Rae's, Lucca, litre bottles, 1 doz	11.5
" 25-oz. bottles, 1 doz.	8.7
" Finest Sublime, qts., 1 doz	6.5
" " pts., 2 doz	7.5
" " ½-pts., 2 doz	4.7
" " 8-oz. flasks, 2½ doz.	7.5
" " 12-oz. flasks, 2½ doz	9.0
" Sublime, 8-oz. flasks, 2½ doz	6.5
" " 12-oz. " 2½ doz	8.0
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.4
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.3
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	22.00
10 1 gal. cans, case	23.10
20 ½ gal. cans, case	24.2
40 ¼ gal. cans, case	25.30
80 ⅛ gal. cans, case	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per ca
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8 50
5 gallon tins, 2 tins to case	26 50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.		
Quarts, Cal. style, 1 doz. in case	per case,	8.50
Pints, " 2 " "	"	9.00
½ Pints. " 2 " "	"	4.75
Oliver's Olive Oil—		
1 dozen quarts		6.00
2 dozen pints		6.75
2 dozen half-pints		4.25
6 1-gallon tins	per gal.	2.00

Special prices for quantities, on application.

AMERICAN OIL.

Stohrer's, No. 8, 2 doz.	per doz.	.55
Stohrer's, No. 16, 2 doz	per doz.	.95
Stohrer's, No. 32, 1 doz	per doz.	1.85
Keystone, bottles, 2 doz	per doz.	.95

We Pay You According to the Work You Do for Us

Besides the regular profit on **Ariosa Coffee** we give you an additional profit according to the amount you sell. The vouchers which we give you with every case of **Ariosa** are exchangeable for almost anything you want. You can use them instead of cash and as you get them for nothing and your cash don't come that way, you will see the importance of securing as many of them as possible. The values of the free merchandise you get from us each year depends of the amount of **Ariosa Coffee** you sell.

ARBUCKLE BROTHERS

NEW YORK

—41—

PAPER.

WRAPPING.

lanila, 15 x 20, full ....per ream	.36
" 24 x 36, full, 20 lbs.............. "	.90
" 18 x 24, full, 10 lbs.............. "	.37½
" Special, 15 x 20, 6 lbs.......... "	.18½
anilla, Bakers', 15 x 20, 10 reams ln bundle ....per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 lnches wide........per lb.	.03¼
oll, White, ligbt weigbt, 9, 12, 15, 18, 20 or 24 lnches wide................ "	.03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 lnches wide.......................... "	03½
" Glazed Silk Parcbment, 12, 15, 18, 20 or 24 lncbes wlde.......... "	.03¾
/hite Tea Paper, 12 x 16, reg.....per package	.14
'ax Butter Paper.....................per package	.11
archment Butter Paper 9 x 12... "	.40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Sqnare.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
......	.48	.29		.31	.35	.45
......	.53	.35		.37	.43	.55
......	.71	.45	.78	.49	.55	.73
......	.89	.53	.97	.61	.71	.93
......	1.09	.65	1.25	.75	.89	1.15
......	1.25	.77	1.39	.87	1.05	1.33
......	1.45	.91		1.07	1.21	1.55
......	1.73	1.03	1 95	1.23	1.41	1.81
......	2.09	1.19	2.29	1.49	1.68	2.19
......	2.27	1.37	2.55	1.65	1.83	2.41
......	2.69	......	3.11	......	......	2.89
......	3.37	......	3.97	......	......	3.75
......	3.87	......	4.41	......	......	4.01
......	4.39	......	4.79	......	......	4.55
......	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less tban 500 lots.

½-lb. Plain Flour Sacks...................per M	4.00
-lb. " " .... "	5.75
-lb. " " .... "	11.25

PICKLED MEATS AND FISH.

amb's Tongue, glass jars, pints........per doz.	4.75
" " quarts ..... "	5.75
" 10-oz. jars.............. "	2.50
" 10-lb. pails..............per pail	2.50
ipe, 10-lb. pails..............................per pail	.90
" 5-gal. kegs...............................per keg	2.00
g's Feet, 10-lb. pails........................per pail	1.00
" 5-gal. kegs ....per keg	2.25
ckled Beef Salad, in glass...............per doz.	1.10
" Tripe, " .... "	1.10
" Ox Heart, " .... "	1.10
" Pig's Feet, " .... "	1.10

—42—

Russian Sardines ....per keg	.75
" 5-lb. pails ....per pail	.50
" 10-lb. " .... "	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs........................	.18½
Loose, barrels, 30 lbs....................................	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages..	2.10
100 10 oz. packages..	4.00
24 20 oz. packages..	2.05
48 20 oz. packages..	4.00
I-X-L, 40 1s, White Rice..................................	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz..	.92½
Medium, 2 doz..	1.45
Large, 1 doz..	2.75
Peanutene, No. 2 jars, 2 doz..........................	1.85
Peanutene, No. 4 jars, 3 doz..........................	.92½

PICKLES.

Barrels, 45 gal., 1200s....................................	11.50
10-gallon kegs, 700s	3.25
Sweet Pickles, 500s to 600s, 5 gal......per keg,	3.30
Sweet Pickles, 700s, 5 gal....... .... "	3.60
Sweet Pickles, 1,000s, 5 gal............... "	4.15
Sweet Pickles, 2,000s, 5 gal............... "	5.00
Chow-Chow, No. 1, 5 gal. kegs......................	1.95
Chow Cbow, No. 2, 5 gallons..........................	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00
Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.50
No. 8, Sour Gherkins, 2 doz..........................	.92½
No. 8, Sweet Gherkins, 2 doz........................	.92½
No. 8, Sour Mixed, 2 doz..............................	.92½
No. 8, Sour, assorted, 2 doz.........................	.92½
No. 8, Chow-Chow, 2 doz..............................	.92½
No. 8, Onions, 2 doz.....................................	.97½
Highland, No. 10, Chow	.90
Highland, No. 10, Sour, assorted..................	.90
Highland, No. 10, Sweet Mixed.....................	.90
Crosse & Blackwell's :—	
Whole bbls., 5 doz..	3.25
Chow, pints, less quantity............................	3.30
Mixed, less quantity.......	3.30
Onions, pints, less quantity..........................	3.30
Plain, pints, less quantity............................	3.30

Pin-Money Pickles—
Gherkin, Bur-Gberkin, Cauliflower, Onion, Mixed, Martynia, Peacbes—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.20

—42—

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls..........	.16
" " " 40 grain, bbls..........	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees....................................	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain.................	.08
" " 45 "	.09
" " Extra Strengtb......	.15
Crosse & Blackwell's........................per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs..........................	.10
" 14–16 lbs..	.10
" 10–12 lbs..	.11
Picnics, 6–8 lbs...	.09¼
N. Y. Sboulders, 10–12 lbs..........................	.10
Dried Beef, sets (city smoked)......................	.15
" Tenders and Knucks..................	.19
" Flats...	.13
" Air Dried, sets..........................	.19
" " Tenders and Knucks..	.22
Jersey Pork, Butt.............................per bbl.	18.50
" Family .... "	20.50
Breakfast Bacon, rib in..................................	.13
" boneless	.14
S. P. Bellies, 14-15 lbs................................	.10½
Bologna, 25-lb. boxes.....................................	.08
Boiled Boneless Ham......................................	.18
Beef Tongues, smoked, 5-6 lbs..........per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes..........	.10½

Covered Hams, ¼-cent extra; Covered Sboulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—	
Honey-cure Brand Hams, skinback............	.13½
" " large	.13½
" " medium	.13⅛
" " small	.14
" Breakfast Bacon.......................	.14
" " boneless	.16
Beef, air-dried, regular sets..........................	.20
" " insides and knuckles..............	.23
Ham Bologna..	.10
Beef "	.10
Boiled Hams..	.23
Beef Tongues .... per doz.	9 00–11.00

—44—

Swift & Co.—	
Premium brand Hams, 10 lb..........................	.14
Premium brand Hams, 12 lb..........................	.13½
Premium brand Hams, 14 lb..........................	.12
Premium brand Hams, 16 lb..........................	.12
Premium brand Hams, 18 lb..........................	.12
Premium brand skinned Hams, 18–20 lb......	.11½
Premium brand boiled Hams, skinned, fatless	.23
Premium brand Bacon..................................	.21
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, sbort cut......	.17
Winchester brand skinned Hams, all aver....	.10½
Winchester brand Picnics............................	.09½

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, abont 340 lbs........................	10	8⅛
Plain Tnbs, 50 and 60 lb. cans..............	10	8¼
10-lb. Tin Pails, 60 lbs.........................	11	9⅛
5 " "	11⅛	9¼
3 " "	11¼	9⅜

John Bower & Co.—	
Pure Kettle Rendered, tierces....................	.10¾
" " tubs	.11
" " 3, 5 and 10-lb. cans.	.12
Swift & Co.—	
Premium brand, tierces................................	.11¼
Silver Leaf brand, tierces...	.10¼
Jewel, compound, tierces	.08
Cotosuet tierces..	.08¼

DRESSED MEATS.

		Per lb
City Dressed Beef—		
Cboice, native....................................	.08	–.09
Common to fair, native..........................	.06	–.07
Western Dressed Beef—		
Cboice, native cattle............................	.08	–.09
Common to fair "	.06	–.07
City Dressed Veal—		
Prime		–.13
Good to cboice.....................................		–.08
Dressed Hogs—		
Pigs		–.08½
Hogs, beavy..		–.08½
" 180 lbs..		–.08½
" 160 lbs..		–.08½
" 140 lbs..		–.08½
Dressed Sheep and Lambs—		
Lamb, Western, good...........................		.12
Lamb, Western, culls............................		.09
Sbeep, cboice		.10
" medium		.08

BUTCHERS' SUNDRIES.

Fresb Steer Tongues..................................	.90–1.00
Cow Tongues..	.75–1.00

Buying Canned Goods You Don't Get?

No better canned goods are packed in Maryland than our **Blue Bell** and **Clover Farm** brands. That in itself is a sufficiently good reason for handling them. Another reason quite as strong is that we sell these brands to the jobber under a guarantee of 100 per cent. delivery, and he can sell them to you in the same way.

When you buy future canned goods, wouldn't you feel more comfortable to know exactly what you are going to get? Under the average canned-goods contract you can get all, half or none, just as the packer pleases.

Strasbaugh, Silver & Co.
ABERDEEN, MD.

JOHN BOWER & CO.

GENERAL PROVISION DEALERS

ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia

CURERS OF HONEY-CURE BRAND

Beef, Beef Tongues, Breakfast Bacon, etc. **HAMS** Pure Kettle-rendered LARD a Specialty

BOILED HAMS AND BEEF TONGUES

SUPERIOR AND FAIRMOUNT MINCE MEAT

U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

You must Advertise or Lose! Then why not Advertise wisely?

The best advertisers in the country—and they are all thinkers—tell you how to advertise successfully in

BRAINS

FOR

The Retailer and Advertiser

The very best examples of clever, money-making advertising in the world are presented weekly.

If you advertise without reading BRAINS you miss the benefit of other men's experience, men who have given years to the study of advertising.

Five dollars a year is all it costs, and its worth it. Sample copy 15 cents.

JAMES KNAPP REEVE
PUBLISHER
DEPOSIT, N. Y.

—45—

Calf Heads, scalded	.50–.75
Sweetbreads, veal ... per pair	.60–.90
" beef ... per doz.	1.00
Calf Livers ... per lb.	.20–.25
Beef Kidneys ... per doz.	1.00
Beef Livers	.05
Ox Tails ... per doz.	.50–.65
Hearts, beef ... per lb.	.03–.05
Rolls, beef	.10
Tenderloin, beef, western	.18
Fresh Pork, loins, city	.14
" " western	.14

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.18 –.21
" Y. T., 5 to 7 lbs	.17 –.20
Old hens and toms	.16 –.19
Common to Good	.12 –.15
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22 –.24
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.22 –.24
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.22 –.24
Western, 4 to 4½ lbs. to pair, fancy	.18 –.20
" 3 to 3½ lbs. to pair, fancy	.18 –.22
" fair to good	.15 –.16
Fowls—	
Western, fancy	.13½– 14½
Heavy Roasters, 4 to 5 lbs	.15 –.16
Fair to good	.13 –.14
Old cocks	.10 –.11
Western capons, fancy, frozen	
" " small, frozen	
Squabs—	Per doz.
Prime, large, ancy	4.00
Mixed	2.50–3.50
Dark	1.00–1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.12 –.13
Large Springers	.12 –.13
Fowls	.12 –.13
Roosters	.09 –.10
Ducks	.12 –.13

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small or No. 1, 2 doz. in case ... per doz.	85
" 1 " ... "	.85
Large or No. 2, 1 " ... "	1.40
1-lb. cans, 1 doz. in case ... per case	4.00
2-lb. " ½ " ... "	3.75
3-lb. " ½ " ... "	5.40
5-lb. " ½ " ... "	8.70

—46—

SAUER KRAUT.

Extra Quality, 50-gal. tierces	5.45
Extra Quality, 15 gals., kegs	2.20
Victory, extra fancy, No. 3, 2 doz ... doz.	.90
Spring Garden, fancy, No. 3, 2 doz ... doz.	.82½
Compass, No. 3, cans, 2 doz	.82½

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ¼ lb. per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ½ " "	8.50
P. P. Sauce, 2 doz., No. 1 ... "	1.50
Atmore's Genuine English Plum Pudding—Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ½ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	1.05
No. 5, toy pails	2.90
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ½ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.90
Apple, 30-lb. pails ... per pail	1.20
Apple, 20-lb. crocks ... per lb.	.07¾
Apple, Schimmel's, 30-lb. pails ... per lb.	.06
Prune, 30-lb. pails ... per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

—47—

Curtice Bros. Preserves—	Per Doz
Cherries, jars	4.85
Strawberries, "	4.60
Raspberries, "	4.60
Apricots, " peeled	4.85
Pineapple, "	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		o 85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1.95
Spirits Camphor		85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1.95
Turpentine	.45	.85	1.95
Machine Oil	.45	.85	
Laudanum, 15c.-size ... per doz.,			1.20
Laudanum, 25c.-size ... per doz.,			1.90

5 per cent. discount in gross lots assorted.

Alum ... per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2.60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk ... per lb.	.08
" Lump, bulk ... "	.08
Butter Color, W. & R. ... per doz.	2.00
Bluestone, bulk ... per lb.	.09
Copperas ... per lb	.01¾

—48—

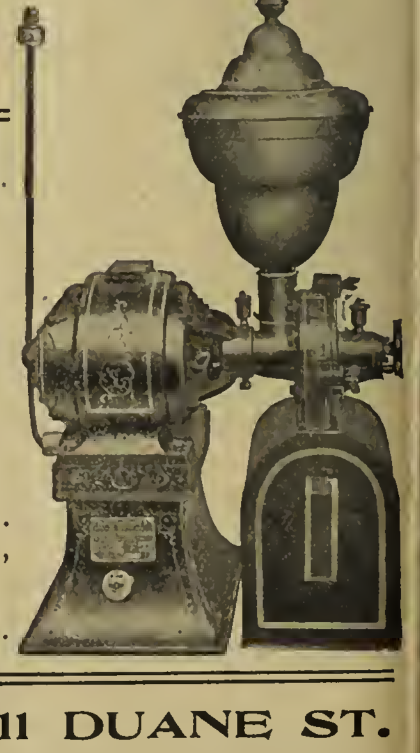
Camphor, gum, 1-oz. blocks ... "	1.0
" Flakes, 250 bbls ... "	.02
" " less quantity ... "	.02
" Tar Balls, bbls., 250 lbs. ... "	.02
" " less quantity	.02
Castoria, Fletcher's ... per doz.	2.8
" Pitcher's ... "	.85
Carbonate of Ammonia ... "	.11
Epsom Salts ... per lb.	.01
Glauber Salts ... per lb.	.03
Glue, ordinary	.09
Glue, white	.20
Glue ... "	.11
Goff's Cough Syrup, 25c. size ... per doz.	1.75
Goff's Herb Bitters, 25c. size ... "	1.75
Goff's Oil Liniment, 25c. size ... "	1.75
Goff's Sarsaparilla, 50c. size ... per doz.	3.50
Goff's Worm Syrup, 15c. size ... "	1.80
Goff's Horse and Cattle Pwd., 15c. size "	1.20
Goff's Dyspepsia Tablets, 10c. size ... "	.75
Gum Arabic ... per lb.	.55
Haarlem Oil ... per doz.	.40
Licorice, P. & S., 5c. stick, Imported ... "	.36
" M. & R., 5-lb. boxes ... per lb.	.23
" " Lozenges, 5-lb. boxes, "	.27
" Y. & S., " 5-lb. glass front, "	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's, "	.24
" Root ... "	.11
Putty, 25-lb. cans ... per 100 lbs.	1.60
" 50-lb. cans ... "	1.55
Petroleum Jelly, screw top, 5-c. size ... "	.35
" " 10.c. " ... "	.75
Paris Green, 100-125-lb. kegs ... per lb.	29
" ¼-lb. packages ... "	.34
" ½-lb. " ... "	.33
" 1-lb. " ... "	.38
Jamaica Ginger, Hires', flasks ... per doz.	.90
Rosin ... per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs. "	.07
" granulated, kegs, " 100 " "	.07
Sulphur, Flour, 175-lb. barrels ... per 100 lbs.	2.45
" 100-lb. bags	2.25
" less quantity	.03
Venetian Red ... per lb.	.02
Whiting ... "	.08
1 oz.	2 01
Husband's Magnesia ... per doz.	2.85
Bull's Cough Syrup ... "	1.90
Roach Powder, Omega, 4-oz. cans	.80
" " ... per gross	9.00
Roachsault, 10c.-size, 1 doz ... per doz.	.80
Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75
McCormick & Co., Bee Brand—	Per do
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES
and the
"STAR" COFFEE MILLS
Electric Coffee Mills



For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also SHERER COUNTERS. WRITE FOR CATALOGUE.

MORGAN & CORNELL - 211 DUANE ST. NEW YORK

—49—

F. Young's Veterinary Remedies, wholesale prices— Per doz.
Absorbine ... 18.00
Absorbine Jr. (Mankind) ... 9.00
Young's Kidney and Nerve Powders ... 2.00
Caroleum, small can ... 6.00
Carolenm, large can ... 16.00
Young's Fattening and Condition Drops ... 4.00
Young's Colic and Indigestion Cure ... 4.00
Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

ld Phosphate, Horsford's ... per doz. 4.15
th Brick, box 25 bricks ... per box .60
aling Wax ... " .03
ver Sand ... per bbl. 1.25
r, pints ... per doz. .75
quarts ... " 1.00
gallons ... each .30
½ barrels ... " 3.50
barrels ... " 6.00
:Cormick & Co.—
Jockey Animal Food, 3 doz. 1-lb. packages and premiums ... per case 3.75
U. S, Nerve and Bone Liniment, 25c. size ... 2.00
McCord's Magic Medicine, 25c. size ... 2.00
50c. size ... 4.00
McCormick's Tasteless Chill Tonic, 25c. size 2.00
50c. size 4.00
McCormick's Watermelon Syrup, 50c. size ... 4.00
Wendercure Headache Powders, 10c. size ... .80

EXTRACTS AND ESSENCES

:Cormick & Co., Bee Brand— Per doz.
Vanilla, Rose, Pistachio ... 10c. size .85
15c. size 2.00
25c. size 2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size .80
15c. size 1.75
25c. size 2.00
uer's Flavoring Extracts:—
No. 1, Lemon and Vanilla ... per doz. .45
No. 2, Vanilla and Rose ... " .90
No. 2, Lemon and assorted ... " .85
No. 4, " " ... " 2.00
No. 4, Vanilla ... " 2.25
Assorted cases, Nos. 1 and 2 ... 10.80
" Nos. 1, 2 and 4 ... 11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen, No. 25, per doz. 2.00
" " " " No. 2X, " .80
" " " " No. X, " .45
" Lemon, " " No. 25, " 1.75
" " " " No. 2X, " .80
" " " " No. X, " .45
Ingersoll's Flavoring Extracts:—
High Grade Vanilla ... per doz. 1.75
" Lemon ... " 1.75
Select Vanilla ... " .85
" Lemon ... " .85
" assorted ... " .85
" small size ... " .45

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet ... per doz. 1.15
Blair's " " ... " 1.10
Hansen's Junket Tablets, 2 doz., per doz. .73
Blair's Rennet Tablets, 3 doz., per doz. .75
Union Tablets, 2 doz., 5c ... .45

CIDER.

Per gal.
Corson's Golded Russet, bbl ... .20
Corson'z Champagne ... .18
" Dry Hard ... .20
New Juice Cider, bbls ... .18
New Juice Cider, ½ bbls., 28 gals ... 5.60
New Juice Cider, ¼ bblz., 14 gals ... 3.25
Bottled Cider— Per case
Duffy's 1842 Apple Juice, 1 doz. quarts ... 3.50
" " 2 doz. pints ... 4.00
Anchor Brand Golden Russet, 1 doz. quarts 3.75
" " 2 doz. pints. 4.25

—51—

Mott'z Brand Golden Russet, 1 doz quarts.. 3.75
" " 2 doz. pints... 4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages ... 2.75
" boxes, 20 packages ... .55
Gee Whizz, 72 packs ... .47
Fleer's Chiclets, 3 lbs., bulk ... 1.25

RICE.

Per lb.
Queen Quality, extra fancy, 1-lb. pockets ... .07
" " 3-lb. " ... .06⅞
Coronet, choice, 1-lb. pockets ... .06
" " 3-lb. " ... .05½
Imperial, fancy Japan, 1-lb. pockets ... .05⅜
" " 3-lb. " ... .05¼
Pearl Head, 5-lb. cotton sacks ... .04⅞
Extra Fancy Head, XXXX, 100-lb. bags ... .07
Fancy Head, 100-lb. bags ... .06
Choice, 100-lb. bags ... .04¾
Prime, 100-lb. bags ... .03⅝
Japan—
Fancy, 100-lb. bags ... .05¾
Choice, 100-lb. bags ...

SALT.

WORCESTER SALT.

Worcester, bbls., contain 320 lbs ... 2.65
" " 60 bags, 5 lbs., lim... 4.00
" " 22 " 14 " ... 3.75
" " 30 " 10 " ... 3.75
" " 115 " 2½ " ... 4.00
Worcester, Irish Linen, bags, 250 lbs ... 2.50
" " " 56 " ... .65
" " " 28 " ... .35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl ... 3.00
" Pretzel, bbls. contain 280 lbs ... 2.40
" " sacks, 180 lbs ... 1.55
" Cheese, bbls. contain 280 lbs ... 2.40
Ivory Salt, dime size, 36 wooden boxes to case 2.20
New Ivory Salt, 24 large cartons to case ... 1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel ... per bbl. 2.60
Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags ... .40
" " " 140-lb. " " ... .75
Agricultural Salt, 200-lb. burlaps ... .60

CEREBOS TABLE SALT PURE AND EXTRA DRY

Family size, case of 4 doz ... 3.60
Hotel size, case of 2 28-lb tins ... 3.00

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz ... doz. .87½
Durkee'z, large, 1 doz ... per doz. 4.00
" small, 2 doz ... " 2.40
Schimmel's, small, 2 doz ... per doz. .87½
My Wife's, large, 1 doz ... 2.30
My Wife's, small, 2 doz ... 1.45
Snider's Salad Dressing:—
Pints, 1 doz ... per doz. 2.40
½ pintz, 2 doz ... " 1.40
Luncheon, 3 doz ... " .90
Gallons, 6 jugs in crate ... per jug 1.25

SAL SODA.

Bbls., 375 lbs ... per 100 .67½
Kegs, 150 lbs ... per 100 .85
60-lb. boxes, bulk or granulated ... .62

SAUCES.

Lea & Perrins' Worcestershire, large.. " 7.50
" " middle " 4.50
" " small.. " 2.50
Worcester Sauce, Campbell's, No. 8, 2 doz... .77½
North of England Sauce, No. 8, doz ... .77½
Chef Sauce, 2 doz., doz ... .75
Snider'z Chili Sauce:—
Pints, 1 doz ... per doz. 2.40
½ pints, 2 doz ... " 1.40
Gallons, 6 jugz in crate ... per jug 1.00
Snider's Oyster Cocktail Sauce:—
Pints, 2 doz ... per doz. 2.40
½ pints, 2 doz ... " 1.40
Gallons, 6 jugs in crate ... per jug 1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

These Will Attract Your Fish Trade

There is nothing more inviting and appetizing than good Sardines. We believe we have reached perfection in our

"VITA BRAND"

These are **Norwegian Smoked Sardines,** packed in **pure olive oil.** We have never seen or tasted any quite their equal, as only the very best of autumn fish and the purest of olive oil is used in the packing.

Try a few, you will send for more.

F. H. PHILLIPS & CO.

444-446 Greenwich Street NEW YORK

Philadelphia Representative, F. H. FROMM & CO., 10 South Water Street

YOU SHOULD HAVE THESE FISH

I am now prepared to supply you with the finest of imported fish, such as Holland Herring, Scotch Herring, Norway Mackerel, Norwegian Anchovies, Sprats, etc., at the lowest prices consistent with high-class goods.

I am also in position to sell you New Grass "Ementhaler" Swiss Cheese, the very best that comes to America.

Don't forget that I am headquarters for all kinds of Delicatessen and fancy groceries.

My prices will appeal to you.

CARL WILDE, 357 North Second Street, Philadelphia

—53—

SEEDS.

Canary, bush. 60-lb	3.25
Caraway	.10
Celery	.10
Coriander, bleached	.05
Flax	.05
Hemp, bush. 40 lbs.	1.60
Mustard, Brown	.07½
Mustard, Yellow	.06½
Rape, per lb	.05½
Poppy, per lb	.10
Sunflower, per lb.	.05½

SODA.

Bi-Carb., kegs	per keg	1.80
" bulk, 25-lb. boxes	per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes	"	.04⅝
Arm & Hammer bd., ¼'s, 36 lbs.	per lb	.05⅝
" " " lbs., 36 "	"	.04¾
" " " ¼, ½, 36 lbs.	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04⅞

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welchs Grape Juice, case quarts, 1 doz.	4.50
" " " pints, 2 doz.	4.75
" " " ½-pints, 3 doz.	4.25
" " " 3-ounce, 8 doz.	6.00
" " " ½-gallons, 1 doz.	8.00
" " " gallons, 6 gal.	7.50

5 per cent. discouot on 5 caze lots.

Clicquot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross		2.50
Bon Ami, 10-cent size	¼ gross	2.50
Electro Silicon, 1 doz.	per doz.	.72
Putz Liquid, large, 3 doz.	per gross,	16.50
Putz Liquid, large, 3 doz.	per doz.	1.45
Putz Liquid, small	per gross,	7.00
Putz Liquid, small	per doz.	.60
Putz Paste, large	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No. 2, pint cans	"	32.00
No. 3, quart cans	per doz.	4.50
No. 4, half-gallon cans	"	7.50
No. 5, gallon cans	"	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs. ....per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.50
Acorn	120	2.70
Ark	100	1.85
American	72	2.80
Bee	100	3.85
Best, Babbitt	100	3.70
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	100	4.25
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Yonng & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.50
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	200	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.50
Life Bnoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	4.00
Magic Cleaner	100	3.00
Marseilles, laundry size	200	6.00
" 5-cent size	100	4.00
" toilet size	200	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

—55—

Oleine, Conway's	60	2.75
" Golden	60	2.55
" Eavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2.30
" Philadelphia, 1 lb.	60	2.90
" " 14 oz.	60	2.65
" Pennsylvania	60	1.80
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	3.00
" tubs	150	4.50
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.70
Star	100	3.50
Sunny Monday	100	4.00
White Clond	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	3.50
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes	per box	2.70
" 6 oz., 100 packages	"	2.65
" 8-oz. packs	"	2.70

—56—

Soapine, No. 7, 100 packs	2.37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.35
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.55
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.60
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz. ....per doz.	43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25

SPECIALTIES.

Anker's Bouillion Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	18½	.19½	.21½
Black, Low Grade	.14	.15	.17
White, High Grade		.32	.34
White, Low Grade		.23	.25
Cayenne, High Grade		.21	.23
Cayenne, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.31	.32	.34
Low Grade	.22	.23	.24
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.78	.80
Nutmegs—			
High Grade		.32	.35
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—		Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice	⅛ lb.	.40
	¼ lb.	.75
Baoquet Brand—		
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice	⅛ lb.	.40
	¼ lb.	.75

WALKER STORE FIXTURES

—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St.

PHILADELPHIA, PA.

No Friends Among the Wheelwrights

Wheelwrights don't think much of the "J. M." delivery wagon; it doesn't make enough money for them. No wagon pays fewer visits to the repair shop, or makes its visits shorter.

The most celebrated delivery wagon made—the best wagon ever built for the grocery trade. Strong as iron, yet easy-running; finest steel tires, and wheels from second-growth hickory. Send for catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

lburn's Philadelphia Mustard, D. S. F. :—	
5 cent tins, 2 and 4 doz..........per doz.	.45
Dime size, 2 and 4 doz.......... "	.85
¼ lb: net, tins, 2 and 4 doz. .... "	1.00
½ " 2 doz.......... "	1.90
1 " 1 doz.......... "	3.70
6 lb. cans, full weight..........per lb.	.23
10 " " .... "	.22
lman's Mustard, D. S. F. :—	
1-lb. tins..........per doz.	5.40
½-lb. tins .... "	2.70
¼-lb. tins.......... "	1.45
⅛-lb. tins.......... "	.90
18-lb. kegs..........	.43

MUSTARD—Prepared.

	Per doz.
mpbell's, jar, 2 doz..........	.87½
lden's, No. 6, with spoon, 2 doz..........	.95
lden's, No. 20, with spoon, 2 doz..........	.88
lden's Mustard and Horseradish, 2 doz..........	.85
er Mug, fancy, large size, 2 doz..........	.65
monade Glass, tall, 2 doz..........	.67½
orseradish and Mustard, 8 oz., with spoon, 2 doz..........	.90
ilk Jar, glass top, 2 doz..........	.85
ater Tumblers, glass, 10 oz., 4 doz..........	.37½

WHOLE SPICES.

	Per lb.
pper, Black..........	.09½
lspice..........	.07
oves..........	.15
ace	.48
itmegs, 80's..........	.24
" 110's..........	.17
nnamon Bark, China..........	.13
" Canton..........	.12
" Java Thin Quills, 5-lb. rolls..	.30
" Saigon..........	.79
hole Mixed Spices, bulk, 6-lb. boxes..........	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages..........per case	1.80
Davis, 36 10-cent packages..........per case	2.70
Duryea's, 40-lb., 1-lb. packages..........	.06½
Niagara, 40-lb., 1-lb. "	.04¾
Cream, 48-lb., 1-lb. "	3.45
Kingsford's, 40-lb., 1-lb, "	.06⅝

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes..........	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons..........	.04⅞
Kingsford's, Pure, 3-lb. cartons..........	.06¼
" Pure Gloss, lb. packages..........	.06¼
" Silver Gloss, 12 6-lb. wd. bxs....	.07⅝
Duryea's, Superior, 3-lb. cartons..........	.06¼
" Satin Gloss, lb. packages..........	.07¼
" Superior B, bulk..........	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes..........	.07⅝
Niagara, laundry, 50-lb. bulk..........	.03¾
" 1 lb. packages, 48 lbs..........	.04⅞
" 3-lb. cartons, 48 lbs..........	04⅞
" 6-lb. boxes..........	.05⅞
Celluloid, 64 10-cent packages..........	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages..........	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages..........per package	.08
Starch Polish. 20 cakes..........per box	.50

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross..........	4.00
Enameline Paste, large, ¼ gross..........	7.00
Enameline, Liquid, large, ¼ gross..........	6.65
Enameline, Liquid, small, ¼ gross..........	4.90
Electic Paste, ⅛ gross boxes..........	4.20
Magic Paste, ¼ gross boxes..........	4.75
Parlor Pride, large size..........per doz.	.87½
" " ....per gross	10.25
" small size..........per doz.	.70
Climax Enamel ¼ gro..........per gross	9.40
Black Jack, ¼ gross, per gross..........	6.60
Rising Sun ....per gro.	5.75
Sun Paste, 5-cent size.......... "	4.50
" 10-cent size.......... "	7.20

—59—

X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross..........	1.25
Per box of ½ gross..........	2.50
14 dozen to gross..........	5.00
10-cent size, No. 10, per box of ¼ gross..........	2.25
Per box of ½ gross..........	4.50
Per gross..........	9.00

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round..........per pkge.	.04¾
Excelsior, 24 packs.......... "	.05¾
McAllister, 36 packs .... "	.05⅜
Rosensteins, 1lb. pkgs., 2 doz..........per lb.	.05½
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz....per doz.	.35
Red, quarts, 3 doz.......... "	.70
Silver, pints, 3 doz.......... "	.35
" quarts, 3 doz.......... "	.70
Bath Brick, 25 bricks..........per box	.60
Toothpicks, Eureka, 100 boxes..........case	1.85
Toothpicks, Perfection, 2 doz. ....per doz.	.42½
Royal Glue, 1 doz..........per doz.	.80
Paist's " 1 " .... "	.40
Carpet Tacks, Wooden Keg, ⅛ gross case, assorted, 6. 8. 10's..........per case	90
Carpet Tacks, Silver Steel, 4 oz..........per doz.	.06½
6 oz.......... "	.07
8 oz.......... "	.07½
10 oz.......... "	.08½
12 oz.......... "	.09½
Matting Tacks—	
No. 10, steel..........per doz.	.09
No. 11, steel..........per doz.	.09½
No. 12, steel..........per doz.	.12
G. B. Weiss & Son—	
Sole Leather, No. 1, .25; No. 2, .23; No. 3,	.21
Cut Sole Leather. cut into taps, 6 inches high	1.50
5½ inches high..........	1.48
5 inches high..........	1.42
4½ inches high..........	1.25
4 inches high..........	1.18
3½ inches high..........	1.05
3 inches high..........	.90
Fly Paper, Tanglefoot..........per case	
Fly Paper, Sticky, 10 cartons..........	2.20
Sticktite Fly Paper, 100..........per case	3.00
Sticktite Fly Paper, 10 cartons..........per case	2.35
Wax, White and Yellow..........per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb..........per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.	.80
Cleveland, extra fine cotton twine..........per lb.	.22
Orange Brand, fine cotton twine.......... "	.20
Texas Medium, cotton twine.......... "	.16
Cotton Candle Wick .... "	.20
Colored Twine, 8 balls to bx., lb. to bx. "	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches .... "	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches.......... per lb.	.16
Best Jute Rope, 16 yds. to lb.......... "	.09
Best Jute Plow Line, 8 yds. to lb.......... "	.09
Jute Clotheslines, 90 ft. to hank..........per doz.	1.60
Jute Clotheslines, 108 ft to hank.......... "	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 660..........	.42
Strictly Prime, No. 627..........	.34
Choice, No. 618..........	.37
Black Strap..........	.11
Foundry Molasses..........	.11
B. H. F., Horse Food Molasses..........	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid..........	.35
Gold Mine, in bbls..........	.30
Fancy, No 101	.34
Fancy, No. 100..........	.32
Choice, No. 576	
Prime, No. 102..........	.26

PORTO RICO MOLASSES.

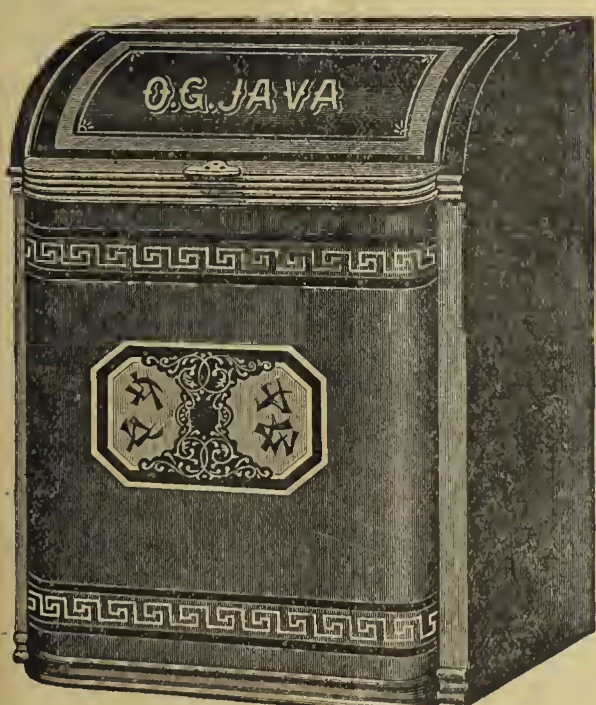
Extra Fancy Ponce, No. 637, new crop..........	.38
West India, choice, No. 634, compound..........	.29
West India, choice, No. 510, compound..........	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery..	2.60
Five A, for confectionery..........	2.70

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars :—	
4 doz. in barrel..........per doz.	.92½
1 " case.......... "	.95
Karo, 10 cent size, 2 doz..........per doz.	.87½
Karo, 25 cent size, 1 doz..........	2.25



COFFEE AND TEA BINS
THAT PROVE THEIR "METAL"

Picture your store fitted out with Tea Canisters and Coffee Bins like these. They are trade winners. Effective store decoration brings the people in—your sales force do the rest.

When installing Coffee Bins, get the kind that will stand the racket—you'll never have to replace them. Our bins are constructed of the heaviest tin.

And for Over Fifty Years They Have Proven Their "Metal"

Write for catalogue showing variety of designs

HENRY TROEMNER, 911 Arch Street
PHILADELPHIA, PA., U. S. A.

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hasen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans	per gallon 1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons	each 11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons	each 15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.45
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.40
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118, Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	1.55
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.30
2, Wire ends	1.50
3, Wire ends	1.70
5, Wire ends	
Picnic Plates, 8 inch	
Picnic Plates, 9 inch	

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.50

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per dos.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy Horse	.42

No. STOVE BRUSHES.	Per dos
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per dos.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per dos.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.15
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per dos.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.	Per lb
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.33
Honest	.39
Polar Bear	.30
Ripple	.39
Sensation	.39
Wild Rose	.39
Brown-Holland Pipe Tobacco, 2¼-lb. cartons, 2¼-oz. packages	1.10

YEAST CAKES.

Compressed	per dos.	.18
Magic, 1½ doz. packages	per box,	.58
Yeast Foam, 1½ dos	per box	.58

"Is This What I Made?"

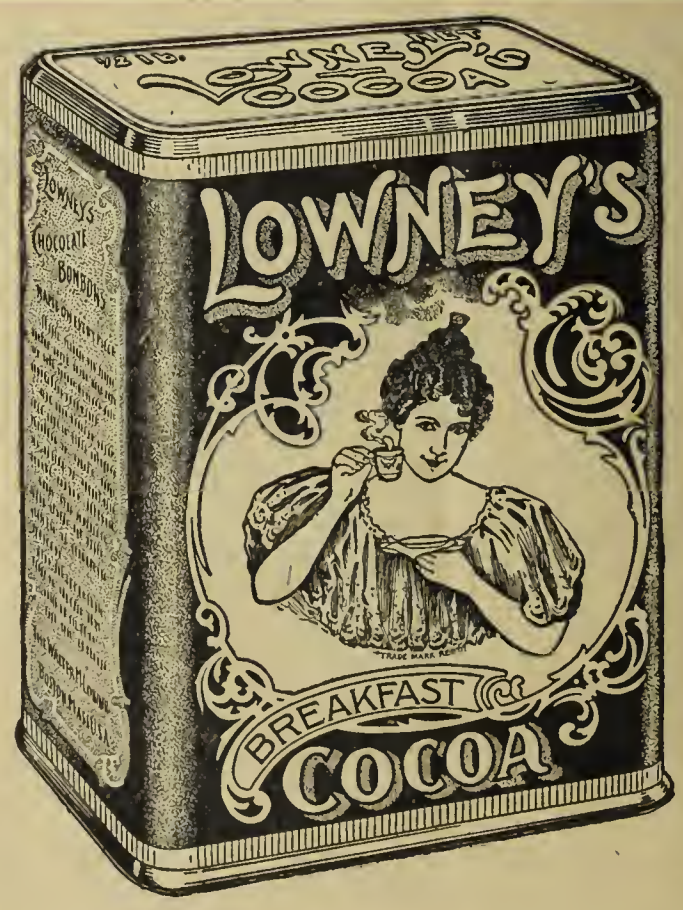
If the cook who invented Baked Beans with tomato sauce were to come back and open up some of the cans labeled Baked Beans he would go gladly back to oblivion.

For "Baked Beans" doesn't always mean baked beans any more. In most cases it means beans boiled or steamed, dampened with a little cheap catsup and packed. The result is an attempted fraud on the palate of him who knows the real thing.

L. & S. Baked Beans are really baked in the good new way. We guarantee that absolutely. Baking makes the bean over. Instead of swelling and mushing it up like steaming or boiling, it leaves it just as firm but mealy and melting.

And our tomato sauce is tomato sauce made by an expert.

LUTZ & SCHRAMM COMPANY
ALLEGHENY, PA.



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

The Walter M. Lowney Company
447 Commercial Street, Boston, Mass.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLIV. PHILADELPHIA AND NEW YORK, DECEMBER 16, 1907. NO. 25.

Contents.

PAGE

ke Up, Mr. Frere, You're Dreaming.. 8
h Sugar Prices Ahead..... 8
ware How You Sell Distilled Vinegar 8
w One Town Knocked Out the Mail Order House..... 9
ned Meats Dating Bill Again Introduced..... 9
cer Has to Pay Too Much for His Insurance..... 10
rt-to-Heart Talks with Grocery Clerks..... 11
orial..... 12
'here Shall Prison Made Goods Go?
r. Wiley's Sulphur Experiments.
ne Right Way to Fight Mail Order Houses.
ther Food Trust Sued..... 12
al Pennsylvania Association in Various Movements..... 13
espondence..... 13
it Associated Grocers to Attack Short Lard..... 14
Grocery Markets..... 15
vidual Market Reports..... 17
dow Dressing Articles Wanted..... 17
Minute-Sermons for the Retail Grocer..... 18
Science of Advertising..... 1
ie Sugar Production Over Five Times is Great as Nine Years Ago..... 20
from a Jobber's Note Book..... 21
Stroller's Column (Contributed)..... 22
e Boozer in Business..... 22
ul Facts About Groceries..... 22
d Indictment Against Sears, Roebuck & Co..... 27
l Department..... 28
ciation News..... 28
low Dressing for Grocers..... 29
t Department..... 31
more Prices-Current..... 33
York Price-List..... 34
cery World" Prices-Current..... 35

Index to Advertisements.

PAGE

"Advertising World"..... 19
Anker's Bouillon Capsules..... 40
American Can Co..... 15
Arbuckle Bros..... 44
Atmore & Son..... 44
Atsatt Bros..... 36
Baker & Co., Limited, Walter..... 19
Baker, W. H..... Cover 3
Baltimore Manufacturers' Advertising Association..... 5
Barber & Perkins..... 10
Beardsley's Sons, J. W..... 41
Bell & Sons, Samuel..... 41
Bell Co., The William G..... 6
Bennett Register Co., The..... 20
Bishop, R. W..... 32
Blooker's Cocoa..... 40
Borden Condensed Milk Co..... 39
Bower & Co., John..... 45
Bown Bros..... 36
Bradshaw Co..... 40
Bradstreet System, The..... 32
Brown & Co., P. F..... 42
Buckley, Elton J..... 8
Burk, Louis..... 3
Burt-Olney Canning Co..... 5
Cauchois & Co., F. A..... 13
Chalmers' Sons, James..... 46
Consolidated Law Association, Inc., The, 50
Cowan & Sons, H..... 36
Crescent Mfg. Co..... 16
Croft & Allen Co..... 38
Daetwyler & Co., R..... 32
Dilliard Remedy Co..... 6
Dixon Crucible Co., Jos..... 4
Durham Display Fixture Co..... Cover 2
Enterprise Mfg. Co. of Pa., The..... 43
Esterbrook Steel Pen Co., The..... Cover 4
Exton & Co., A..... 3
Favorite Cigar Co..... 6
Fell Manufacturing Co., E. C..... Cover 2
Fischer & Co., B..... 11
Fleischmann's Yeast..... 32
Flesch, J. A..... 47
Forbes, J. P..... 39
Franklin Sugar Refining Co..... Cover 4
Freihofer Vienna Baking Company..... 4
Fulton & Walker Co..... 48
Galesburg Cornice Works..... 10
Goff & Sons Co., S. B..... Cover 1, 19
Gold Medal Flour..... 41
Grocers' Printing Co..... 29
Hagan & Co., Arthur..... 40
Harding & Co., E. E..... 16
Hawkins Sons, B..... 29
Hires Condensed Milk Co..... Cover 1
Indexed Coupon Books..... 39
Jacoby Manufacturing Co..... 16
Johnson, A. W..... 21
Kellogg & Sons, H..... 36, 40
Kingsbury, H. P. D..... 42
Kirk, Foster & Co..... 28
Lamson Consolidated Store Service Co., 37
Lautz Bros. & Co..... Cover 2
Levering Coffee Co., The..... 19
Lutz & Schramm Co..... 46
Maher's Veterinary Hospital, Dr... Cover 1
Martindale & Co., Thos..... 36
Mentor Cigarette Co..... 40
Mince Meat..... 44
McCahan Sugar Refining Co., The W. J., Cover 3
Nicelle Olive Oil Co..... 42
Oswego Maize Products Co..... 6
Paul Manufacturing Co..... 38
Pennywash Co..... 19
Philadelphia Electric Co., The..... 6
Piqua Bracket Co..... Cover 2
Pressing & Orr Co., The..... 3
Quaker City Preserve Co..... 32
Rae's Lucca Oil..... 36
Ralston Purina Mills..... 50
Reeve, James Knapp..... 45
Ritter Conserve Co., Philip J..... 37
Rogers Silverware Co..... 29
Royal Milling Co..... 41
Royal Specialty Co..... 40
Sauer Co., C. F..... Cover 4
Scott & Co., Inc., John..... 9
Shafer Co., Jacob C..... 6
Shane Bros. & Wilson Co..... 16
Shinn & Kirk..... 41
Snider Preserve Co., The T. A..... 15
Stickney & Poor Spice Co..... 13
Strasbaugh, Silver & Co..... 41
Swift & Co..... 19
Swift & Co., Gloucester, Mass..... 39
Toledo Computing Scale Co..... Cover 1
Tongue & Bros., R. E..... 29
Troemner, Henry..... 49
Union Mercantile Agency..... 5
Walker Patent Pivoted Bin Co..... 48
Washburn-Crosby Co..... 41
Welles & Davis Mfg. Co., The..... 45
Wells & Richardson..... 32
Wilde's Sons Co., Samuel..... Cover 3
Williams & Co., B. L..... 19
Williams Bros. Co., The..... 47
Wrigley Mfg. Co..... 4
Young & Co., Chas. W..... 20
Young, P. D. F., W. F..... 32

Wake Up, Mr. Frere, You're Dreaming!

The Latest Scheme Presented to Grocers Increased a Yearly Business of $5,000 to $200,000 in sixteen months. How a Brooklyn Grocer Simply by Incorporating His Little Business and Juggling the Stock, Multiplied His Holdings Many Times in a few Months. Did the Gentleman Dream It?

Behold, another scheme is born by which all lame and halt grocery businesses can be rescued from their forlorn condition! A gentleman named J. Merrick Frere, "corporation and financial counselor," of New York and Washington, has a plan by which a grocer may inflate his business and his assets in a very short time to several times their former value. Hear him tell about it:—

In February, 1906, James Carroll was running a little corner grocery in Brooklyn, N. Y., that occupied a room not more than 20 by 40 feet, employing one clerk and an errand boy. A push cart was used to make deliveries, as his trade was confined to a few blocks. The sales did not average over $100 a week, and his entire capital was but a few thousand dollars. Today he has a large warehouse and five stores. He carries on his pay roll over 100 employees and requires eighteen teams to take care of deliveries, as his business extends over the entire borough. The phenomenal development of this business was brought about by the adoption of a unique idea and skillfully advertised by various novel deviees. The plan was devised and executed by J. Merrick Frere, of New York City, an expert in corporation law, finance and advertising.

A company was organized with an authorized capital of $100,000, to which Carroll transferred his business for the entire capital stock, making it fully paid and non-assessable. He then placed $40,000 of the stock in the treasury of the company, which was used to purchase business, and kept the balance for himself. A system of advertising was then begun, calling the attention of the public to the faet that a discount of 20 per eent. would be allowed on all purchases, which discount would be paid in stock at the rate of one share (par value $1) for every $5 worth of goods bought.

By July, 1907, all of the $40,000 of stock had been distributed, producing $200,000 of business, on which the average net profit was 10 per cent. or $20,000, out of which Carroll paid himself a salary of $4,000 for managing the business, declared a 6 per eent. dividend on $100,000 of stock and put $10,000 back into the business for working capital. In sixteen months his original business, at most not worth more than $5,000, had enhanced to $110,000. It had paid him in salary and dividends $7,600, and his customers in dividends $2,400. His personal worth, exclusive of his salary and dividends, had increased from $5,000 to $66,000, the value of his $60,000 of stock. He had given his eustomers securities worth $44,000 besides the dividends paid them. In this short space of time he had made $68,600 for himself, and by distributing $46,400 to the public had built up a a powerful big paying business that no competitor could take away.

The conditions under which this business was built up were such as would be found almost anywhere—the usual competition prevailing. The success of this firm can be emulated by any business man understanding his line, who will treat the trade fairly by selling the right goods at a reasonable price.

Attention is called to the fact that where the apparent discount is 20 per cent., it is actually only 1 per cent., and when this is not paid in cash it certainly must be conceded that it is very cheap advertising.

Mr. Frere closes his interesting little story with the offer to do the same for any grocer who has a $5,000 yearly business which he wishes enlarged to $200,000 in a year and a third.

There are several things about this story that don't smell quite fresh. To begin with, the mercantile rating books show no grocer in Brooklyn named James Carroll. Mr. Frere says when he got hold of him Carroll was doing $100 a week and had a capital of "only a few thousand dollars." Any grocer could do a business of $100 on a capital of $500. Eighteen teams to deliver goods from five stores also seems a little lurid.

The "Grocery World" wouldn't like to say that Mr. Frere dreamed all this, because some very queer things happen in this world, but it is by no means convinced by his story that it ever happened. The "corporation and financial counselor" has sent out copies of his statement to a large number of the grocers of the East; possibly we may see some more millionaires in sixteen months.

High Sugar Prices Ahead?

Raw Sugar Markets in All Sections Firm on Reduced Crop Reports. Europe, Cuba and New Orleans All Advanced. Looks Like Higher Prices Next Year.

If present appearances can be relied on, the coming year is going to witness higher prices on sugar than have prevailed during the greater part of the year just closing.

In all important growing sections, the prospects for the growing of sugar crop are poor. The European beet market has advanced several notches during the past week, owing to the expectation that the current crop would be considerably reduced. The situation in Europe is quite strong on account of this condition.

The market for Cuban cane sugar has advanced 15 points during the past week on account of the practical certainty that the new crop would be late and smaller than last year.

The New Orleans market, where the price of raw sugar has been greatly depressed, has advanced 3/8 cent from the lowest point.

Prospects for the American beet sugar crop are about the same as last season.

All of this firmness in raw sugar has as yet had no effect up refined sugar, but it naturally will if it continues. The margin between the present selling price of refined sugar and the current market for raws is about 75 cents per 100 pounds, which is smaller than the refiners like to have it.

Beware How You Sell Distilled Vinegar.

Pennsylvania Food Department Enforcing Vinegar Law Against Dealers who Sell It as White or White Wine Vinegar. Must Be Labeled "Distilled Vinegar." Retail Grocers' Association Issues Warning Notice.

The Pennsylvania Dairy and Food Department has begun to enforce the vinegar law of 1897, and already one or two large dealers have been caught. In nearly all cases the offense was the sale of distilled vinegar improperly labeled. The act forbids the sale of such vinegar as white vinegar, or white wine vinegar, but compels it to be labeled "distilled vinegar."

The Philadelphia Retail Grocers' Association has issued the following warning to its members during the past week:—

December 9, 1907.

To the Members:—

Your attention is called to the fact that no vinegar must be sold as pure apple or cider vinegar unless it is the legitimate product of pure apple juice; vinegars not the product of pure apple juice must be sold either as fermented or distilled vinegar. In this connection we call your atttention to Section 2, of the Act of Assembly, as follows:—

All vinegar made by fermentation and oxidation, without the intervention of distillation, shall be branded "fermented vinegar," with the name of the fruit or substance from which the same is made. And all vinegar made wholly or in part from distilled liquor shall be branded "distilled vinegar," and all such distilled vinegar shall be free from coloring matter added before, during or after distillation, and from color other than that imparted to it by the process of distillation. And all fermented vinegar, not distilled, shall contain not less than one and one-half per centum by weight on full evaporation, (at the temperature of boiling water), of solids derived from the fruit or grain from which said vinegar is fermented. And all vinegar shall be made wholly from the fruit or grain from which it is represented to be made, and shall contain no foreign substance, and shall contain not less than four per centum by weight of absolute acetic acid: Provided, That this shall not be construed to prohibit the use of such an amount of spices as are necessary for flavoring, provided such spices do not color the vinegar.

Inasmuch as prosecutions are being brought for the sale of vinegar not sold true to name, we deem it wise to call your special atttention to the Act of Assembly and to caution you to sell your vinegar only as purchased and billed to you; especially does this caution apply to white vinegar, which should be sold as distilled vinegar.

Yours truly,

WM. SMEDLEY, Sec'y.

Lawsuit Over Cereal Company's Advertising Wink.

It was recently determined by the Supreme Court of King County, New York, that a manufacturer may have a proprietary interest in a wink as an advertising feature. The question came up on a motion to make permanent an injunction which had been granted at the suit of the Toasted Cornflake Company against the American Rice Food and Manufacturing Company. The former company alleged that it had adopted the wink, together with the letters "K-T-C," to be used as a mystery advertisement and to be followed by the announcement that "K-T-C" stood for Kellogg's Toasted Cornflakes. The wink, which was to be directed at the grocer, was broadly advertised, and on a specific day the answer to the wink was a sample of the advertised food. The Rice Food Company advertised that "K-T-C" was the symbol of its own product. The motion to make permanent the injunction was granted.

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COLLECTIONS, CORPORATION PRACTICE
CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

How One Town Knocked Out the Mail Order House

Battle Creek, Mich., Was Spending Nearly a Million Dollars a Year With the Catalogue Houses when the Business Men's Association Launched a Campaign to Keep It at Home. Details of the Plan. Why the Grocery Club Disbanded.

Special correspondence of "Grocery World."

Battle Creek, Mich.,
Dec. 1, 1907.

Perhaps a brief description of the way in which the retail merchants of this city drove out the mail order concerns and got back the trade for themselves, may be interesting to the readers of the "Grocery World."

The catalogue houses, such as Montgomery Ward & Co. and Sears, Roebuck & Co., of Chicago, find their chief harvest through the Northwest country, which is the great farming district of the United States. They sell all over the land, but more largely in the Northwest than anywhere else.

Battle Creek is a city of 26,000 population. It is in the midst of a very rich farming population, and it was learned that some of the farmers hereabouts spent as much as $500 per year with the mail order houses. The Business Men's Association of Battle Creek estimated that the people within a radius of twenty miles of that city spent $800,000 a year with the catalogue houses. Naturally this was a heavy loss to the local merchants.

The first thing done was the enlisting of the Battle Creek newspapers. Their sympathy was aroused and they unitedly preached the gospel of keeping trade at home. Then detectives were sent to quietly spot the freight and express shipments that came into the town, with the result of securing one thousand names of persons who sent money over the heads of the local merchants to the catalogue houses. A strange feature of this list was that it contained the names of some of the local merchants themselves.

Then moral suasion began on the farmers. Special sales and auctions were held to get them into town, lunches and lectures were given for them, and at every possible opportunity it was impressed upon the people who had been buying of the catalogue houses, that they owed it to their local merchants to buy at home.

A most important feature of the campaign was a series of demonstrations showing that goods could be bought at home as cheap or cheaper than of the catalogue houses.

For instance, a club of twenty Battle Creek women had been buying groceries from a Cincinnati catalogue house, in lots aggregating $80 or $90. The Business Men's Association proved that they could buy them 19 per cent. cheaper from a local grocer. They had the figures to prove this statement, and the "club" has disbanded. There were some articles on the list cheaper than the local grocer could sell them—sugar, for example—but in the aggregate the club was paying more for Cincinnati groceries than they could be bought for right here in Battle Creek.

Another part of the plan was the building of good roads leading into Battle Creek. The result of the campaign to date is that the catalogue houses, while they still sell some goods in and around Battle Creek, "have ceased to be a menace," to use the words of the secretary of the Business Men's Association.

WALTER H. WYMAN.

Canned Meats Dating Bill Again Introduced.

Senator Beveridge, who Introduced the Above at the Last Session, Brings It Forward Again.

Special correspondence of "Grocery World."

Washington, D. C.,
Dec. 13, 1907.

There has already been introduced in the Senate a bill requiring that the date of packing be stamped on all canned meats. The bill was introduced by Senator Beveridge, who fathered the same measure in the last session, only to have it fail.

HOLT.

STATE HOUSE

CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

Written for the "Grocery World."

Grocer Has to Pay Too Much For His Insurance

Thoughtful New Jersey Grocer Emphasizes the Fact that Insurance Rates are Steadily Advancing, and Business Men are Compelled to Pay More Now Than Ever Before. Discusses Mutual Companies and What He Considers Are Faults.

The question of grocers' insurance is an old one, I know, but one in which we are all interested, and probably will bear just a little more threshing.

Up to probably three years ago I was paying $1 per year per thousand insurance. Now I am required to pay $1.61 for the same thing. This in a town with a good water system, fire plugs every square or so apart, two fire companies, with lots of hose, etc., for which we annually pay a special fire tax of fair dimensions, besides a water tax of nearly $20 per plug.

The thing seems so outrageous to me, particularly when I realize that in the last thirty years there has never been but one slight fire in one of the twelve stores of the town, that I wonder why it is we submit to it.

It goes without saying we must have fire insurance—but where.

The old-line companies, as I understand, are all combined in one big trust and hence have but one price, and competition is all done away with. It seems to me this very thing would be a good one for our good Roosevelt to turn his searchlight on.

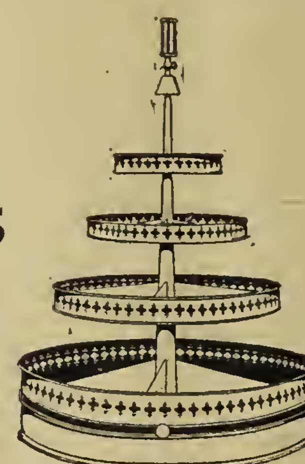
The word "mutual," as given to a fire insurance company, seems to kill it—at least seems to take away the feeling of certainty we want to have that in case of a loss falling on "us" we will be protected—and yet one hardly likes to join a company in which, in addition to a small premium, he will be compelled to give a note promising to pay a whole lot more if the losses require it. In such a company it would seem one would never know what the cost would be until his policy had expired, and yet all the time he knows if things did go wrong the cost *might be* excessive.

Just at this time I have learned of the Grocers' Cash Deposit Mutual Company, of Huntingdon, Pa. How long it has been in existence I know not, neither do I know of the standing of any of the men managing it, which I argue is a very important point, but from what little I have read about it in the company's circulars it does seem as if it were on pretty nearly the right track to give us what we need at the right price.

And yet one little door even here seems to be left unguarded. "Each member is required to deposit with the company" a certain sum, say, $50, which "remains his property and is returned to him whenever his insurance ends." Some one man must "hold" a large amount of money that does not belong to him.

Experience has sadly proved that not all men are capable to withstand the temptation here offered, particularly since it might

Vegetable Display Stands



They keep green truck fresh, crisp and attractive. They prevent waste and increase sales and profits.

They are used by Retail Grocers and in markets where there are city water systems.

If you have no city water write us anyway, we have something interesting to show you.

Galesburg Cornice Works
142 East Ferris Street
Galesburg, Illinois

"Get Acquainted With Barber & Perkins

THEY WILL SAVE YOU MONEY

They Make Prices That Bring Business—Give Them a Share of Yours."

New Grenoble Walnuts (Pure Mayettes) Original bales about 220 lbs	per lb.,	.13¾
Bags about 100 lbs.	per lb.,	.14
New French Walnuts (Marbots) crop 1907, fine stock, bags 110 lbs	per lb.,	.12½
Fancy Cape Cod Cranberries, bright red color and sound, barrels	per bbl.,	5.75
Extra choice sound Cape Cod Cranberries, barrels	per bbl ,	5.25
Nelson & Morris' Lard Compound, 60 lb. tubs	per .lb,	.07¾
Fancy new New York State Marrow Beans, grain bags about 2½ bushels	per bu.,	2.32½
Peerless, Long Shredded Cocoanut, finest quality goods on the market, fresh stock, 20 lb. pails	per lb.,	.09½
25 lb. boxes	per lb.,	.09¼
50 lb. boxes	per lb.,	.09
barrels, about 140 pounds	per lb.,	.08⅛
Fancy, New crop New Orleans Molasses, rich and sugary, absolutely pure, light color and fine flavor, bbls.	per gal.	.35
This is one of the best bargains in New Orleans Molasses we have seen or offered in two or three years past. Do not miss a barrel of it; if you are in the market for a fine New Orleans Molasses, we both recommend and guarantee it.		
Williams Bros., 45 gallon 1000s pickles	per bbl.,	10.00
Williams Bros., 40 gallon 1200s Pickles	per bbl.,	10.50
Alcatraz Brand, No. 2½, California Lemon Cling, Pie Peeled Peaches, single cases 2 dozen	per doz.,	1.80
5 or 10 case lots	per doz.,	1.77½
Malpaca, Fancy Coast Packed Seeded Raisins, 36 1s.	per lb.,	.09¼
Griffin & Skelly's Easter Brand Choice Coast Packed Seeded Raisins, very fine quality goods, 36 1s...	per lb ,	.08¾
Fancy 4 Crown California Loose Muscatel Raisins, 50-lb boxes	per lb.,	.07⅝
Fancy 3 Crown California Loose Muscatel Raisins, 50-lb. boxes	per lb.,	.07¼
Fancy 2 Crown California Loose Muscatel Raisins 50-lb boxes	per lb.,	.07
These low prices on raisins are moving great quantities of them. Let us have your order.		
Extra Fancy new Citron, 10-lb. boxes, all whole pieces	per lb.,	.17¾
25 lb. boxes	per lb.,	.17½
National Cream Chocolate Drops, excellent quality goods, 30-lb pails	per lb.,	.09⅞
5 or 10 pail lots	per lb.,	.09¾
Best quality Sugar-cured Hams, 13 to 15 lbs. average, barrels	per lb.,	.09⅛
Quantities to suit	per lb.,	.09¼

These Prices for This Week Only—December 16th to 21st, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street, 28 N. Delaware Avenue **Phila., Pa.**

be many years before the owner would ever know his money had been squandered. Has this company such a man and will he live forever?

Thus in great haste I have written you a few thoughts as they have come to me.

I inclose you a small folder as sent me. Do you know anything of this company or of these men, or can you recommend insurance as offered by them?

FRANK GARRIGUES.

Moorestown, N. J.,
Dec. 12, 1907.

[The "Grocery World" answered the same question about the same company last week. It really knows comparatively little about the company referred to, but what little it does know is good.—ED.]

New Wholesale Grocers' Directory.

The Official Wholesale Grocers' Directory of United States, for 1908, is just out (being the 14th year of publication.) A copy before us shows 2,595 names, all of which are exclusive jobbers. There have been a great number of changes within the last twelve months. It is complete and absolutely correct to date.

Those who desire a mailing list or a guide for traveling salesmen will find it by addressing Orrin Thacker, Columbus, Ohio. Price, $1.00 per copy.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

FINDING WORK.

The time never was when no work was to be done in a grocery store. Don't leave the entire arranging of the shelves to the stock clerk, nor the dusting and entire wood cleaning to the porter. Take a pride in keeping the back of your counter as clean as the front, and the hidden stock as neat as that which is exposed. Rainy days are the busiest days for the man that has the eye for finding work. This "finding work" principle is a good one to practice. The fellow that waits to be told what to do usually has to wait for an advance of pay till he asks for it, and he usually asks for it.

FARMER CUSTOMERS.

The farmer doesn't deal in pounds and half pounds. Talk about those bushel sacks of salt at 45 cents. The twenty-five pound boxes prunes at $2.25; the No. 9 stable brooms at 45 cents, and the gallon jug molasses at 50 cents. Mention the old-fashioned buckwheat in 10-pound bags at 25 cents; the loose rolled oats; Graham and rye flour and quote him our patent flour by the barrel. He's a five-pound coffee buyer, and he wants something "good and strong." He won't pay over a dollar for the five pounds and it's up to you to get that dollar. Get it away from the "coffee store" or the small jobber if you can.

FRESH MEAT CUSTOMERS.

No doubt lots of women from whom you take orders has "her own butcher." Is there any good reason for this? None that we know of. Speak of meats. Quote steaks and chops and ask her to "look." If you land one permanent meat customer out of six your're doing good work for the firm. Start in Monday morning and make up your mind to do this.

LIKE YOUR WORK.

You must like your work if you want to do justice to yourself and us. If there is anything distasteful about it, or if you are out of harmony with your surroundings, it's best to talk it over with the manager.

Above all things don't get "sore." Don't get disgruntled and keep it up. Such a condition creates a bad atmosphere and invites simple failure. The food business is the most interesting on earth, and there's practically no limit to the point when you can say "I know it all."

Catch the Sharp Appetites

Your customers will come home from their vacations with freshly sharpened appetites—more than ever receptive to good food and drink.

Give them **Hotel Astor Coffee** now and it will meet with an instant response. **Hotel Astor** succeeds always, but more quickly than ever just now when appetites aren't jaded.

The finest blend of the finest Coffees, packed handsomely and backed with a record of perfect success in the most exclusive hotels of New York City.

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

Grocery World

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The New Jersey "Trade Review" nominates Mr. William Smedley, secretary of the Philadelphia Retail Grocers' Association, for the next secretary of the National Association of Retail Grocers. Well, Smedley isn't very much for looks, but like most men who realize that they will never get rich on personal beauty, he is an everlasting hustler. Without doubt he would make a wonderful National secretary, but he would probably be the hardest man in the United States to get to take the place.

One of the snarls in our economic system is that if our prison inmates are to be kept at hard labor, as unquestionably they should be in order to pay for their keep, the product of their labor must inevitably compete with the product of free labor, and thus create great bitterness and heartburnings among the free laborers, who claim they are being discriminated against.

Where Shall Prison-Made Goods Go?

Witness the denunciation now rising from broom manufacturers all over the land against ex-Governor Hanly, of Indiana. Ex-Governor Hanly recently said publicly that the people should buy prison-made brooms. One broom-makers' union, in fervid denunciation, said that the ex-Governor's advice "put a premium on crime," which seems rather humorously absurd, since one can scarcely imagine a criminal breaking into jail for the proud distinction of making brooms.

But seriously, where are the prison-made goods to go? All sorts of things are being made in jail, the bulk of which must be brought out and thrown on the market. In the main they are as well made as those produced outside and can be sold much more cheaply. If you give them the market you destroy the free manufacturer. If you deny them a market you cannot at the same time continue to keep the convicts at work. If you relieve the convicts from work, you return to the old method of solitary confinement, which all penologists say is fearfully destructive to the minds and morals of prison inmates.

Dr. Wiley's Sulphur Experiments.

The final denunciation by Dr. Wiley of the use of sulphur in bleaching dried fruits and molasses has, since its publication two weeks ago, aroused widespread comment and speculation, particularly among those affiliated with the two industries referred to. When the Government finally announces, as it probably will, that no dried fruits and molasses containing sulphur may be sold, the action will likely be grounded on this pamphlet of Dr. Wiley's. Hence the extreme consternation with which it has been received.

Now, whether the use of sulphur in food is harmful to the eater is a chemical question entirely. The writer is not a chemist, and is therefore wholly incapable of criticising the experiments from a technical standpoint. But there are certain features connected with them which common sense seems scarcely able to swallow. Dr. Wiley administers his preservatives in capsules instead of permitting the subject to eat food containing them in the ordinary way. The capsule plan he defends at some length in his pamphlet, although it is condemned by the majority of all leading chemists of the country.

As a result of taking the sulphur in capsules, Dr. Wiley reports that he got the following results:—

> These data clearly show that the administration of sulphites and of sulphurous acid in a free state in the quantities employed produces harmful effects. A tendency is manifested in practically every case to produce headache and digestive disturbances. In some cases these symptoms are not clearly marked, while in others they are extremely well defined. In many cases uneasy sensations and even pain were developed in the stomach and intestines and there were complaints of "heartburn." There were also in some cases attacks of dizziness and palpitation of the heart. In a few cases nausea was developed to the extent of vomiting.
>
> * * *
>
> It appears, therefore, that the administration of sulphurous acid in the form of sulphite tends to reduce the weight of the body slowly, and that this tendency is continued for a considerable time after the withdrawal of the preservative.
>
> * * *
>
> In general it may be said that the most prominent symptom was that of headache, which could hardly have been caused by the imagination. This symptom was very commonly and very persistently experienced at some time during the preservative period.

Now, if the sulphurous acid introduced into the system of Dr. Wiley's subjects through his capsules was of the same quantity as that contained in a normal portion of molasses or dried fruit, and if its administration by capsule was precisely the same in all respects as its administration in food, why has not the eating of sulphured dried food or molasses produced these same symptoms?

On the one hand we have millions of people who for years have steadily eaten dried fruits and molasses containing sulphurous acid in perfect safety and comfort, experiencing neither nausea nor headache, nor pain, nor heartburn, nor loss of weight. On the other hand we have Dr. Wiley's twelve young men experiencing all those symptoms after being fed for two weeks with sulphur in capsules. Could any evidence be stronger that the two methods of administering sulphur are totally different, and that the results obtained by capsule administration prove absolutely nothing against the use of the same preservative in food?

The New York Letter

The Editor regrets that the death of the father of its regular New York Correspondent, Fred A. McGill, has made it impossible for Mr. McGill to forward his usual news letter for this issue.

The "Grocery World" wishes nobody ill, but the news from the West that Sears Roebuck & Co. the Chicago mail order house, have apparently been detected by the United States Government in selling goods under misrepresentation, will at least not sadden the merry Christmas season. The evidence on which the Government's indictment was based was secured by the Iowa Retail Merchants' Association, and is said to be complete in every detail.

The Right Way to Fight Mail Order Houses.

This is the decent way to fight the mail order houses—show up their frauds and their lies, and publish the fact broadcast. One bona fide exposure like this has more real weight in the movement to keep local trade at home, than a thousand years of such schemes as the "black book scheme," which comprehended getting the firm's catalogues and burning them. The latter was the most utterly illogical idea imaginable. The only way to cripple the mail order house is to show its customers that it is unworthy of confidence. The burning of its catalogues not only did not do this, but it aroused the consumers' sympathy.

Another Food Trust Sued.

United States Government Brings Action Against Texas Millers' Association, Which Comprises 120 Millers and Dealers. Charged with Maintaining an Illegal Combination to Restrain Trade and Inflate Prices.

These are unhealthy times for trusts and combines of all sorts in this country. Every time a little combine raises its head the

Government stands ready to whack it. The latest action along this line is that brought by the United States Attorney-General against 120 concerns comprising the Texas Millers' Association. The defendants are flour millers, and they are accused of maintaining an illegal combine in restraint of trade. In detail the following are the counts for the indictment:

1. To prevent competition among the members thereof in the purchase of wheat and other grain, and in the sale of flour and other products of grain.
2. To fix and regulate the price of flour and other products of grain.
3. To fix and regulate the difference in prices between the different grades of flour.
4. To prevent payment of brokerage and the allowance of discounts.
5. To make it difficult for millers to depart from the prices fixed by the Association.
6. To discipline members who refuse to abide by the prices and regulations fixed by the Association.
7. To prevent the allowance of credit in the sale of flour and the other products of wheat.
8. To prevent competition in the purchase of wheat and other grain.
9. To fix and regulate the price of wheat and other grain and the products of grain.
10. To prevent competition in the purchase of wheat and grain and sale of products of grain, and to monopolize said business.
11. To prevent free competition in the purchase and sale of grain.
12. To lessen and regulate the output of flour and other products of grain.

Local Pennsylvania Associations in Various Movements.

Frankford Association Organizes Building Association. Lewistown Merchants Busy With Plans for Public Benefit. Other Small News of the State.

Special correspondence of "Grocery World."

Erie, Pa., Dec. 12, 1907.

The Frankford Retail Grocers' Association have organized a building and loan association and will apply for a charter.

A large and enthusiastic meeting of the Business Men's Association of Lewistown was held Tuesday night at the office of the secretary, W. H. Meyers. The 6 o'clock closing movement was considered at length, and by an almost unanimous vote the present closing agreement will remain as it is at present, with the exception that merchants will keep their stores open on railroad pay day.

Resolutions regarding the postal savings bank and parcels post were drafted and copies sent to the National Representative and Senators.

Other matters pertaining to new manufactories were acted upon. A fund for purchasing grounds for new industries will be raised.

At a recent meeting of the Pittsburg Retail Butchers' and Meat Dealers' Protective Association the following officers were elected: president, Henry G. Fese; vice-presidents R. W. Medick, Charles Fink; treasurer, Nils Lundell; recording secretary, George J. Kurtz; financial secretary, J. B. Schamberg; directors, H. F. Sachs, J. Hartman, M. Schlanger, F. T. Roos, M. Fleming, J. Nusbaumer, H. C. Clapper, Charles Hahn and George Hoffman.

It was reported that the association does not make prices, but is organized for the protection of its members to get fair treatment from wholesalers and to regulate credits.

The business men of Wilmerding recently formed a Board of Trade.

A. M. Howes,
State Secretary.

BIG CONCERN CHANGES SELLING TACTICS.

Will Sell Hereafter by Demonstrating in Model Stores.

Whoever says there is nothing new under the sun has not heard about the new methods of selling just adopted by the National Cash Register Company. Now when a grocer is interested in buying a register he is taken to a branch office of the concern where model stores have been put in. The grocer is shown into a small model grocery store. The butcher enters a small model butcher shop. All lines of trade that use a cash register are represented in these small stores.

The sales agent for the cash register company asks the merchant to go behind the counter just as if he were in his own store. The salesman buys something, pays for it and shows the grocer what to do with the money when he has a cash register.

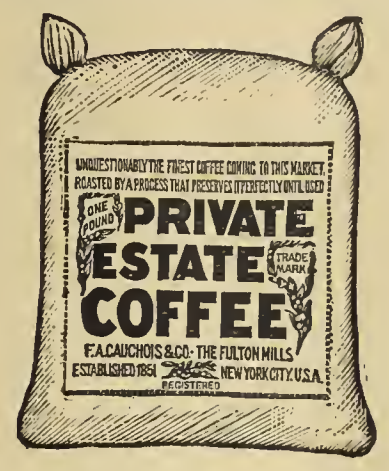
He also buys something on credit and pays money on account. In fact, he takes up all transactions that would happen in an actual store and explains to the merchant how to handle them in connection with a cash register.

This method has been called the most startling and attractive change ever made by this well-known concern. It is certainly a unique idea and the results obtained so far indicates that it is going to be a great success.

Very great interest is also being shown in the window demonstrations run in connection with the idea of selling in model stores. In the windows of branch offices, small stores are shown with one of the 533 different styles and sizes of National Cash Registers in use. Two men carry on the transactions that take place in a retail store, one of the men acting as a customer and the other as a merchant.

The National Cash Register Company are firm believers in window display advertising and have always had attractive displays in the windows of branch offices, but this latest novel idea of carrying on actual store transactions in windows is the most successful of all.

Make a Specialty of Private Estate Coffee



The nicest, smoothest drinking coffee that has ever been introduced to the trade is **Private Estate.**

It is the *one* coffee that you can make a specialty of that will redound to your benefit. It will appeal to every customer who tries it to such an extent that they will never be content to use any other. It is uniquely packed in one-pound burlap bags. Another feature of importance to you is that it carries with it Universal Coupons.

F. A. CAUCHOIS & CO.

The Fulton Mills — *33-34 Fulton Street, NEW YORK*

Philadelphia Branch, 139 S. Front Street

The Turkey's Last Request

We shouldn't be surprised any day to hear of a turkey leaving as his last request to be seasoned with Stickney & Poor's **Poultry Seasoning.**

It's very humiliating for a finely-conditioned, self-respecting turkey to go to the table half ruined—either by inexpert home-made seasoning or by prepared seasoning that's worse than none.

Stickney & Poor's **Poultry Seasoning** isn't an artificial aid to the flavoring of poultry; it simply brings out and develops the last vestige of the fine flavor of the poultry itself. Get your customers to use it once; they'll never be without it again.

Stickney & Poor Spice Co., Boston, Mass.

FOUNDED 1815

Wants Associated Grocers to Attack Short-Weight Lard

Massachusetts Association Agitating the Question of Under-Weight Lard. Biscuit Trust Says Its Goods are Packed Net Weight. President Roosevelt's Attitude Toward Parcels Post.

Special correspondence of "Grocery World."

Cleveland, Ohio Dec. 12, 1907.

A letter received at the Ohio convention from President Humphrey, of the Massachusetts Retail Grocers' Association, contains the following information:

> I would like to make one suggestion to your convention, and that is in regard to the western packages of lard and lard compound—that the grocers of the country do condemn the practice of packing lard in gross packages instead of net, and of tins even short weight at that.
>
> I purchased a 50-pound tin of lard compound which only weighed 49 pounds gross, which I contend is a piece of imposition on the public, and some five-pound tins which only contained 4¼ pounds of lard.
>
> I believe agitation is the only means of righting the many evils the grocers have to contend with.
>
> yours very truly,
>
> FREDERICK HUMPHREY, President.
>
> East Weymouth, Mass.

* * *

Last week I received the following letter, which I at once forwarded to the National Biscuit Co.:—

> Dear Mr. Green:—I want you to tell me what to do in regard to short weight on crackers and cakes. I have changed my buying from the National Biscuit Co. to Huston Biscuit, to Martin Cracker Co., to T. L. Lewis, and find no relief from either. All short. To-day I have a shipment from T. L. Lewis and have just weighed three boxes of cakes which cost 16 cents less 10 per cent.
>
> Vanilla Wafers marked 17 pounds weighed only 14 pounds.
>
> Ice Creams marked 16 pounds weighed only 12½ pounds.
>
> Ice Crips marked 25 pounds weighed only 21½ pounds.
>
> The last mentioned only cost 9 cents. I am so disgusted I will not weigh the rest of the shipment, but will wait to hear from you.
>
> We should have some relief from these men that hold up without any mask.
>
> Yours truly,
>
> F. M. NIXON.
>
> Anniston, Alabama.

* * *

The following letter is the answer received from the National Biscuit Co.:—

> Dear Mr. Green:—Upon my return to the city, I find your letter of the 11th, inclosing copy of one that you received from F. M. Nixon, of Anniston, Ala., in which he states that he has quit buying from this company because of short weights.
>
> I am certainly very much surprised to receive a letter of this kind, because, as was explained to you by Mr. Green and myself, we are putting up our goods net weight as nearly as it can possibly be done.
>
> Just a few days ago, I made an investigation and found that our factories are all putting up their goods absolutely in accordance with our instructions, or in other words, net weight.
>
> I will, however, have our salesman call on Mr. Nixon the next time he goes to Anniston, and look the matter up fully.
>
> Yours truly,
>
> J. D. RICHARDSON, V. P.

* * *

For some time past the retail trade of the United States have looked forward with a great deal of concern as to what the President would say in regard to the recommendations of the Postmaster-General or what action he would take in regard to the proposed parcels post system.

After reading the President's message, and especially that part of it that refers to the recommendation of the Postmaster-General, we are satisfied with the position taken by the President, and feel assured that he would do nothing to influence Congress that would in any way jeopardize the retail interests, even in the smallest towns.

The following is the paragraph which refers to the matter in question:—

> I further commend to Congress the consideration of the Postmaster-General's recommendation for an extension of the parcels post, especially on the rural routes. There are now 38,215 rural routes, serving nearly 15,000,000 people who do not have the advantages of the inhabitants of cities in obtaining their supplies. These recommendations have been drawn up to benefit the farmer and the country storekeeper, otherwise, I should not favor them, for I believe that it is good policy for our government to do everything possible to aid the small town and the country district. It is desirable that the country merchant should not be crushed out.

While the president recommends to Congress the consideration of the matter as proposed by Mr. Meyer, yet he also asks Congress to do nothing that would interfere with the retailer in the small towns and the country districts.

While we are satisfied with our position up to the present time, we feel that these conditions have been brought about by the hardest work and the closest vigilance being kept on the movements of those interested in pushing this scheme for parcels post.

It is only when danger is apparent that the retailer can be awakened out of his lethargy and induced to turn his hand for self-protection.

JOHN A. GREEN,
National Secretary

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

In re "Woman's Home Companion."

Harrisonburg, Va.,
December 10, 1907.

Editor "Grocery World."

Dear Sir:—We are glad to see you pouring hot shot into the "Woman's Home Companion." If the person who wrote those articles had nothing better to write about he had better not have written anything.

We would hardly know how to conduct our business without the help of the "Grocery World."

Yours truly,
LINEWEAVER BROS.

* * *

An Echo of the Mergenthaler Collapse.

Philadelphia, Dec. 10, 1907.

Editor "Grocery World."

Dear Sir:—In your issue of November 25, 1907, in your editorial column you said that the Mergenthaler Horton Basket Machine Co. never got anywhere and that they never paid a dividend. Well, I know that the company did a very large business in 1906, but this year was an off year, and yet they have done a very good volume of business.

In January of 1906 they paid a cash dividend of around $50,000, and in the following May their scrip dividend amounted to about $100,000, a great deal of which was cashed inside of six months. I know I got some of mine cashed inside of sixty days, but there has been a great deal of crookedness in one way or another, I think, as the brokers who were lauding it to the skies a few months ago are now keeping very quiet in one way about it, but they are trying to induce some of the stockholders now to sell their stock for a mere trifle, as they say they don't know what will be the outcome. I firmly believe, however, that the management lately has mismanaged it on purpose to try to freeze out some of the stockholders, as none of the brokers who were selling it up until lately want to give any information about it if they can possibly help it. So it is either going to be a big success yet or a complete failure. I can scarcely believe it can fail, as they have the machine to make the baskets and, if properly managed, can get plenty of business, as the field is very large.

Yours truly,
S. KIRKPATRICK.

* * *

To Sell Tea Lead.

Avoca, Pa., Dec. 2, 1907.

Editor "Grocery World."

Dear Sir:—Can you give me the names of firms in your city who buy tea lead. We have a quantity now for sale and wish to write some buyers for prices on same.

Inclosed find stamped envelope for reply.

Thanking you in advance, we are,

Yours truly,
McLAUGHLIN BROS.

United States Smelting Works, 1615 Spring Garden street; Woodfall Bros., 2227 Wood street; Merchant & Evans Co., 517 Arch street, all of Philadelphia, Pa.

* * *

To Sell Coins.

Egypt, Pa., Nov. 29, 1907.

Editor "Grocery World."

Dear Sir:—Will you please mail me a few addresses of persons that collect coins?

Will you please let us know the value of a Columbian half dollar of 1892 and how many were coined in 1892?

Thanking you in advance for any information you can give us, we remain,

Yours truly,
J. W. PETERS & Co.

Columbian half dollars are very plentiful and are worth a premium of from 10 to 20 cents, according to their condition.

Shapiro & Co., 5 S. Seventh street, S. F. Nealis, 910 S. Twelfth street, Philadelphia, and D. Broskey, 849 Broadway New York, are coin dealers.

* * *

Laundry Supplies.

Shamokin, Pa., Dec. 9, 1907.

Editor "Grocery World."

Dear Sir:—Kindly send me names of firms where I might be able to purchase machinery and laundry supplies.

Yours truly,
M. J. HAILE & BROS.

Barnes & Erb Laundry Co., 3846 Lancaster avenue; Wm. Sprague & Co., 628 Filbert street, Philadelphia.

THE GROCERY MARKETS

Tea.

The tea market is still quiet and inactive, as befits the season, although values in all lines are well maintained. In spite of the light demand, stocks of tea seem to be in strong hands, and no concessions are being made in price. The past week has brought no development in any quarter, prices and the general situation being unchanged.

Coffee.

The market for Rio and Santos coffee is very steady. There is only a moderate business doing, the financial situation preventing any great activity. The Brazilian syndicate has the situation well in hand. December 1st, when their loans fell due, has come and gone, and their claim to have matters in shape so that their large surplus stock can be carried until December 1, 1908, seems now likely to be carried out. The receipts of Rio and Santos coffee in Brazil have fallen off greatly, whether naturally or as one of the syndicate plans is not certain. If the falling off is legitimate, it indicates a current crop of Rio and Santos coffee of a little less than 10,000,000 bags, which is a decrease of about 9,000,000 from the last crop. There is a disposition among the conservative trade, however, to take everything that comes from Brazil with a grain of salt. This much seems to be established, however—that the syndicate seems perfectly able to handle the inflation scheme successfully. If its success continues the trade may look for an advance in Rio and Santos coffee as the season advances. Mild coffees are steady and unchanged. Java and Mocha are unchanged and in moderate demand.

Sugar.

The sugar market is strong. In Europe, Cuba and New Orleans the raw market is higher, as reported in detail elsewhere, by reason of expected shorter crops. In New Orleans this advance has amounted to 3/8 cent from the lowest point. Cuba is also substantially higher, as is Europe. Refined sugar is unchanged as yet, but if raws keep on advancing, refined doubtless will also. In the West refined beet sugar has advanced 10 points during the week, owing to the general firmness. Refined sugar is in very fair demand, partly in anticipation of an expected advance.

Syrup and Molasses.

Glucose remains unchanged for the week, and will probably rule unchanged on the present basis for some few weeks. Compound syrup is in moderate demand at unchanged prices. Sugar syrup is wanted for export, but not much for home trade. New molasses is coming forward, and is in some demand. Fine grades, which are scarce, advanced 2 to 3 cents per gallon during the week. Old crop molasses is dull and unchanged.

Fish.

There has been very little demand for mackerel during the week, and there will be very little until after the holiday season. Prices have shown no weakness during the week, and further advances in Norway and Irish fish seem to be expected after the first of the year. Shores are for the present cutting very little figure. Codfish is selling moderately at unchanged prices. Domestic sardines are dull and unchanged, but some holders are predicting a rather sharp advance after the first of the year, owing to short supply. Foreign sardines are scarce and very high. Salmon is quiet and unchanged.

Dried Fruits.

Prunes show no change in price, though the demand is somewhat better. Secondary markets are still about 1/4 cent below the coast. Peaches are exceedingly dull, prices being unchanged. Apricots are scarce, unchanged and dull. Currants are active and will continue so until after the holidays. Prices are unchanged. Raisins are still soft. Seeded raisins are easier in Philadelphia than in other large markets. Loose raisins are still weak and unchanged in price. Citron is in fair demand and unchanged in price. Apples are weaker and in light demand.

Canned Goods.

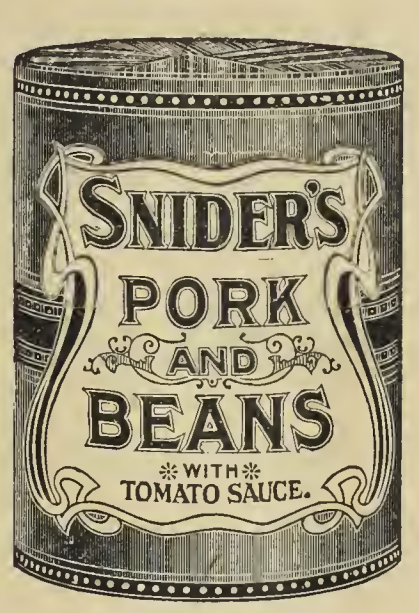
There have been almost no developments in the canned goods market during the past week. Tomatoes still linger around 80 cents, f. o. b., with very little demand in this market. There is some demand outside, however, and some sales at 2½ cents advance have been made during the week for other territory. Stocks

DON'T WAIT

Write at once to the nearest office and secure the information about the

Special Offer to Retail Grocers on

Snider's Pork and Beans



The T. A. Snider Preserve Co.

Makers of Snider's Catsup CINCINNATI, OHIO

NEW YORK OFFICE 105 Hudson St. | BOSTON OFFICE 46 Clinton St. | CHICAGO OFFICE 12 & 14 State St.

You'll Change Your Mind About Wood

If you think wood is the only material to make bins of you should see our

Decorated Compartment Cabinets for Teas, Coffees and Spices

They are made of heavy tin—good American tin of the highest grade, and are cleaner, lighter and more beautiful than any wooden bins you ever saw. Another advantage is that the price is probably lower than you had any idea of.

We make several styles of these, photographically shown in Catalogue No. 4. Why not get a copy and look it over?

American Can Company

New York Chicago San Francisco

MAPLEINE

MAPLEINE

The new vegetable extract with the genuine old-fashioned maple flavor. A product that sells rapidly wherever introduced. Makes **syrup better than maple** at a nominal cost and is most delicious for flavoring candies, cakes, ice cream, puddings, etc. Write us or ask your jobber.

Crescent Mfg. Co., Seattle, Wash.

E. E. HARDING & CO., Agts., Philadelphia

CHAS. W. JACOBS & ALLISON, Agents, NEW YORK CITY

Does Your Business Need a Tonic?

We have a "help" that you can use and can afford to use.

Write us for it on your business stationery.

Jacobi Manufacturing Company

Fourth and Green Streets, Philadelphia

SHOW IT!

Pile Up Your Stock of

DEPENDABLE

MILLBOURNE

FLOUR

where it can be seen. Get the benefit of the advertising. Don't let the other fellow please your customers first. BE QUICK.

SHANE BROTHERS & WILSON CO.

Proprietors

City Offices, 672-686 Bourse, Philadelphia

MILLBOURNE MILLS

63d and Market Sts.

of tomatoes in most jobbers' hands are low. Corn is dull and unchanged in every line. Peas are steady to firm, and in moderate demand. Some Western packers have named future prices during the week on a basis somewhat higher than last year. Peaches are unchanged, high, scarce and dull. Apples are weaker, probably by as much as 25 cents on gallons. The small line of Baltimore canned goods is unchanged and quiet. California canned goods are hardly selling at all from first hands, stocks being very light.

Beans and Peas.

Pea beans are scarce on spot and are quoted as high as $2.40. To come forward, however, the market is as low as $2.15. Various causes are hindering shipments. One is the fact that farmers have been demanding cash for their beans, and another the unusually large percentage of poor beans, this taking a much longer time to prepare the stock for the market. Beans will almost surely be lower within a few weeks, as the crop is large. Marrow beans are also lower, and offers have been made to come forward as low as $2.12½. California limas are unchanged and moderately active. Yellow split peas are about 25 cents per barrel cheaper, but green and Scotch, in outside markets, are quoted about 5 cents per bushel higher.

Produce.

Pennsylvania potatoes, 73 to 80 cents per bushel; York State, 65 to 75 cents per bushel; Jersey, 40 to 45 cents per bushel, demand fair to good; sweet potatoes, primes, 90 cents per basket; culls, 60 cents per basket, demand good; carrots, 35 to 40 cents per basket, demand fair; yellow onions, $1.50 per two-bushel bags, 40 cents per basket; white onions, $5 per barrel; $1.50 to $1.75 per bushel crate, demand fair to good; cauliflower, long cut, $2 to $2.25 per barrel; short cut, $3 per barrel, demand fair; Danish cabbage, $3 to $3.50 per barrel; domestic, $3 to $3.50 per barrel; Savoy, 75 cents to $1 per barrel, demand fair; white turnips, 25 to 30 cents per basket; yellow, 35 to 40 cents per basket, demand fair; watercress, 2 to 2½ cents per bunch, demand fair; horseradish, $4.50 per barrel, demand fair to good; celery, York State, 40 to 50 cents per bunch; Pennsylvania, 7 to 10 cents per bunch, demand fair; parsnips, $1.75 to $2 per barrel, demand fair; pumpkins, $2.25 to $2.50 per barrel; 60 to 70 cents per basket, scarce and good demand; oyster plants, 3 to 3½ cents per bunch, demand fair; beets, $2.50 per 100 bunches, demand fair to good; spinach, 75 cents to $1.25 per barrel, demand fair.

Butter.

The butter market continues to advance. The receipts of fine, fresh butter are still very small, being hardly enough, in fact, to supply the demand. Fine prints are especially scarce and command a premium above the regular market. Held creameries are in good supply and good demand, on account of the short supply of fresh butter. Under grade fresh and held creameries are quiet and in ample supply. Ladle packed and dairy grades are in light supply and very little demand. The prospects are for an advancing market on fine fresh butter until the first of the year.

Eggs.

Fresh eggs are still very scarce, and the demand is greater than the supply. A premium of 2 to 3 cents above the market is being paid for really fancy fresh stock. Most of the eggs getting in are under grades. Fancy spring packed storage eggs are in good demand at present market prices. Stocks of storage eggs continue large and holders are making every effort to move as many as possible before the first of the year. The prospects for fresh eggs are still unsettled, depending entirely on the weather.

Cheese.

The cheese market has advanced during the past week. Most of the trade are allowing their stocks to run low, and are now in the market for supplies. September cheese is especially fine and commands a high price. Late-made cheese is still in large supply and has to be sold at concessions in order to move. Early-made cheese is in light supply and firm. It is selling very close to September prices. The trade look for a healthy market from now on until the opening of the new cheese season.

Green Fruit.

Apples, 20-ounce, $4 per barrel; Kings, $4 per barrel; Baldwins,

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for e right man to take charge of its "Window-Dressing Department" id contribute a good, suggestive weekly article. We have tried veral, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, obably every one of whom has some technical knowledge of win-w-dressing. What we want is articles clearly describing window splays that can be made by the average retailer; not necessarily new original—in fact, those which have been used successfully are rhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an erage price of $5 each. All matter sent in under this arrangement ould be addressed to the "Window-Dressing Department." If awings are also sent they should be made throughout in black ink ot pencil).

, per barrel; Hulbersons, $3 r barrel; Greenings, $3 per bar-l; Pippins, $3 per barrel; bulk, cents per bushel, demand od; bananas, firsts, $1.25 to .75 per bunch; 8-hands, $1 to .25 per bunch; 7-hands, 65 to cents per bunch; 6-hands, 50 65 cents per bunch, demand or; lemons, $2.75 to $3.25 per x, demand fair; California anges, $2.50 to $2.75 per box; maicas, $2 to $2.25 per box, de-and limited; Florida grape-uit, $4 to $5.50 per box; Jamaica, .50 to $4.50 per box, demand ir to good; tangerines, $4 to .50 per strap, demand fair to od; pineapples, $2 to $2.75 per x, demand fair to good.

Provisions.

There has been no material ange in the provision market ring the week. No change has curred in skinback, regular or cnic hams, though picnic hams e very scarce. Pure lard shows material change from last eek, though some holders are oting an ⅛ of a cent off. Com-und lard is unchanged. The de-and for lard is good. Dried beef unchanged, light demand. Bar-l pork unchanged and fair de-and. Canned meats firmer, rough scarcity, price unchanged yet. Bellies and bacon seem a ifle weaker.

Nuts.

Peanuts, green, choice, 4¼ cents r pound; fancy, 5 cents per und; jumbo, 6½ cents per pound; asted, choice, $1 per bushel; ncy, $1.25 per bushel; jumbo, 1.50 per bushel, demand fair; monds, 19 to 20 cents per pound; razils, 11¾ cents per pound; fil-erts, 10¾ cents per pound; pecans, 11 cents per pound; walnuts, mar-bots, 13 cents per pound; grenobles, 12 cents per pound, demand fair.

INDIVIDUAL MARKET REPORTS.

Sugar.

The raw market is higher. Three hundred and fifty tons Porto Rica sugar, the first of the new crop, were sold at 3.85 cents. Thirty thousand bags old crop Cubas brought the same figure. Both of these lots were for prompt shipment.

Owners now want higher prices. The few thousand tons of old Cubas remaining in the island are strongly held and the planters have hopes of starting their 1908 season from a higher level than was thought would prevail. Advancing markets in Europe have had their effect here, adding strength, imparting new confidence, and the result has been the obtaining of more money for the sugars carried. Europe believes her beet crops have been over-estimated. The weather hasn't been suitable and the beets being worked show some deterioration. Continental traders and speculators expect that the statisticians will reduce their figures in regard to the out turn and they are marking up quotations on that basis. A week ago their price was 3.97 cents and had been holding steadily at about that level for some time previous, although we had been making constant declines and general sugar news was not of a very re-assuring nature. Europe, because of a reduction her crops are expected to suffer, has advanced 9 cents per 100 pounds. It would seem as though there is some basis for this advance, the beets are being worked, the sugar extracted and information as to weight, content and condition is a matter of exact knowledge in many of the districts. If it shall prove that deterioration of the roots has spread over an extended area, the loss in sugar tonnage would be considerable, and we might then look for much higher prices. However, as far as the crop work has gone there need not yet be any great apprehension. The first estimates of the European output predicted a total almost equal to that of the crop of last year. Europe can afford to lose a little and then have enough for all needs. This new development has been a good thing for our market. We have made declines beyond all reason. Conditions were somewhat mixed, with the marketing of the domestic beet and Louisiana cane crops and the extra difficulties attendant upon that marketing this year, but the sacrifices made were greater than necessary. We've had something now to brace up the situation, can do business for a month or five weeks on a surer basis, and get a little profit out of the small stocks that remain to be disposed of. It will be time enough for the price cuts when the arrivals of Cubas commence, about the fifteenth of next month. There will be reason for declines then, but there is no need of stopping business and losing advantage of the better and improved conditions that have been brought about and are to prevail in the meantime. There are only a few raws left. The refiners will want them. The country needs refined, the dealers' stocks have been very low, refined is cheap, there is 5 points gain in the contracts placed a few days ago, and it is all right to go on and do business up to the close of the season; no boom, but a recovery from the depression and "hard times" atmosphere, which, were they to last, would soon become real. It will be a welcome change for all of us.

Refined Sugar.—The American Sugar Refining Co., Howell and Arbuckle quote basis of granulated, 4.70 cents, less 1 per cent. cash. The Federal's price is 4.60 cents, less 1 per cent. A good business has been transacted in new contracts. Withdrawals are fair. Shipments are being made promptly.

M. G. Wanzor & Co.
New York, N. Y.

Baltimore Canned Goods.

No. 1.

Pessimism is giving way to optimism slowly, but none the less surely, in the canned goods market here. As the canners in this section were among the first to feel the effects of the depression in the merchandise markets, as a consequence of the money panic, they may be the first to experience the return of the activity and good feeling which cannot be stayed. Our bank friends are again commencing to loan money on canned goods as collateral, and that is the best feature in the situation. Whenever the money lenders recognize the fact that canned goods have an intrinsic value, the jobbers can safely take their cues from them. Holders of tomatoes feel much encouraged this week because trading in that article has been resumed, and some medium-sized lots have changed owners during this week. There may be no rush to buy tomatoes, nor any other line of canned goods, for some little time to come, but shrewd buyers will be quick to act when they feel reasonably sure of their ground. The month of December is usually one of the dullest in the whole year, and there is more reason for it this time, but the character of the buying of small quantities of assorted canned goods frequently repeated seems to be proof, in advance of its coming, that the market is in good shape for improvement after the New Year is fairly started.

Thos. J. Meehan & Co.
Baltimore, Md.

No. 2.

In going over the market we find the quantity of No. 3 standard tomatoes for buyers' labels, obtainable at 80 cents per dozen, very light.

There is some little buying of tomatoes from day to day. Nothing heavy, but apparently enough to keep the market from declining further. The present depressed state of affairs does not seem to deprive holders of tomatoes of their confidence in the future of the market. The fact is that most of them are in good position to hold the goods they have left. The year 1907 has been a good one for packers in this section, and while the exact figures as to the holdings are not available, it is very doubtful if the entire stock left in first hand is more than 10 per cent. of the entire pack. As far as Baltimore City proper is concerned, the percentage of the pack on hand, we think, is even smaller than this. Reports coming in from quite a number of jobbers indicate that no large stocks are being held throughout the country by the jobbing trade. Without making any predictions, it is pretty safe to look forward to some good buying of tomatoes after the turn of the year.

The low prices being quoted on Baltimore pack oysters is stirring up some little, though not very much, business.

Watch sweet potatoes. Stocks are very light and this is one of the few items which have not shown any tendency to decline during the past month. This is due to actual scarcity.

Thos. G. Cranwell & Co.
Baltimore, Md.

No. 3.

With the monetary situation somewhat improved and the pros-

pects of more ready money, a relaxation of the hoarding grasp and general improvement probable in the near future, tomatoes are again looking up and the general feeling is decidedly better than it has been for some weeks past. There has been an exceptionally good demand for 3s standard tomatoes, country packed, for buyers' label, and owing to the extremely light stocks of goods remaining in packers' hands and only a small percentage being adaptable to buyers' label, as it is a custom with the packers to label practically all their goods before cold weather sets in, it is exceedingly difficult to locate buyers' label lots under 82½ to 85 cents. Quite a bunch of bids at 77½ cents, f. o. b. for packers' label have been turned down and the number of sales have been made on a basis of 80 cents, offerings at this price are considerably lighter than they were a week ago and the tendency is upward just as quick and as fast as the financial wheels begin to run more smoothly.

As 2s tomatoes are scarce, there is considerable interest shown in this size; reports indicating that they can be bought at 60 cents, f. o. b. cannot always be verified, although in some cases, this has been a lever in obtaining 62½-cent offerings on this basis. 10s, or gallons, are held at $2.65. Extra standard 3s are difficult to locate for buyers' label.

The corn market has not shown improvement in keeping with tomatoes and stagnant conditions continue to prevail, with few inquiries and little business during the week. Southern Maine style can be obtained on the basis of 65 cents, f. o. b. factory, while shoepeg is offered on the basis of 72½ cents for standard and 85 cents for fancy grades, under wrapper label.

STRASBAUGH, SILVER & CO.
Aberdeen, Md.

—

Imported Fish Products.

The trade in all kinds of salt fish continues dull and featureless.

Holland and Scotch herring are plentiful and prices are in buyers' favor.

Irish herrings are in short supply and in good demand at full prices.

Norway herrings in fairly good supply and in very good demand, owing to the particularly fine quality and the low prices prevailing.

Irish mackerel are scarce and in hand-to-mouth demand.

Norway Mackerel.—Dull, but very firm. Holders are making no concessions and are looking for higher prices. Stocks are very unimportant, and a half ways fair demand will clear all the stocks that are available of Norway mackerel; consequently no lower prices can be looked for this season.

Imported Oil Sardines.—There is no change.

The first shipments of new French sprats has arrived to-day and the quality is very nice. Fish are small, and although business in general is rather quiet, arriving lots are taken up freely by buyers who are without stock.

Buying in general in our lines has been very limited and it is our opinion that when the demand comes again after the turn of the year, our wholesale grocers will find themselves with very little stocks on hand, and when they will be obliged to buy, they will have to pay full prices to get what they want, as almost everything in our line is scarce, and this scarcity cannot be relieved until new catch and new crops come in, which cannot be looked for for some little time yet. There is excellent outlook for a good spring business.

STROHMEYER & ARPE CO.
New York, N. Y.

—

Spices.

The market shows more activity. In our opinion, higher prices must rule after the turn of the year. There have been few import orders placed during the last thirty days, and stocks are gradually diminishing. When the scarcity prevails, a firmer market will prevail.

Pepper.—Prices are practically unchanged. The demand is very fair. We look for a slowly rising market.

Cayennes.—Demand fair and prices are lowest for years.

Cloves.—Prices practically unchanged during the week. Receipts at Zanzibar indicate an unusually large crop.

Pimento (Allspice). — Very steady, and it looks to us like this spice should advance.

Mace.—Demand at this season large. Prices are steady, but unchanged.

Nutmegs.—In better demand. Prices continue lowest on record and are safe at present market value.

Cassias.—Getting scarcer; demand somewhat larger. Prices are steady and firm.

Gingers.—Demand good at steady prices. There has been little or no change of note.

Seeds.—Mustard seed steady. Caraway slightly easier. Poppy is unchanged and celery remains firm. Coriander is in fair demand at unchanged prices.

Rubbed sage and sweet herbs are selling well.

McCORMICK & CO.
Baltimore, Md.

MARKET NOTES.

Salad from Florida commands $1.50 to $2.50. The quality at the higher price is very fine and the demand is good.

—

Hot-house radishes seem to be wanted at $3 to $3.50 per 100. The quality is very fair.

—

Florida tomatoes are also higher—$4 to $4.50 for the finest, though there are some about at $2.50 to $3. The latter, however, are poor. California tomatoes are about out. Hothouse fruit ranges from 25 to 30 cents and are selling well.

—

Long Island cauliflower ranges from $2.25 to $3.50 per barrel and is in fair demand. Some very good cauliflower is on the market.

—

Florida eggplants are not popular just now. The price averages $2 per crate.

—

Florida beans show an advance over last week. The present quotation is $2.50 to $3.50. The demand at the advance is good, on account of fine quality.

—

New Bermuda potatoes are selling at a reasonable price—$5.50 to $6.50 per barrel. The quality is good and the demand fair.

—

Florida peas average $3.25 per basket. The quality is fine and the demand active.

—

The first few strawberries are in market and average $1 per quart. The quality is fair, but there is no special demand as yet.

—

Although there is some accumulation of Florida oranges, the finer grades still command $4 per box. Other grades can be bought as low as $2.50.

—

Florida grapefruit are firmer by about $1 per box. The present range is $4 to $6 per box, due apparently to nothing but increased demand.

—

Florida tangerines are high—$4 to $5 for full-sized box. The demand is good.

Two-Minute Sermons for the Retail Grocer

XXII.—Tying Theory Round Your Feet.

An ounce of practice is worth more than a pound of theory.

While theories are valuable, the man who goes no further than theorizing accomplishes very little in these times, when the men who do things are in such great demand.

The theory is necessary, for the man who works without it is working under the disadvantages of darkness. The theory brightens the way of the worker, but the theory man of to-day, no matter what line of work he takes up, must also be a worker. He must be able to demonstrate his theories or they are generally put down as of little value.

The practical man has learned all he knows by dear experience, and what he knows he knows well. His great troubles are his limitations. Take him into fields outside of past experience and he is a timid investigator, for he is accustomed to basing every action on precedent.

The theory man, on the other hand, is always trying to break away from precedents and tries to accomplish better results in an easier way. He is necessary to progress, and is probably just as important a factor in the world's doings, but it must always be borne in mind that no amount of theory is of any value unless a practical man puts it into practical use.

If you have a theory, be practical enough to demonstrate its value. Do not be satisfied with it as a theory. Go ahead and make it a fact. Show it to be practical and then you have accomplished something, and have something more than a dream to satisfy you. F. A. P.

Trading Stamp Company Can't Use Girl's Photograph.

A New York photographer, having taken a picture of a young woman, turned over a few copies of it to the Sperry & Hutchinson Co. to be displayed as an advertisement in the window of that concern. The young woman sued the trading stamp company for damages, alleging that the display of her likeness in connection with this catchpenny scheme had "humiliated" her, "made her nervous," and "upset her," and that her friends had found amusement in her discomfiture. She was awarded a verdict of $1,000.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Editor Science of Advertising.

Dear Sirs:—Inclosed find sample of circular of which we distribute six thousand a week. We had good success with the assorted case of canned goods, sold 80 cases. Made a separate pyramid of each in window with sign 15 x 20 over and to the rear of window and canned goods. Sign read same as top of circular. Would like to have criticism and where ad might be improved.

Yours truly,
RALPH P. WHITE.

The circular inclosed was a large green card, 7¼ x 11 inches, printed the short way. On one side it was made up like a private mailing card and bore a printed address, To the Head of the House." The other side bore the following:—

WE SAID BUY FLOUR AT $5.75 A BARREL. THOSE WHO DID IT SAVED A DOLLAR

We say buy Canned Vegetables NOW. Special Prices for a Few Days

SMALL TENDER EARLY JUNE PEAS
FANCY TENDER MAINE OR BABY CORN
WHOLE RIPE TOMATOES WELL FILLED CANS
12 CTS CAN
24 CANS TO CASE
$2.88
$2.30 THIS WEEK
58 CENTS SAVED
STRAIGHT CASES OR WE WILL ASSORT THEM--8 OF EACH KIND

NEW DEEP RED CRAMBERRIES, 11c Quart

TOASTED TEA CAKES - - 11c lb
These Cakes come packed in an EXPRESS WAGON
8 lucky Boys will get one Free this week

10c BOTTLE AMMONIA, - - 8c

FANCY WHITE NORWAY MACKEREL, ½ to 2 lbs each

15 BAGS EXTRA CHOICE DRINKING COFFEE, 17c lb. 5 lbs 75c

New English Walnuts,	18c lb	Fine Juicy Prunes,	3 lbs 25c
New Imported Sardines,	10-15c	Lititz Pretzels,	15c box
10c pkg Corn Starch,	8c	Full Cream Sharp Cheese	
Arabian Beauty Cakes,	10c lb	Gurnsey and Tub Butter	
Picnic Shoulders,	10c lb	New Seeded Raisins	
Beardsleys Shredded Codfish,	10c box	25c Premier Baking Powder,	19c
Shredded Fish,	5c box	New Pancake Flour,	10c pkg
New Whole Cod and Hake		Qt. Soup Beans,	9c

Goods Delivered

White's ...FRANKFORD AVENUE
WHITE FRONT
2nd Door above Adams
Phone or Drop Postal — Headquarters for Tea and Coffee

It is naturally easy to criticise an advertisement that has produced results; it is a good advertisement, of course. Still there is always the question to be considered—could it have been made to produce better results? This circular is snappy enough as to reading matter, but it could have been arranged better typographically. I should have cut down the space given to the name and address at the bottom. An inch, instead of 2½ inches, would have been ample for this. This would have left some extra space to spread through the body. Then I should have given the circular a headline. The flour line should have been moved down into the body of the advertisement, and a headline, something like: "How to Save 58 Cents," put at the top. Immediately below should have gone the canned goods matter. The lines below this which now run clear across the page should have been divided into half, and a line or two of reading matter added to each. For instance, under the cranberry line, which, by the way, is not spelled "cramberry," might have appeared something like this: "Perfect, ripe, juicy berries, splendid for sauce." This sort of stuff helps along a sale and it ought to be used wherever possible. Don't try to set a whole advertisement in display type, and don't set display lines in capitals throughout.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

SOLVING HAM PROBLEMS

All of the problems of your ham department are solved by selling PREMIUM HAMS—the same yesterday, to-day and forever. We can and do control our raw material, and so PREMIUM HAMS steadily maintain the same perfect quality.

And the advertising we do for them brings a steady stream of trade to the grocers' door.

Swift & Company, U. S. A.

AGENTS WANTED
To Solicit Subscriptions to
"The Grocery World"
Write for Information.
LARGE COMMISSIONS
to those who desire to devote their entire time, or carry as side line.

How to Make New Trade

New trade and Cash sales are always in demand. If you will send for our new Catalog of Beautiful Premiums (*we send it without cost*) it will tell you how you can not only increase your cash sales, but also how to get new trade.

B. L. Williams & Co.
Successors to WILLIAMS, RIDGWAY & CO.
132 Market Street PHILADELPHIA

$15 PROFIT PER GROSS
GOFF'S COUGH SYRUP
The Cure for Deep-seated Colds
Write for our special proposition to grocers.
S.B. GOFF & SONS CO., Camden, N.J.
ESTABLISHED 1872

Tourist Almoco Golden Drip

These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.

Levering Coffee Co.
Baltimore, Md.
Established 1842

PENNYWASH
A FAMILY WASHING IN 30 MINUTES FOR 1 PENNY
NO BOILING NO RUBBING
THROW AWAY WASHBOARD, BOILER & MACHINE
Absolutely harmless. Can be used in hard and soft water; saves money, bad temper, lame backs; cleans and purifies everything washable; saves coal and gas
AT ALL GROCERS
Pennywash Co. 1920 Park Ave., New York

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

(One Account at a Time)
Patented March 20, 1906; October 29, 1907.
Other patents pending

DOES YOUR BUSINESS NEED A DOCTOR?

Do you know how much to the penny is outstanding when you close in the evening?

Do you know the condition of each customer's account?

Do your customers "kick" when they settle?

Do mistakes cause customers to get angry?

"The Bennett" Account Always Posted System Cures All Business Ills!

Catalogue for the asking.

The Bennett Register Co.

No. 2 Park Avenue LISBON, OHIO

Home Sugar Production Over Five Times as Great as Nine Years Ago

Report of Secretary of Treasury Shows Enormous Strides by Our Own Business of Making Sugar. The Year's Meat Inspection. Work of Federal Food Law.

Special correspondence of "Grocery World."

Washington, D. C.,
December 13, 1907.

I have obtained the usual advance sheets of the annual report of the Secretary of Agriculture, and find considerable therein, touching various phases of the food crops and investigations into the food supply, to interest the grocery trade vitally.

Each year the report makes it more evident that our own beet sugar industry is destined to become one to reckon with in the very near future. [Already home grown and home refined beet sugar is sold in practically all parts of the United States except certain portions of the South.—Ed.] The following is given to show the growth of the industry in a nutshell:—

> The beet sugar industry in this country had not advanced beyond experiment and given promise of prominence until about 1888. Since that year it has rapidly grown, under aid and encouragement from the Department of Agriculture and the experiment stations and with favorable legislation by Congress and several State legislatures.
>
> About 560 short tons of beet sugar were made yearly from 1879 to 1887; in 1891 the quantity was 6,000 short tons; in 1892, 13,460 short tons; in 1893, 22,344 short tons; in 1897, 45,246 short tons; in 1899, 81,729 short tons; in 1901, 184,606 short tons; in 1903, 240,604 short tons; in 1906, 483,000 short tons; and in 1907, 500,000 short tons.
>
> Sugar factories occupy a belt across the continent in the sugar beet zone and a belt from Washington to Arizona along the Pacific coast. From the easternmost factory in Western New York they extend through Ohio, Michigan, Illinois, Wisconsin, Minnesota, Kansas, Nebraska, Montana, Colorado, Utah and Idaho, and from Eastern Washington through Oregon and California to Southern California and Arizona.
>
> In sixteen States there were sixty-four factories in 1906, with a capacity of working 49,500 tons of beets daily. Factories with more than three fifths of this capacity are situated in the Western Division of States, and in that region this new crop has so well established itself and the growing of sugar beets has proved to be so remunerative that sugar beet farms of the medium sort increased in value $42.49 per acre from 1900 to 1905, as determined by special investigation by the Department of Agriculture, or from $99.47 per acre in 1900 to $141.96 in 1905.
>
> To the fostering of this industry by nation and States, to the instruction provided by the Department of Agriculture, by experiment stations, and by agricultural colleges it has responded by increasing the value of its production 543 per cent. in nine years. The factory value of the refined sugar made in 1899 was $7,000,000 and in 1907, 45,000,000. More than $60,000,000 is now the value of the beet sugar farms and factories.

The Department of Agriculture is confident that the meat inspection law has been a good thing:—

> The Federal meat inspection has been greatly extended and improved under the new law of June 30, 1906, and is now on a higher plane than ever before. Public confidence, which was unsettled by the agitation of the previous year, has been restored. The important matters of sanitation of slaughtering and packing establishments, preparation of meats and products, use of chemicals, preservatives, etc., and prevention of fraudulent labeling are now controlled and regulated, whereas formerly the Department had no authority over them, but was practically confined to an inspection before and at the time of slaughter to determine the health of the animals. The interstate transportation of meats and meat food products is also now under control.
>
> Naturally a very marked increase has occurred in this branch of the work, as compared with the preceding year. Inspection was conducted at 708 establishments in 186 cities and towns during the fiscal year 1907, whereas in 1906 the corresponding totals were 163 establishments and 58 cities and towns. The number of employees engaged on meat inspection July 1, 1906, was 981; on July 1, 1907, this force had been increased to 2,290.

As to the delay in bringing cases under the food law, and also the work of the law in general, the department has this to say:—

> Although up to the 1st of July no actual cases had been instituted in the courts under the food and drugs act, the moral effect of it was apparent in every branch of trade connected with the food industry. One of the most gratifying features of this preliminary activity has been the almost unanimous support accorded by the trade to the principles of the law. In most instances manufacturers of food products, as well as dealers therein, have expressed their cordial support of the act and offered their hearty co-operation in securing its execution. The importance of this fact cannot be overestimated, since the difficulty of enforcement, if the entire trade was opposed, would be practically insuperable. Supported, however, not only by public opinion, but also by the active collaboration of producer and consumer, the food law will have that moral support which is absolutely necessary to secure more wholesome and properly branded food and drug products for the market.
>
> Food and drug inspection laboratories are now established, or are being installed, at New York, Boston, Philadelphia, Chicago, New

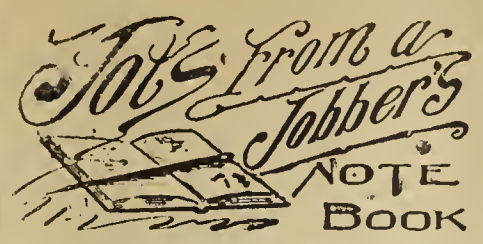
Orleans, San Francisco, St. Paul, Detroit, Savannah, Seattle, Buffalo, Kansas City, Denver, Galveston, Portland (Ore.) and Cincinnati. Others will be established as the work requires.

These laboratories examine the imported samples taken at the port of entry and the interstate samples sent in by the inspectors, referring violations of the law and doubtful cases to the Washington office for action, and releasing those found to be according to law.

In nearly all of the laboratories of the Bureau of Chemistry important research work bearing on practical problems in the analysis of foods, drugs or cattle foods is in progress, the elaboration of new methods and the improvement of those in use being of the greatest importance in the examination of products under the law. Investigations illustrative of such researches, are as follows: Work on the composition and adulteration of flavoring extracts and methods for their analysis; the effect of cold storage on fowl, game, milk and eggs, in which work the bacteriological chemists play an important part; the study of canning products, such as canned corn, tomatoes, peas, catsup, etc., with special reference to the use of preservatives, including both factory inspection and laboratory experiments; methods for detection of the artificial coating of rice; a study of American honeys, involving the chemical analysis of 112 samples and the microscopical examination of the pollens found therein; an investigation of the ice cream and milk supply of Washington, D. C., in the course of which about 800 samples were examined from both a chemical and bacteriological point of view; and an analytical and microscopical examination of American cattle foods as found on the market, including 365 samples.

HOLT.

If your customers ask for Exton's crackers they do so simply because—they want Exton's. Anybody would know that. Why, then, trv to delude yourself by thinking you can "work off" something that looks like Exton goods and the customer be as well satisfied? The call is for Exton, and Exton should bc supplied. A name not difficult to remember.



The death of William A. Havemeyer, the president of the American Sugar Refining Co., usually spoken of as the Sugar Trust, removes a gigantic figure in the sugar business of this country; in fact, the dominant figure. Mr. Havemeyer was the Sugar Trust, that is agreed to by all who knew him. He absolutely dominated the Trust in all of its actions and has been repeatedly cited as the greatest instance of purely one-man power in the United States, greater even than that of the Standard Oil Co. under John A. Rockefeller. For Rockefeller drew men around him and committed much of the detail work to them. Havemeyer, on the other hand, was the whole thing. He knew every phase of the sugar business, the growing, the buying, the shipping, the manufacturing and the selling, and he ruled all phases. It was he who dictated all changes in price, all changes in policy and who made all arrangements with the trade. Nobody connected with the Sugar Trust had any authority, excepting in his own narrow groove, when Mr. Havemeyer was on deck. The removal of such a man will doubtless prove a heavy loss to the Trust, though he had his faults. He had a very arbitrary temperament for one thing, and consistently pursued a policy of secrecy concerning the doings of his company which doubtless secured for it much public enmity. In some cases this policy of secrecy has led the man to pay large sums of money rather than divulge certain of the affairs of the corporation. Even the concern's own stockholders were to a great extent shut out from much of the information due them as members of the company. As to this, Mr. Havemeyer's idea was that all the stockholders wanted was good dividends, hence he saw to it that they usually got them. Perhaps one of the most noteworthy acts of Mr. Havemeyer was his statement before the Congressional Committee several years ago that "the tariff was the mother of trusts."

* * *

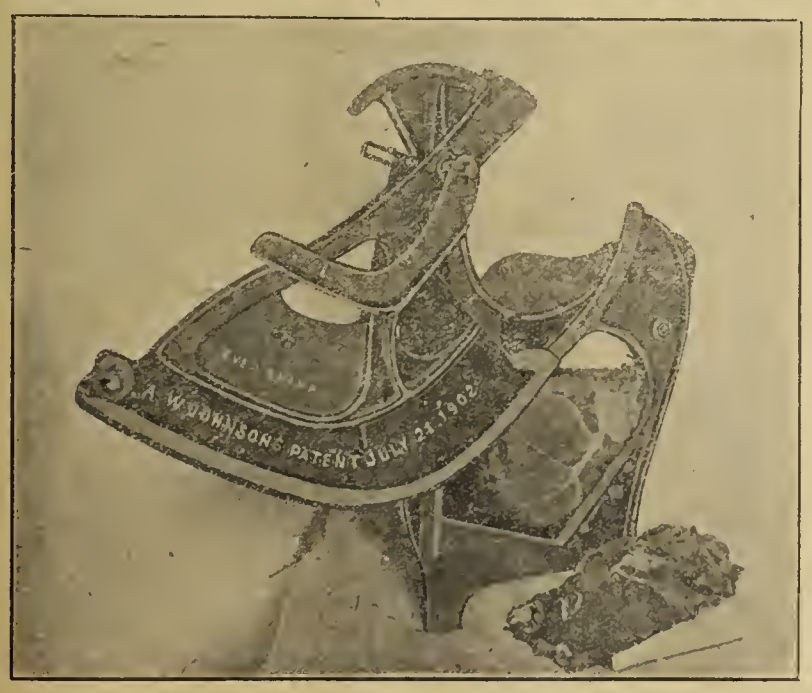
The unusually wide difference between the price of fresh and storage eggs is producing an assortment of more widely differing retail egg prices than I have ever known before. Good, fresh eggs to-day command 40 cents at wholesale, and they are scarce at that. The finest storage eggs can be bought at 19 to 20 cents, which is a most remarkable difference and one which very seldom obtains. This difference between the two grades of eggs gives the retail dealer a better chance to sell storage eggs at a profit than he has ever had before. He can't sell fresh eggs for less than about 45 cents to make a profit, which gives him a latitude of all the way from 20 cents up to 45 cents to sell storage eggs, and still be below the price of fresh. And the retailers are taking advantage of it. Some who want to make a drive are selling storage eggs at 25 cents, and from this the price runs all the way up to as high as 40 cents a dozen, the latter being the finest storage eggs, carefully candled. Naturally the latter price pays a much larger profit than the retailer is accustomed to make on eggs, provided he has bought his eggs right. In some cases the wholesale dealers are making the profit themselves, selling candled storage eggs at a price between 30 and 40 cents per dozen.

THE JOBBER.

Heavy California Lemon Crop.

Every indication points to the fact that this season California will have the largest lemon crop that has ever been known in the history of the State. Although there are no definite figures as to the amount of lemons shipped out of California last year, about 4,000 cars would cover the shipments during the year ending November 1, 1907. The lemon crop has averaged about this much for the last two years. A 50 per cent. increase, which is expected, in the crop would mean 6,000 cars of lemons out of California this season.

All delivery charges are paid to your nearest freight or express office when you buy Forbes Indexed Coupon Books. See advertisement.



Slices Everything from 6-pound Knuckles to half-ounce Ends.

The Old, Old Way

The DRIED BEEF Business as It Used to Be

Every grocer sold a little dried beef, little enough, but still a little. If he chipped it as he sold it, the cost of his wasted ends reduced his profits to zero. If he handled ready-sliced meat, the sales were smaller yet and the business unsatisfactory. Either way a temper-trying, profitless, undesirable business, tolerated with indifference.

The New Up-to-date Way

Only one progressive grocer in the town equipped with Johnson's "EVERSHARP" slicer. His offering of sliced beef a wonder and a revelation—full size slices, thin as paper, smooth as glass, soft, moist and delicious, freshly cut every morning, wins the steady patronage of every housekeeper that sees the beef. Families that used a quarter pound once a month, now buy a half pound of this splendid beef two or three times a week. The old-fashioned machines are consigned to the junk pile. The wholesale dealer in ready-cut beef takes his wagon off the route and finally gives up the business. The town consumes more than ten times the quantity of dried beef it ever did before, and one store sells it all. While the proprietor, secure from competition, smiles a glad, happy smile as he thinks of the increased business, greater profits, and freedom from trouble and waste that goes with this patent-protected monopoly—JOHNSON'S EVERSHARP SLICING MACHINE. Give this machine one month's trial, if it don't make good send it back. Send for a sample of our sliced beef and see the world's best.

A. W. JOHNSON, New Brunswick, N. J.

The Boozer in Business.

It's really a remarkable thing, when you think about it, how generally the fellow who boozes is handed a lemon nowadays.

I'm talking about business, now, entirely.

Take it on the road. Why, I can remember when it didn't make a mite of difference to a salesman's standing whether he hit it up or not. As a matter of fact, a great lot did hit it up. You'd hear somebody say of a fellow: "Yes, he drinks a lot, but he's a crackin' good salesman."

And he would hold his job year after year, drunk first quarter the time, then half the time, next three-quarters and finally all the time.

You can't find that to-day, not once; no, sir, not once. Nobody's got any time for a boozer. Everybody's too busy hustling, and the fellow who stops half a dozen times a day to liquor up is way behind in the race.

And out of a job the minute his house gets on to it.

I went to a certain hardware jobber about a month ago, to help get a place for a friend of mine who had had to give up a first-class road job about six months before and go away for his health.

I told my little story.

"Oh, yes, I know —— ——," said the hardware man, "and I'd like to put him on, for we've got a weak man in that territory. But I wouldn't have him here at any price unless he's stopped drinking."

I couldn't say he had, for he hadn't. The jobber shook his head very positively.

"Sorry," he said, "I won't have a man who drinks working for me anywhere. You never know what they're going to do or when they're going to do it."

Twenty-five years ago that salesman would have got that job instantly, without a thought of whether he drank or not.

There's a retail grocer going through bankruptcy in an inland Pennsylvania town that needn't have gotten into the muss at all, in my judgment.

His credit got in a very ticklish condition. Still, not so ticklish that he couldn't have pulled through. It all depended on his creditors. They were in shape to shut him up any minute, or let him go ahead, just as they liked. He had a good business, and enough assets to tide him over with some good careful steering. The heaviest creditor was a small jobber in the same town.

This retailer was a boozer. Right in the midst of his squeeze, instead of letting it alone and doing his blankdest to pull things through, he would hit it up—hit it up, hit it up. One day when he was about quarter drunk he was figuring up his check book and made a mistake of a hundred dollars, so that his deposit seemed to be that much more than it was.

Against this wrong balance the retailer drew a check in favor of his local jobber that was about $40 within the wrong balance and $60 too much for the right balance. And that very minute, mind you, he had enough checks and cash in his clothes to have deposited to make the check good, if his head had only been clear enough to subtract right in the beginning.

The check came back to the jobber marked "not sufficient," the jobber got up in the air and came down on him, followed by all the other creditors, and my friend woke up from his hiccups to find himself in the Bankruptcy Court.

Never needed to have happened at all!

The boozer's been tolerated a good many years. People sort of overlooked it, if he had any real strong qualities, as a kind of amiable weakness.

They don't overlook it in business any more. You let a fellow get a reputation for boozing a bit and he might as well not ask for anything, for he won't get it.

Nobody wants anything to do with him. Nobody wants to buy goods of him or to sell goods to him, except for cash.

Nobody'll give him a job, if they know he drinks. In fact, some of the bigger establishments who use thousands of men have cards up reading: "No man who uses intoxicating liquors in any form will be given employment by this house."

And if he starts in to drink after he's got the job they'll take it away from him if they find it out, no matter how good he is otherwise. One good, sharp warning, never over two, and then out he goes.

It's a case of general suspicion and distrust.

Only the other day I was standing in a Front street wholesale grocery house. A broker whom I knew to be a pretty important fellow came in and the jobber started to kick because some goods had come in over the wrong road, involving a longer haul or something. The broker promised to fix it up.

"Now do that sure to-day, wil you?" said the jobber, "becaus we need those goods."

"Sure," said the broker, "I'll d it within an hour."

"If," observed the jobber, wit a twist to his mouth, as the broke went out.

"If what?" I asked.

"If he don't get loaded wit rum in the meantime," said th jobber. "He hits it up too muc that fellow, and you never ca depend on a man that doe that."

By gad, before I'd be a ma that nobody trusted, I'd blow th top of my old head off!

THE STROLLER.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is be explained by the letter which appears below, and which was recently sent to th "Grocery World." In the hope that a little such matter may be of interest and valu to "Grocery World" readers, a short educational article along the lines indicated wi appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Mango Chutneys.

There are three recognized varieties of these Indian condiments, all made of sliced mangoes gathered before being ripe, viz., Green Mango Chutney, sour and hot, consisting of the young mangoes; Sweet Mango Chutney, moderately hot, but sweet, and Sweet Sliced Mango Chutney, composed of larger slices, very sweet and hot.

Mangoes.

The word mango is from mangga, the Malay name for the mang tree, or Mangifera indica, of which there are a great many varieties, differing in the shape, size and flavor of the fruit.

The trees usually grow 40 to 50 feet high in the East and West Indies, something like chestnut trees, and are cultivated in most hot climates.

The fruits, mangoes, are of pear or kidney shape, resembling the plantain, orange colored, and almost covered with small black spots when ripe, and varying in size from a hen's egg to that of a goose. Each fruit contains a large flat ston with a nutritious kernel inside.

Some kinds of mangoes are fibr and inferior, with a flavor of tu pentine; but the best are very lus cious, pulpy, and cut like apples.

Maracaibo Coffee.

A South American variet grown in Venezuela, at the Nort of Brazil. New crop reaches Lon don in July.

Maraschino.

Sometimes spelt Maraskino, o Marasquino.

A popular bitter-sweet liquo now made in Italy and other place but originally in Dalmatia, aroun Zara, from the small black delicatel flavored wild cherry, peculiar t that region, known as the Maraq ques or Marasca cherry.

The fruit and kernels are crushe together, one part to a hundred o honey added, and the whole fe mented.

The juice is then distilled and rec tified, sugar and water and some times more honey being added t flavor it.

Fraud Indictment Against Sears, Roebuck & Co.

Chicago Mail Order House Indicted by Federal Grand Jury For Using Mail to Defraud. Sold Paint Containing No White Lead and Jewelry Without the Jewels It was Said to Contain.

The greatest interest has been aroused over the fact that the Federal Grand Jury for the Des Moines, Iowa, district has found several indictments against Sears, Roebuck & Co., the Chicago mail order house, on the charge of selling goods through the mails under false representations.

The prosecution was brought about by the Iowa Retail Merchants' Association, which has been laying for the Chicago mail order house for a long time. The indictment contains three counts, in all of which gross misrepresentation of certain goods is charged, not only through the concern's catalogue, but through circulars, pamphlets and other business literature.

The first count covers a sale of paint made by Sears, Roebuck & Co. on the representation that "all our paints contain white lead made in our own great paint factory under the supervision of the finest paint experts. They have given universal satisfaction and we are able to place over them our most liberal guarantee, which you are doubtless familiar with."

The charge is that Sears, Roebuck & Co. had no paint factory of their own, that their paint contained no white lead and was of a very poor grade.

The second count covers a ring represented to contain four pearls and four sapphires. When received it was found to contain neither pearls nor sapphires, and was in every way inferior to the catalogue representations of it. Another ring, also ordered to secure evidence against the firm, was said to contain twelve pearls and two rubies. As a matter of fact, it contained no pearls and no rubies.

It is probable that the case cannot be tried before the May term. Report says it will constitute a rather remarkable revelation of typical mail order methods, as a mass of evidence has been gathered.

The "Grocery World" wrote Sears, Roebuck & Co., upon first receiving news of the indictment, asking if they had any statement to make for publication, but none has been received up to this writing.

Most of the cucumbers on the market now are from hothouses and range from $1 to $1.25 per dozen. Florida cues are very scarce.

Figure This Out.

Manufacturers who have adopted premium schemes to create a demand for their products, have always given the premiums to consumers. Where manufacturers have offered an incentive to grocers to push their goods, the incentive has always been small. It had to be small, because no individual manufacturer could afford to give a grocer from his individual profits anything more important than a silk hat, an umbrella, etc. But when twenty or more prominent manufacturers, whose products are sold by grocers everywhere, set aside a part of their advertising appropriations to put into a fund to buy something substantial for the merchant, that something represents an article of sufficient value to make it worth the grocer's while to take a real interest in pushing the goods of the manufacturers who take this means of showing their appreciation of the grocer's services. That the importance of this matter may be plain to you, figure out the following: The Knickerbocker Chocolate Co., New York, gives you a quantity of Universal coupons with their Hasty Lunch Chocolate, Bedford and Blue Ribbon Cocoa. No better goods ever came into this market. Add these coupons to the ones you get with the products of the following firms and you will find you can save enough coupons in three months to entitle you to a first-class set of harness, a platform scale or a roll-top desk. In six months you can save enough to get a good runabout, in a year a good piano:

The American Premium Co., Philadelphia; Wrigley Manufacturing Co., Philadelphia; Franklin Baker Co., Philadelphia; the Porcela Co., Philadelphia; McCanna & Fraser Co., Philadelphia; John Scott & Co., Philadelphia; Weber & Loesch, Philadelphia; Wm. Dreydoppel's Sons, Philadelphia; J. W. Beardsley's Sons, New York; Dixon Crucible Co., Jersey City; Sea Foam Baking Powder Co., New York; Flodon Manufacturing Co., Boston, Mass.; Potter & Wrightington, Boston, Mass.

Within a month a number of other big local houses will join this enterprise. Don't you think this matter is important enough for you to push the goods of these firms? Don't you think the manufacturers who have been been first to recognize the grocer's right of consideration should have the grocer's hearty co-operation?

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

Fine Catalogue and Color Work

No. 927 Arch Street, Philadelphia

LEGAL DEPARTMENT

Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
Legal Editor GROCERY WORLD,
927 Arch Street.

Question: * * *, Pa.—I rented the store property I now occupy in August, 1906. The lease made was a lease for one year, without any privilege of renewing and without any provision that the lease would renew itself if three months' notice was not given. I stayed here during the year and am still here without any change having been made in the arrangement. My landlord now wants to say that since the year expired he can compel me to remove at any time upon the giving of one month's notice. Please inform me if he is correct.

Answer.—Your landlord is wrong. When you held over after your lease had expired you became a tenant from year to year, as the law calls it, and can hold the property until August, 1908. Even then you cannot be ousted unless three months' notice is given.

—

Question: P. T. Williams, Newark, N. J.—A certain person of this city owed me a debt and on November 25, 1907, paid me by check. I kept the check in my pocket with several others until December 9th, when I presented it to the bank for payment. It was returned marked "insufficient funds." I am advised that I can have the person arrested and prosecute him for giving me a worthless check. Please let me know what I can do.

Answer.—You probably have no criminal action whatever against your debtor. As a matter of fact, you were negligent in not presenting the check for payment within a reasonable time after you received it. If there had been money enough there to meet the check when it was given, and the bank had failed before December 9th, when you presented it, you would lose the debt, as the law would hold you negligent in waiting so long to make presentation. You can simply sue him civilly on the check or the original debt, whichever you prefer.

—

Question: * * *, Shamokin, Pa.—A, a married man, holds real estate in his own name, which he desires to sell. His wife refuses to sign the deed. Is there any way in which the deed can be made good without it?

Answer.—No way whatever. In order to waive her dower rights in her husband's real estate, a married woman must join with him in the deed. Otherwise, the purchaser would take the property subject to her dower rights, and as nobody will buy a property that way, the wife's refusal to join usually blocks the sale. A had better try to conciliate his wife, as she holds the key to the situation.

ASSOCIATION NEWS

Fort Smith, Ark.

The Commercial Club of Fort Smith, Ark., has adopted the following resolution against the parcels post:—

Whereas, The parcels post will again be presented at the coming session of the Congress, supported this time by the head of the Postoffice Department; and

Whereas, We believe the measure is premature, unealled for exeept by selfish interests; therefore, be it

Resolved, By the Commereial Club of Fort Smith, Arkansas, that we express our unalterable opposition to and disapproval of the Parcels Post Bill, as advoeated by the Postoffiee Department, and in faet to any and all Parcels Post Bills of any kind or character, so long as the Postoffice Department shows a defieit.

In support of these resolutions is cited the following reasons for strenuous opposition:—

The great army of retail merchants of the eountry, whose prosperity is the prosperity of all the people, have no special interest in the welfare of the express companies, but they believe, with the utmost sineerity, that an express business is not the proper funetion of the postal system whieh is not organized for that character of transportation.

It means that the retailer and his clerks must look for some other way to earn a living, and the jobber and his traveling men must go out of business. It has been universally conceded that there is no eountry so sure of peaee and plenty as one that is filled with small towns and eities. If the question of a large postal defieit is not to be considered, let Congress give the people an advantage to be enjoyed by all—namely, a penny postage.

Mansfield, O.

The Mansfield (Ohio) Retail Grocers' Association has adopted the following resolutions against parcels post:—

Whereas, Certain interests are seeking to obtain coneessions from the government whereby packages may be carried and delivered at the expense of the Government and to the detriment of the general public in that, it would congest our mails so as to interfere with the delivery of all first and seeond-elass mail matter.

Therefore, We, the grocers of Mansfield, Ohio, enter our emphatic protest against the passage of the Pareels Post Bill in any form believing it to be but elass legislation desired only by a few mail order houses to the great detriment of all legitimate retail dealers of our eountry.

Resolved, That we request our Senators and Representatives from Ohio to use every honorable means to prevent its passage.

Resolved, That we forward a eopy of these resolutions to eaeh of our Senators and Representatives and Chairman of the Committee on Post offices and Post Roads.

The Mansfield grocers have further pledged themselves to each write a personal letter to our Representative asking his co-operation in this matter.

Lancaster, Pa.

The organized grocers of Lancaster, Pa., under the auspices of the Retail Grocers' Association had a gala time at the room on the evening of December 5th, when the Entertainment Committee furnished ice cream and cake with instrumental and vocal music for their enjoyment.

The annual election of officers for the ensuing year resulted in the following: S. J. Rowe, president; E. C. Hertzler, vice-president; John L. Binkley, secretary; C. L. Graybill, treasurer; J. S. Hershey, J. H. Bursk, R. C. Shauh, trustees.

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

Most in Demand

This is the line we carry—a full stock of Seasonable Goods, those that are most in demand. We have had a big trade in Holiday Goods, and can still take care of the "eleventh-hour" comer.

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

NEW ORLEANS MOLASSES.—We now have the new crop New Orleans Molasses, the straight open kettle goods, early arrivals are always the best. **Fancy O. K. Belwood Plantation**, at 46e. per gal.; **Harottimes Plantation Fancy**, at 45e.; **Cruiser Brand Extra Choice**, at 38e.; Half barrel, at 40e.; **Shinhill Plantation**, at 36e. per gal; New crop mixed goods, at 33e. The above are all good values.

CANDY.—A few specialties in Candy, some new, and all good sellers—**Honey Dew** (Comb), 20-lb. boxes at 11e.; **Saco Chips**, 25-lb. pails at 10e.; **Nutco Chips**, 25-lb. pails at 10e.; **Frozen Milk Caramels**, 30-lb. pails at 9½e.; **Jelly Beans**, 30-lb. pails at 7½c.; **French Creams**, 30-lb. pails at 9½c; **Cream Jelly Mixtures**, 30-lb. pails at 8½e.; **Cream Mint Wafers**, 30-lb. pails at 9½c.

FIGS, NUTS AND DATES.—**Choice 3 Crown Layer Figs**, 10-lb. boxes at 8½e; **California Sultana Figs**, 50 5e.-pkgs. per box, at $1.90; **California Package Figs**, 10e.; 10 pkgs. at 80c.; **New California Paper Shell Almonds**, at 18c.; **California Soft Shell Almonds, I X L**, at 17e.; **California Soft Shell Almonds**, at 15e.; **New Marbot Walnuts**, at 14e.; **Good French Walnuts**, at 13c.; **Brazil Nuts**, at 12e; **Filberts**, at 12e; **Best Persian Dates**, at 5c; **Choice Persian Dates Salr**, at 4½c.; **Package Dates**, 20 5e.-pkgs. at 4e.

POULTRY SEASONING.—A blend of the finest sweet herbs and aromatie spices, seleeted with great care, put up for seasoning meats, game, fish and poultry. 2 doz. in a ease, per doz. 75c.

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

The employment of a detective o secure evidence and prosecute iolators of the Sunday law has esulted in the closing of all gro-ery stores, and in other lines of nterest to the grocery trade the ssociation shows a lively inter-st, and we look forward for re-ewed interest the coming year.

Jorth Dakota Commissioner Wins Against Millers.

Food Commissioner Ladd, of North Dakota, has turned the ables on the millers of his State who recently secured an injunc-ion against him restraining him rom proceeding against the mill-ng companies of his State for sing flour-bleaching processes. Prof. Ladd has obtained a writ of rohibition which restrains the ower courts from hindering him ntil there is a further hearing f the matters at issue. The State Supreme Court, after listening to he arguments of the attorneys of Commissioner Ladd, granted the writ, which is returnable Decem-er 10th. The appeal was taken n the grounds that no court had he right to restrain a criminal prosecution, and that as a pri-vate individual Prof. Ladd had he right to publish the results f his investigations as to the "bleached" flour milled by the de-endants. Judge Pollock's injunc-ion prevented Prof. Ladd from doing either of these things. The writ of prohibition will have the effect of suspending the former njunction.

Look! Look! Look!

I will build you a push cart of any description for $15, and guarantee it for one year.

B. HAWKINS' SONS
509 Lombard Street PHILADELPHIA, PA.

SHOW CARDS AND POSTERS

When properly used make the sale of goods easy. *We have nearly anything you can use already printed* at prices *so low* that you cannot afford to be without them.

GROCERS' PRINTING COMPANY
108 N. Front Street, Philadelphia

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

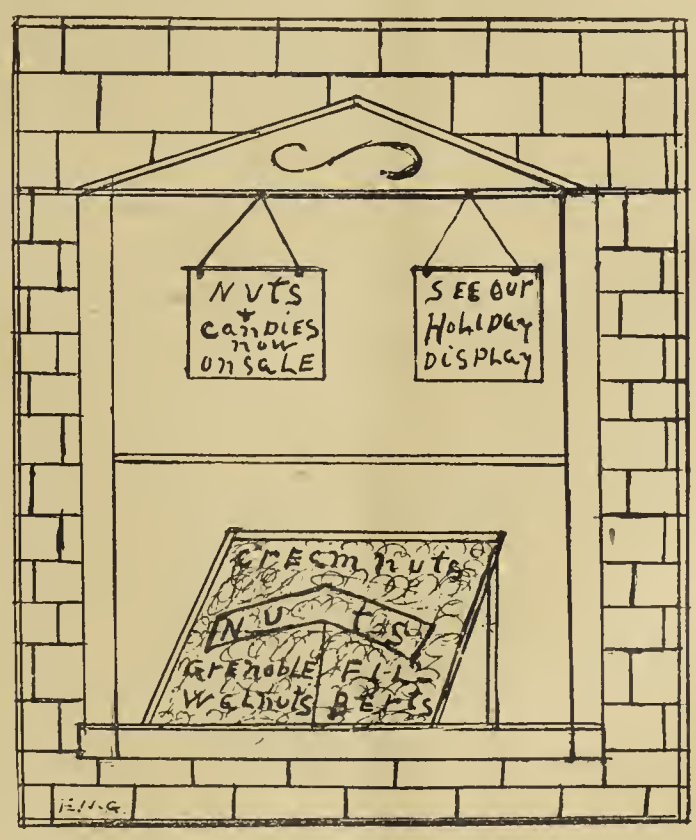
Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Holiday Window For a Grocer With No Bulk Window.

Kindly let me draw your attention to a fact, and one in which I have noticed in our "Window Dressing" display articles as published in the "Grocery World" each week, and that is that the displays all call for a bulk window.

There is no doubt a great many of your subscribers (I know of some) who do not have a bulk window, and, therefore, it is to these whom I wish to write and draw their attention, as to my idea of a very profitable way of using their window for a display of holiday goods, especially as this is the time of year when all grocers handle candies and nuts of all kinds.



The illustration will show you my idea exactly.

This window is not at all expensive, all you need is a few boards about, say, three to four feet long; place one end on the window sill, the other end extending from the window into the store and resting on a trestle or nailed to a strip of 1 x 3-inch board extending the full width of the boards used, and a piece of the same material supporting it from the floor as legs of a table.

The back end of the boards should be elevated about a foot higher than the end nearest the window.

The body of the window having been duly made, cover with a thickness or two of clean paper.

Then divide your floor space into as many parts as you have different kinds of nuts you wish to display (see illustration), or you might make a frame round the edge of the floor space, say, about two or three inches high and then fill the whole space with one kind of a dark nut, such as cream nuts or English walnuts, to the thickness of a few inches, just so it covers all the space so the paper will not show through. Then take a light-colored almond and outline the word "Nuts" in the centre of the window.

You can tack a small price card to a stick and place them on the different kind of nuts.

Then, again, I have seen it work like a charm; after having your floor space made, fill it with one kind of nuts and have your scales and scoops handy, so that as each customer comes into the store for nuts only, they can be waited on at once. Then is your time to give them a polite invita-

"X-MAS PRESENT"

USEFUL AND BEAUTIFUL

No other firm could afford this but us

This is the first time we have ever made this offer—this beautiful 4-piece set of Silverware (guaranteed); full size for family use packed in case; **for only** **97c**

It is done solely to advertise our product and only one set will be sent to each family, with **positively no duplicate orders.** The plate is heavy and the pattern one of the latest and most fashionable—the famous "Rose." The pieces are **Fit to Grace any Table and Will Last for Years.**

ORDER TO-DAY—This price includes all packing, shipping and delivery charges prepaid to your door. Send cash, money order, or 2c. stamps to

Rogers Silverware Co.
Dept. C. No. 114 Fifth Ave., New York

Attention!

Mr. Grocer, did you ever stop to think that very often the cheap prices quoted you are in excess of the quality of the goods you buy?

Lustre Lamp Chimneys

are the one price to everyone, made by union workmen and from the best material money will buy. A trial will convince you

R. E. TONGUE & BROS.
Allegheny Ave., Amber & Collins Sts.
PHILADELPHIA
BRANCH, NEWARK, N. J.

tion to go through the store and inspect the other holiday goods.

This display will also answer very nicely for a bulk window.

Use the signs as illustrated. If your window is trimmed, say, with holly or other greens, it will still add to the attractiveness.

H. J. GUNDAKER.

Lancaster, Pa.

Nebraska Experiment Station Says Bleached Flours Are Harmless.

The Nebraska Experiment Station has just issued Bulletin No. 102. It contains a report of experiments conducted to determine to what extent the commercial methods of bleaching flour affect its baking qualities and its wholesomeness. The following is a synopsis of the bulletin:—

Most high grade wheat flours are more or less yellow when freshly milled. This color slowly fades when the flour is stored in a well-lighted place, but even after several months is still distinct. Formerly flour with a yellow tint was preferred, but now the market demands the whitest possible product. To meet this demand various bleaching processes have been extensively introduced into the flour mills. All the processes, however, employ the same bleaching agent, nitrogen peroxide, some producing it by electrical and others by chemical means.

Bleaching as thus practiced, neither injures nor improves the quality of flour. The color of the low grades is more unattractive after bleaching than before. No substance is added in sufficient quantities to be injurious. It is possible, however, to use such large quantities of the bleaching agent as to seriously injure the quality of the flour. However, as the use of excessive amounts of the bleaching agent likewise injures the color, and according lowers the market value of the flour, there is little danger of millers intentionally overtreating their flours.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued June 11, 1907:—

856,353. Process for renovating and refining butter. C. C. Martin and W. D. Jones, Denver, Col.; said Jones assignor to said Martin.

856,354. Pneumatic agitating tank for butter oils. C. C. Martin and W. D. Jones, Denver, Col.; said Jones assignor to said Martin.

856,355. Apparatus for renovating and refining butter, oils, lard and fats. C. C. Martin and W. D. Jones, Denver, Col.; said Jones assignor to said Martin.

856,357. Process for bleaching oils and fats. H. A. Metz, Brooklyn, N. Y., and P. S. Clarkson, Beverly, N. J.

856,389. Computing cheese-cutter. T. C. Braskett, Anderson Ind., assignor to the Anderson Computing Sale Company, same place.

856,424. Controlling an electric candy-spinning machine. A. D. Robinson, Lynn, Mass., assignor to General Electric Company, a corporation of New York.

856,514. Cheese-cutter. J. W. Culmer, Cleveland, Ohio, assignor to W. T. Adams, Corinth, Mass.

856,474. Cheese-cutter. G. F. Kriesel, Minneapolis, Minn.

856,499. Cheese-cutter. W. G. Templeton, Colorado Springs, Col.

856,555. Dough-molding machine. C. A. Thompson, Belleville, N. J.

856,597. Art of making salt. A. E. McClain, Syracuse, N. Y., assignor of five-eighths to T. M. Dix, Chelmsford, Mass.

856,646. Grocery bin. D. H. Malone, Kelso, Wash.

856,648. Ice cream freezer. W. M. Milburn, Sherman, Texas, assignor of one-third to D. H. Bailey and one-third to S. W. Buyle, Grayson County, Texas.

856,672 and 856,673. Baking powder and process of making the same. Otto Best, C. S. Ash and E. Samson, San Francisco, Cal.

856,688. Device for hermetically sealing metal receptacles for food. G. Farquhar and R. North, London, England.

856,950. Cheese-cutter. A. K. Gillespie, Pittsburg, Pa.

856,959. Candy-making machine. W. T. Hudson, J. R. Parks and W. H. Coursey, Atlanta, Ga., assignors to said Hudson, said Coursey and W. E. Dobbins, same place.

856,963. Soup-straining apparatus. C. Latch, Cleveland, Ohio, assignor to the Fouilloux Ballon Passoire Company, Cleveland, Ohio.

856,993. Fruit-crater. C. C. Teague, Santa Paula, Cal., assignor of one-fourth to J. B. Horrell, one-fourth to A. S. Bryant, Santa Paula, Cal., and one-half to Limoneria Company, Santa Paula, Cal., a corporation.

Patents issued June 18, 1907:—

857,009. Can opener. F. G. Aschbrenner, Stratford, Wis.

857,056. Oil can. W. E. Harmon and T. B. Goodpasture, Houston, Texas.

857,075. Method of protecting vegetable matter. A. Koy, Peters, Texas.

857,076. Flour bin. C. Kraus, Cleveland, Ohio.

857,155. Meat slicer. F. P. Burkhardt, Springfield, Ohio, assignor to the Anderson Tool Company, Anderson, Ind., a corporation of Indiana.

857,164. Automatic weighing device. Petronella Edtrauer, Chicago, Ill.

857,212. Can opener. R. T. Stevenson, Aurora, Ill.

857,301. Automatic weighing machine. O. S. Patton, Denver, Col., assignor of one-third to F. L. Jones, one-third to C. A. Douglass, Denver, Col., and one-third to A. F. Harris, Dolores, Col.

857,401. Machine for immersing the cores or centres of confections. L. N. Hartog, New York, N. Y.

857,445. Food product and process of making the same. F. H. L. Clarke, Cannes, France.

857,466. Wrapping machine. J. N. Jacobsen, Ferndale, Cal.

857,517. Oil can. A. F. Demory, Houston, Texas, assignor of one-third to C. J. Suhm, same place.

857,568. Meat tenderer. J. W. Hurley, Portland, Ore., assignor of one-half to H. C. Jordan.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For milk. Union Condensed Milk Co., New York, N. Y. A maltese cross on a circular red background, surrounded by the words "Concentrated Milk."

For soap. F. A. Richter, Rudolstadt, Germany, and New York, N. Y. The representation of an anchor in an ellipse.

For canned salmon. Northwestern Fisheries Company, Seattle, Wash. The words "Imperial Red Brand," associated with the representation of a shield surmounted by a crown, the field of the shield being blue and having upon it seven stars.

For canned sardines. F. H. Fromm & Co., Philadelphia, Pa. The word "Canuts."

For canned vegetables and canned and preserved fruits. Leo Rex Canning and Preserving Co., New York, N. Y. The representation of the head of a lion.

For laundry, toilet and textile soaps. Thomas Gill Soap Co., Inc., Brooklyn, N. Y. The word "Borax" arranged vertically and horizontally within a maltese cross, surrounded by an octagon inclosing the words "Thomas Gill's, Brooylyn, N. Y., Trade-mark" and the letters "S," "O," "A" and "P."

For wheat flour, self-rising pancake flour, self-rising Boston brown bread flour. Allen's B. B. B. Flour Co., Inc., San Jose, Cal. The letters "B," "B," "B" in a vertical line.

For cheese. John S. Martin & Co., New York, N. Y. The letters "IXL."

For canned fruits and vegetables. W. P. Sumner, Jacksonville, Fla. The reprepestation of a ship in an ornamental design and the words "Ponce de Leon."

For canned fruits and vegetables. L. D. McLean & Co., San Francisco, Cal. The word "McLean's" on a swasticka on a round black background, inclosed in an octagon.

For soap for laundry and household use. The Hewitt Bro's Soap Company, Dayton, Ohio. The words "Easy Task."

For jujubes. Wallace & Co. New York, N. Y. The word "Sa-Yo."

For candies of all kinds. Littlefield & Steere Co., Knoxville, Tenn. The word "Steere's."

For candy. The Robert F. Mackenzie Co., Cleveland, Ohio. The words "Old Hickory" on a white background in the centre of a strip of plaid.

For wheat flour. Pliney E. Cooper, Minneapolis, Minn. The expression of "P of H" on a black band within a white annular band, from which feathers radiate.

For flavoring extracts. The C. S. Morey Mercantile Company, Denver, Col. The word "Solitaire" within the representation of a solitaire ring.

For canned fruits and vegetables, sauer kraut, dried fruits and spices. Waples-Platter Grocer Company, Denison, Fort Worth and Dallas, Texas. The representation of a flag upon which is a star and the words "Wapco Brand."

For canned peaches, canned tomatoes and flavoring extracts and baking powder. Haas-Lieber Grocery Co., St. Louis, Mo. The word "Pilot."

For syrup and molasses. Waples-Platter Grocery Co., Denison, Fort Worth and Dallas, Texas. The words "White Swan" and the representation of a swan inclosed in a circle. Also the representation of a flag upon which is a star and the words "Wapco Brand."

For wheat flour. New Ulm Roller Mill Company, New Ulm, Minn. The representation of the face of a compass within a white annular band upon which are the words "Compass Patent."

For fresh oysters. The Morgan Oyster Company, San Francisco, Cal. The words "Shoal Points."

For olive oil. Billings, Clapp Company, Boston, Mass. The word "Imperial."

For toilet soap. Medicated Supplies Co., Peekskill, N. Y. The word "Medicura."

For wheat flour. J. F. Meyer & Sons Milling Co., St. Louis and Springfield, Mo. The representation of a beehive and the words "Queen Bee High Patent, John F. Meyer & Sons, Springfield, Mo." inclosed within a double circle.

The representation of four medals and the words "Expositions Universelles Medaille d'or Medialle d'or Chocolat Guerin Boutdon Paris Rewarded at all Exhibitions" ornamentally arranged within an irregular octagon, above which are the words "G. B. Chocolate Expeditif, the Only One Really Dissolved Without Boiling—Patented" and below which are the words "G. B. Chocolate Expeditif, the Only One Really Dissolved Without Boiling—Patented, of Maragnan and Vanilla, Guaranteed Pure Cocoa and Sugar."

For flour made from wheat. Minc Flour Mill Co., Minot, N. D. The ou line design of a shield having a hor izontal band across the centre and su pended by a two-pronged hook.

For canned fig pudding. Cora An Coffin, Seattle, Wash. The represent tion of a woman's head in the lett "C" and the words "Original Fig Pud ding."

For lard. St. Louis Dressed Beef an Provision Co., St. Louis, Mo. The rep resentation of a shield bearing the le ters "O. K." associated with the word "Kettle Rendered Choice Quality Pur Leaf Lard" inclosed within a circl which is surrounded by the words "S Louis Dressed Beef and Provision Co St. Louis, Mo."

For lard. Charles Wolff Packin Company, Topeka, Kan. The word "Leaf Lard" on an oblong backgroun in the corner of which is a circle i closing the monogram "O. K." an above which are the words "Open Ke tle."

For sweet, sour and mixed pickle catsup, capers, salad oil, olive oil, olive vinegar, Worcestershire and analogou sauces, pepper sauce and India relis Alart & McGuire, New York, N. Y The letters "O. K."

For bread. Nolde Brothers, Rich mond, Va. The representation of a lio having his forefeet resting against calla lilly in white on a black back ground.

For raisins. Rosenburg Bros. & Co San Francisco, Cal. The word "Not awun."

For chocolates. The Ginter Gro cery Co., Boston, Mass. A fancy de sign consisting of a black centre an ornamental annular edge.

For concentrated malt extract use for making bread. Erste Wiener Ex port Malzfabrik, Hauser & Sobotk Stadlau-Wien, Austria. The word "Dia malt."

For coffee. Hills Bros., San Fran cisco, Cal. The word "Pacific" an the representation of a sunset on th water.

For canned corn. H. F. Webb Com pany, Portland, Maine. "Sea Breeze."

For hams, bacon and cured meats Interstate Packing Co., Winona, Minn The words "Arrow Brand" and the rep resentation of an arrow.

For biscuit. National Biscuit Com pany, Jersey City, N. J. The word "Social Tea."

For wheat flour. The Rea-Patter son Milling Company, Coffeyville Kan. The word "Pelican" associated with the representation of two pelicans

For coffee and tea. S. Gatti & Son Washington, D. C. The word "Pom peian."

For canned and bottled olive oil canned and fresh tomatoes, canned an fresh mushrooms, canned and fres peas, dried dates and dried figs. S Gatti & Son, Washington, D. C. Th word "Pompeian."

For wheat flour. V. N. Hinkle, De catur, Ill. The words "Hinkle's Ban ner."

For candles. National Candy Com pany, Jersey City, N. J., and St. Louis Mo. The words "Honey Suckle."

For chocolates. J. G. McDonald Candy Company, Salt Lake City, Utah The representation of a woman's hea on a globe surrounded by a black cir cle on which are the words "McDonald Feeds the World Chocolates."

For spices, mustard and flavoring ex tracts. John Bird Company. Rock land Maine. The representation o three crows within a circle surmounte by the words "Three Crow."

For baking powder. Climax Coffe and Baking Powder Co., Indianapolis Ind. The word "Climax."

For coffee. Climax Coffee and Bak ing Powder Co., Indianapolis, Ind The word "Ourico."

For brooms. Lee Broom and Dus ter Company, Lincoln, Neb. The word "Better Buy." Also the word "Snap." Also the word "Midget." Also the words "Fairy Queen."

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free cost.* Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

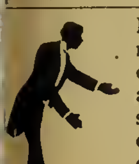
FOR SALE—Old-established grocery business doing $250 weekly. Will sell for $500. Rent $25 monthly. Will furnish particulars on request. Richard O. Rose, 2607 W. North Ave., Walbrook, Baltimore, Md. 25

FOR SALE—28 lb. Dayton Computing Counter Scale, with pan (Moneyweight), in good condition. Price $25. W. B. Zuflinger, Mt. Holly Springs, Pa. 25

FOR SALE—Will close out several low and medium priced lines of teas, in small quantities to suit, at prices that will open the eyes of any live retailer. Write to-day. State kinds you sell most of. Address H. W. C., care "Grocery World." 25

FOR SALE—Two of the best located grocery businesses in Bristol, Pa. For particulars apply L. M. Worthington, Bristol, Pa. 26

FOR SALE—Four Burns' Coffee Roasters, first-class order, only used six months, Will be sold cheap. American Equipment Co., 210 West End Trust Bldg., Philadelphia. Pa. 25



MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only $2, if satisfactory. May we send you full description?—FREE. American G. Collecting Agency, Castorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free. tf

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price Inventory.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 to $500 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town. This advertiser will exchange for Philadelphia store, and will buy the real estate connected, if necessary.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,000. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 315.—Near Wayne Junction, Philadelphia. Store 12 x 20 feet. Does $200 weekly, all cash. Stock $700. No team used. Small dwelling connected. Clear net profits 25 per cent. as expenses are low. Owner making business change. Price, inventory.

No. 316.—In Wayne Junction, Philadelphia. Size 18 x 25 feet. Does $300 weekly, two thirds cash. Stock $600, clear net profits 20 per cent. One team. Dwelling connected, for sale or rent. Illness cause of selling. Store thoroughly established. Will sell at inventory.

No. 317 and 318.—In West Philadelphia. Two stores owned by same owner or will sell separately. No. 1 is 22 x 30 feet, does $350 weekly, three-quarters cash. Stock $400. Nets 20 per cent., as sells many meats. No. 2 is 16 x 25 feet, does $250 per week, two-thirds cash. Stock $250 $300. Net profits 20 per cent. These stores are extremely profitable little places and can be bought at inventory prices, which means less than $1,000 each.

No. 321.—In West Philadelphia working neighborhood, not aristocratic but busy. Store 17x35 feet. Does $250 weekly, all cash, on stock of $400. Owner takes $40 in cash out of the business every week. No team. Dwelling connected. Owner retiring and will sell at price about representing inventory. This store has been established 17 years.

No. 322.—In Wissahickon, Philadelphia. Store 16x25 feet. Does $500 weekly, all cash. Stock $1,000. Nets actual 14 per cent. profit. Low fixed charges. Sickness cause of selling. Price inventory. No team, but business could be greatly increased by using one.

No. 323.—In a good section of South Philadelphia, store 18x30. Does $300 weekly, all cash. Does large tea and coffee business, which increases net profits on whole business to 15 per cent. Stock carried $500. Push cart delivery. Fixed charges low. Owner cannot get reliable manager. Price inventory. Good little dwelling connected.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 325.—In best business part of Frankford avenue, Philadelphia, store 18x35 feet. Does $300 weekly, all cash. Stock $350. Push cart delivery. Clear 10 per cent. This store is making a good cash income every week, but owner does not like the business, and wants to return to trade. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 327.—On outskirts of Philadelphia grocery, ice cream and confectionery. Only store of kind in place. Store 20x35 feet. Does $350 to $400, two-thirds cash. Good house connected. Second story used for ice cream and restaurant. Stock $600 to $700. Net profits 10 per cent. Fixed charges low and business profitable, but owner cannot attend personally and cannot get satisfactory manager. Price inventory.

No. 328.—In West Philadelphia, store 15x27 feet. Does $500 weekly, all cash. Stock $400; One team, Business thoroughly profitable, netting 10 per cent. Good house. Owner financially independent, and wishes less responsibility. Price inventory.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 330.—In nearby Philadelphia suburb, inhabited by thrifty middle-class people. Store 40x40. Does $27,000 yearly, half cash, balance weekly and monthly. Stock $1,000 to $1,500. Uses two teams. Business profitable, making 10 per cent. on sales. Real estate for sale or rent. Owners wish to dissolve partnership and will sell at inventory. They are anxious to sell, and will make low price on fixtures. Fullest investigation. Business can be greatly increased by adding meats.

No. 331.—In North Philadelphia, good neighborhood. Size of store 20x50 feet. Yearly business $30,000, balance weekly and monthly. Stock $1,500; clear net profits 10 per cent. Uses one team, hiring the horse. Good dwelling connected. Owner's wife ill and must take her to California. Price inventory. This store has been established 40 years.

No. 332.—In West Philadelphia. Size 20x30. Does $350 weekly, two-thirds cash. Stock $500 to $600. Nets 15 per cent. above everything. Dwelling connected. Team if wanted. Owner has not sufficient time owing to other business. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 335.—In Germantown, on main business street. Store 30x40 feet. Does $600 weekly, half cash, balance mostly weekly. No dwelling. Stock $1,500. Uses two teams. Net profits 10 per cent. Owner going on farm, and will sell at inventory. Some of the fixtures belong to the real estate and are rented with it. Easy terms to good buyer. This store has been established for 15 years.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SEASHORE GROCERY DEPARTMENT FOR SALE.

The owner of a large department store in the cleanest seashore resort on the Atlantic Coast offers his grocery department for sale; the whole place is too big for him. Does $42,500 yearly; 20 per cent. cash; 50 per cent. weekly, 20 per cent monthly and 10 per cent. seasonable. Present stock $4,300, but this includes a lot of futures and can be reduced. Fixed charges moderate. Net profits 9 to 10 per cent. Price inventory. This is an unusual chance.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONE OF THE BEST WEST PHILADELPHIA STANDS.

Located on one of the principal streets of West Philadelphia. Size 25x72 feet. Doing $550 weekly, mostly cash. Stock about $2,000. Nets 10 per cent. Uses one team. The owner is not at home in the grocery business, and wishes to retire from it. Store is very profitable, and will stand the deepest examination. Price inventory.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

PHILADELPHIA GROCERY STORE AS A BARGAIN.

A veteran Philadelphia grocer, who has conducted one store 29 years. wishes to retire. The store is in good part of North Philadelphia. Size 18x30 feet. Does $300 weekly, greater part cash. Stock now $1,000. but could be reduced several hundred dollars. Uses one team. Nets a clear 10 per cent. Real estate for sale or rent. Owner will sell stock at inventory, and to sell quickly will make very low price on fixtures.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $1,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

SALESMAN FOR ROYAL ELECTRIC COFFEE MILLS AND MEAT CHOPPERS.

Between now and January 1st we intend to make several changes and enlarge our sales force. We will have some choice openings for a few experienced and successful specialty salesmen, who are familiar with the retail grocery and meat trade. Men, who are workers, receive an income ranging from $3,000 to $6,000 per year. For particulars, address

THE A. J. DEER CO.,
67 Pearl St., Buffalo, N. Y. 26

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

MISCELLANEOUS.

HOW TO MANUFACTURE BAKING POWDER.—Where to buy materials from first hands. Cost $2.50 to $5 00 per hundred. Formulas and instructions $1.00, postpaid. H. Riebeling, 1625 Spruce street, Indianapolis, Indiana. 26

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.

Philadelphia, Pa.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 G St., N. W., Washington, D. C

You Can't Cut Out

A BOG SPAVIN or THOROUGHPIN, but

ABSORBINE

will clean them off, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. $2.00 per bottle delivered. Book 5-B free. Absorbine, Jr., for mankind, $1.00 bottle. Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands, Allays Pain. Genuine mfd. only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

DANDELION VEGETABLE BUTTER COLOR

A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.

MANUFACTURED BY

WELLS & RICHARDSON CO., Burlington, Vt.

If You Are Particular We Want to Know You and We Want You to Know US

If you want your Foreign and Domestic Fruit display to be just a little handsomer than your neighbors; if you would like people who want the *best* to go out of their way to come to you for it, get what you need from us. That's our hobby, the best of everything in our line at the lowest possible prices.

If you would like to keep posted on quotations, write us and we will send them to you regularly.

R. DAETWYLER & CO.

New Market and Callowhill Streets

PHILADELPHIA

FOREIGN AND DOMESTIC FRUITS,

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, December 16th. Terms, net 10 days.

First orders must be accompanied by references.

HOLIDAY FRUITS THAT PLEASE.

IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag	$4.00 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$3.00
Fancy Brights 150-176 size, per box	3.00
Fancy Brights, 200-216 size, per box	$2.75 to 3.00
Fancy Brights, 250 size, per box	2.50

Golden Russetts 10 to 15 cents per box less than above prices.

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.00
Fancy Bright, 80's, per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	$3.00 to $3.25
Fancy quality, 126 to box	3.00
Fancy quality, 150-176 to box	2.85
Fancy quality, 200-216 to box	2.75
Fancy quality, 250-288 to box	2.50
Extra choice, 96-112 to box	2.75
Extra choice, 126 to box	2.85
Extra choice, 150-176 to box	2.75
Extra choice, 200-216 to box	2.65
Extra choice, 200-250 to box	2.40

CALIFORNIA LEMONS.

Fancy quality, 300 to box	$3.00
Fancy quality, 360 to box	2.75
Fancy quality, extra large, 270 to box	2.70
Choice quality, 240 and 270 to box	2.60
Choice quality, 300 to box	2.65
Choice quality, 360 to box	2.65

MESSINA LEMONS.

Fancy Messina, 360 size, per box	2.75
Choice Messina, 300 size, per box	2.50
Choice Messina, 360 size, per box	2.40

ALMERIA GRAPES.

Fine Quality, kegs, 61 lbs.	$4.50 to 5.00
Choice, kegs, 61 lbs.	4.00
Good Quality, kegs, 62 lbs.	3.50
Good Quality, kegs, 60 lbs.	3.00

NEW CROP PERSIAN DATES.

Finest Hallowee, weighing about 65 pounds, per pound	.05
Finest Khadrowee, weighing about 65 pounds, per pound	.04¼
Finest Sair, weighing about 65 pounds, per pound	.04
Finest Fard, weighing about 60 pounds, per pound	.06½
Finest Fard, in cases containing 9 boxes, weighing 13 to 14 pounds per lb.	.08

NEW CROP TURKEY FIGS.

Extra fancy quality 5-crown, 10 to 12-pound boxes, per pound	0.10
Extra fancy quality, 4-crown, 10 to 12-pound boxes, per pound	0.09
Extra fancy quality 3-crown, 10 to 12-pound boxes, per pound	0.08
Fancy quality glove boxes weighing about 14 ounces, per box	0.10
Fancy quality locum pulled boxes, 4 to 5-pound boxes, per pound	0.14

FANCY JERSEY SWEET POTATOES.

Fancy Prime, per barrel	$3.75 to $4.00
Choice Prime, per barrel	3.50
Fancy Medium, per barrel	3.00
Choice Medium per barrel	2.25

CRANBERRIES.

Cape Cod, fancy, large	$9.00
Cape Cod, Early Black, per bbl.	7.00
Cape Cod, not so dark, per bbl.	6.00
Fancy Cod, large dark, bushel crate	2.50
Fancy Jersey, medium dark	2.25

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

4ny subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

'acked in paper-lined fancy bags or paper-lined sugar barrels.

	Per lb.
A" Java	.26
'B" Java	.24
'C" Java	.24
\—Java and Mocha Blend	.24
3—Java and Mocha Blend	.22
'A" Mocha	.24
'B" Mocha	.22
'C" Mocha	.20
aguayra (Washed Caracas)	.18
'A" Maracaibo	.18
'B" Maracaibo	.17
'A" Santos	.18
'B" Santos	.16
'C" Santos	.14
'eaberry Santos	.14
'A" Rio	.13
No. 1 Rio	.12
No 2 Rio	.10
ipton Special Mocha and Java, 1 lb. cans	.27
ipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
og Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ... per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ¼ and ¼ lb. packages.	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ... per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb, plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.95
Standard Shoepeg, 2 lb., 2 doz	.90
Standard, 2 lb., 2 doz	.80
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz.	1 45
Belle Brand, 2 doz	1.00
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz.	1.20
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	1.00
Gallons	
String Beans—	
2 lb., 2 doz	.85
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.10
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.95
Standard, 3s, 2 doz	.92½
Gallon, ½ doz.	3.15
Fair Quality, 3s.	.90
2s, 2 doz	.80

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1 45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.60
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.60
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.05
Blackberries, 2 lb., 2 doz	1.25
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.50
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 25
Grated Pie Pineapples, James, 3 lb., 2 doz.	.95
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1 60
Standard Peaches, Sunset 3 lb., 2 doz	2.40
California Apricots, 2 doz	2 70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.12½
Evaporated, 1 lb. packages, 4 doz	13
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.14
Best, 25 lbs	.15½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	.08½
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ... per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	.06½
Stuffed, 1 lb ... per doz.	
New Prunes—	
30- 40, 25 lbs	
40- 50, 25 lbs	.09
50- 60, 25 lbs	.08½
60- 70, 25 lbs	.08
70- 80, 25 lbs	07½
80- 90, 25 lbs	.07
90-100, 25 lbs	.06½
100-120, 50 lbs	.04¾
Raisins—	
3 Crown, 50 lbs	.08½
2 Crown, 50 lbs	.08
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs. ... per box	2.'0
Seedless Muscatels, 50 lbs	08
Seeded, 36 1 lb. packages	.10
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¾
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.04
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, Large Sack	.90
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ... per cwt.	.95
Shaker, 2 doz. in case ... per doz.	.80

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.40
Lady Washington Beans, about 200 lbs. to bag	2.50
Green Peas, dried, about 165 lbs. to sack	2.20
Black-Eyed Peas	2.50
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¼
Imported Lima Beans, about 90 lbs. to sack	.06¼
Split Peas, 210 lbs ... per bbl.	7.90
Less quantity	.04
Lentils, about 100 lbs. to sack	.08¾

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	45
Kingsland, N. O.	.35
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
Orange Brand Syrup	.35
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz.	1.90
California Amber Drips, 2½ lb. cans	2.20
California Amber Drips, 3 lb. cans, 2 doz.	2.50
California Amber Drips, ½ gal. cans, 1 doz.	2.15

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.75
Fine Granulated, 100 lb. sacks	4.75
Confectioners' A	4.70
No. 1, A	4.70
Light Yellow	4.25
Fine Granulated, 2 lb. bags	5.05
Fine Granulated, 5 lb. bags	4.95

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.35
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.65
Red Cross, 4 doz	4.60
Star, 4 doz	4.65
Dime Braud, 4 doz	4.00
Lion, 4 doz	4.60
Premium, 4 doz.	4.35
Hires' Silver, 4 doz	4.75

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4 35
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3 75
Our Pet, baby size, 6 doz	3.40
Peerless, small size, 4 doz	2 20
Peerless large size, 4 doz	3.75
Columbia, 4 doz.	3.50
Silver Cow, 6 doz	2.75
Van Camps, 4 doz, in cans ... per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ... per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ... per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl White Floating	100	4.00
Ark	100	2 20
Babbitt's	100	3.75
5 box lots freight paid, with 1½ box "1776" or 100 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4 20
Buffalo Oleine	60	2 40
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3 50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4 00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3 50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	60	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.50
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2 08
Lion	100	1 75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00
Old Dbten Cleanser, 4 doz		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars, per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	40
Good	.28@ 85
Ordinary	.22
Blended, fancy	.36
Bleuded, choice	.83
Blended, good	.30
2-lb tins, 8 dozen, per case,	2.80
Quarts, 2 dozen, per case,	2.80
Sngar Syrup—	
Pure, extra fancy	.85@.88
Pure, choice	.24
Blended, fancy	.82
Choice	.29
Vanilla Drips	29@.30
Tins, 2-lb., 2 dozon, per case,	1 95
Tins, 2½-lb., 2 dozen, per case,	2 30
Tins, 8-lb., 2 dozen, per case,	2.50
Tins, 5-lb., 1 dozen, per case.	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@ 95	40.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30 00
Medium Irish 2s, count 450	22 00
Norway, count 400@450	25 00
Norway, count 300@350	28.00
Norway, count 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.13
Halibut, fancy chunks, Iceland, 20 lbs	.20
Bloaters, Cromarty, 100s	2.00

TEAS.

Gnnpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
mperial—	
Common to fair	.20@.25
Superior to fine	.30@.85
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
xtra fine to finest	.35@.40
hoicest	.45@.60
Hyson—	
Common to fair	@.12½
Snperior to fine	@.18
Extra fino to finest	@.25
Japan—	
Common to fair	
Snperior to fine	.22@.25
Extra fine to finest	.28@.80
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fino to finest	.25@.35
Choicest	.40@.65
ouchong—	
Common to fair	.16@.18
Superior to fino	.20@.25
Extra fine to fiuest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.86
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.18½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 8	.14½
No. 4	.14
No. 5	.18½
No. 6	.18
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.85
Cinnamon, Mats	.10
Cinnamon, Twaio	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.80
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.85@.88
Ginger, African	.08
Ginger, Jamaica, bleached	.21@ 22
Ginger Jamaica, nnbleached	20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s.	.25@ 35
Nutmegs, 105-110s.	.18@.20
Nutmegs, 130-140s.	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.80
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif.	5.25
Tips, green, 1s	4 10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sance, 2s	.75@ 80
Standard, plain or sance, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1 25
Standard	1.10@1.15
Soaked	75.@ .85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1 10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Stylo	.75@ .80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.85

—3—

Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@ .80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1 25
Extra standard 2s	.95@1 00
Pumpkin—	
Fancy, 3s	1 10@1 20
Fancy, gallons	2.10
Squash—	
Fancy 3s	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey	1.60
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.75@ 80
Gallons, standard New Jersey	3 75
Gallons, extra standard Maryland	2.80@3 00
Qnarts, glass jars	2 90
Beets—	
Fancy Strawberry 3s	1.40@1 60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Saner Krant 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1 40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s.	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s.	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	4.50
Flat ½s	2.50
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	
Choice Red 1s	1.35@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2 20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.1 ½
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

Loose Raisins—		Per lb
Valencia, 4 cr., 28 lbs		.08
California, 4 cr., 50 lbs		.09
California, 3 cr., 50 lbs		.08
California, 2 cr., 50 lbs		.08
Figs—		
Baskets, 1 lb. and 2 lb	.15	@.18
Layers, 2¾-in., 10 lbs		
2½-in., 12 lbs		.10
2¼-in., 12 lbs		.09
2-in., 12 lbs		.08
Currants—		
Fancy, 1-lb. cartons		.10
Cleaned, 1-lb. cartons, choice		.09
Bulk, choice, 50 lbs		.08
Natural, choice		.07
Citron—		
According to quality	.19@	.22
Lemon Peel—		
According to quality	.18@	.1[illegible]
Orange Peel—		
According to quality	.13@	.14
Fard Dates—		
60 lbs., bulk		.07
1-lb. pkgs., 30-lb. case		.11
Persian Dates—		
60 lbs.		.05
Prnnes, California, 25-lb. boxes.		
Epineuse, 20x30		
30x40, choice		.11
40x50, choice		.09
50x60, choice		.07
60x70, choice		.07
70x80, choice		
Choice, 50-lb. box—		
60x70, 80x 90		
70x80, 90x100		
Prunes in cartons—		
Fancy 40x 50		.11
50x 60		.10
60x 70		.03
70x 80		
Prunes, Oregon, 25-lb boxes.		
30x40		.09
40x50		.08
Apples—		
Fancy, 50 lbs.		
Fancy, 1-lb cartons		
Prime, 50 lbs.		.11
Choice, 1-lb. cartons		
Peaches—		
Fancy, peeled, 25 lbs.		
Unpeeled, fancy, 25 lbs.		.15
Extra Choice Muir		.14
Apricots—		
Royal, extra fancy, 25 lbs		
Moorpark, fancy, 25 lbs		
Royal, fancy, 25 lbs		.27
Royal, choice, 25 lbs		

NUTS.

Almonds—		
Jordan, shelled, large, 28 lbs	.39	@.46
Valencia, 28 lbs	.33	@.40
Flot, shelled		
In shells—		
California P. S., 80 lbs		.21
French Princess		
Tarragona, 120 lbs		.15
Hard Shell, 100 lbs		
Brazils—		
New, large, 180 lbs		.12
Filberts—		
Turkish		
Sicily, 130 lbs		.12
Jumbo Naples, 110 lbs		
Long Naples, 110 lbs		.14
Pecans—		
Polished, 80 lbs	.12	@.14
Louisiana Paper Shell		
Walnuts—		
Chilli, 1907 crop		
Grenoble, 220 lbs		.16
Marbots, 110 lbs		
Cornes, 110 lbs		.13
Mixed Nuts—		
Strictly fancy, boxes, 25 lbs		.18
Extra choice, boxes, 25 lbs		.14
Choice, bags, 125 lbs		.12

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	14.50@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ½s. accord'g to qual.	25.00@35.00
Mushrooms, ¼s. accord'g to qual.	18 00@20.00
String Beans, according to qual.	12 00@17.00
Lima Beans, according to quality	18 00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.	.08@ .09

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.	Column.

DECLINES.	Column.
Rolled Oats	30
Dressed Hogs	44
Dressed Fowls	45
Live Poultry	45

ADDITIONS.	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
larm Cash Drawer,	33
lum	47
mmunition	4
xle Grease	5
ags, Paper	41
ag and Twine Holders	33
aking Powder	5
arley	29
askets	62
ath Brick	59
eans	29
acking, Shoe	6
uing	6
orax	47
ooms	61
rushes	63
uckwheat Flour	28
ung Borers	33
utchers' Sundries	44
utter Dishes	62
utter	7
utter Color	47
amphor	47
andles	15
andles	7
anned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Puddine	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	.52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	6e
Tacks	59
Tapioca	3
Tar	4
Teas	
Tobacco, Chewing	6
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

nfectioners' Lozenge, XXXX	5.05
" Powdered	5.05
" Crown A	5.25
" Crystal A	4.90
" Coarse Granulated	5.15
gle Tablets	6.20
ystal Dominoes	7.25
t Loaf	5.70
tent Cubes	5.15
wdered	5.00
tra Fine Granulated	5.00
arse Granulated	5.00
anulated	4.90
ne Granulated	4.90
" in 50-lb. bags packed 2 in 100-lb. bag	4.95
" in 25-lb. bags packed 4 in 100-lb. bag	4.95
" in 10-lb. bags packed 10 in 100-lb. bag	5 05
" in 5-lb. bags packed in bbls	5.10
" in 5-lb. bags packed in 100-lb. bags	5.10
" in 2-lb. bags packed in bbls	5.20
" in 2-lb. bags packed in 100-lb. bags	5.20
" in 2-lb. cartons in cases	5.10
" in 2-lb. paper packages in cases	5.10
nfectioners' A	4.70
—Keystone A	4.65
—American A	4.60
—Centennial A	4.55
—California A	4.50
—Franklin B	4.45
—Keystone B	4.40
—American B	4.35
—Centennial B	4.30
—California B	4.25
—Franklin Extra C	4.20
—Keystone Extra C	4.15
—American Extra C	4.10
—Centennial Extra C	4.05
—California Extra C	4.05
—Franklin C	4.00
—Keystone C	4.00

TEA.

	Per lb.
pans—Basket-fired	18 @ 35
pans—Pan-fired—Common to fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
RMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
OCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
NPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	13 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	17 @ 38
CEYLON—Common to Fine	17 @ 40
ENGLISH BREAKFAST—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

	In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3.	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea	.50
Almoco, lead foil package teas, ¼s and ½s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas	40

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades ... per doz.	.90

Caricol Blend, Martindale & Co.:— Per lb.

5-lb. Silver Sacks	.22
1-lb. Silver Sacks	.22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—

100 lb. barrels ... per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

—3—

McCormick & Co's Banquet Brand— Per doz.

No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz ... per doz.	.75
Colburn's, quarts, 1 doz ... per doz.	.90
Colburn's, quarts, 3 doz ... per doz.	.90
Colburn's, ½ gals., 1 doz ... per bbl.	1.80
Violet, pints, 2 doz ... per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross ... per gross	9.25
Mica, ¼ gross ... per gross	8.40
Peerless, ¼ gross ... per gross	4.40

BAKING POWDER. Per Doz

¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75
Davis' O. K., ¼-lb., 4 doz ... per doz.	.45
Davis' O. K., ½-lb., 3 doz ... per doz.	.90
Davis' O. K., 1-lb., 2 doz ... per doz.	1.65
Davis' O. K., 5-lb., ½ doz ... per doz.	7.20
Cleveland's, 10-c. size, 4 doz ... per doz.	.84
Cleveland's ¼-lb., 4 doz ... per doz.	1.23
Cleveland's, ½-lb., 2 doz ... per doz.	2.28
Cleveland's, 1-lb., 1 doz ... per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans, 1 doz. cases	1.65
Leslie's, 5 lb. cans, 6 cans in case ... per lb.	.12
Sea Gull, 6 oz., glass, 4 doz	.45
Parrot and Monkey, 4 doz	.45

Rumford's Yeast Powder:—

4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass, 4 doz	1.04
6 oz. glass, 6 doz	1.03
6 oz., 1 gross, in bbl ... per gross,	12.25

Rumford Baking Powder:—

5c.-tins, 4 doz ... per doz.	.45
10c.-can, 4 doz. in box ... per doz.	.90
½-lb. cans, 2 doz in case ... per doz.	1.25
1-lb. cans, 1 doz. in case ... per doz.	2.50

—4—

Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4 65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case ... per doz.	12.00
" 1 " 1 " ... "	2.50
" ½ " 2 " ... "	.55
" ¼ " 3 " ... "	.75
Purity Brand 5 " ½ " ... "	6.00
" 1 " 1 " ... "	1.50
" ½ " 3 " ... "	.80
" ¼ " 3 " ... "	.45

BLACKING—Shoe. Per Gross.

Shinola ... per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free ... per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz ... per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M ... per ¼ gross	4.50
Jacquot Blacking, No 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4. "	4.55
" " 5, "	7.50
T. M. French ... per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70

Whittemore Bros. & Co:—

Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos Peaberry, extra fancy	.12½
" Fancy	.09¼@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.12
" Choice	@.11½
Washed Caracas, Fancy	.13½@.14
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ½ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.12
" Prime	@.11
" Choice	@.09½
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack' in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 35/100
Lion	13½	13¼
B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins,	.26	
Saindo, lbs	.20	
" 50-lb. tins	.19	
" barrels	.18	
Viv, lbs	.16	
" 50-lb. tins	.15	
" barrels	.14	

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14 1/10
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box ... per box	3.90
12 tins in box ... per carton	.95
2 lb. tins ... per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans ... per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends ... per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin ... per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross ... per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB. bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz.	5.20
Sawyer's, No. 1, 6 doz.	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz.	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz.	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ½ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.32
" First, "	.30
" Second, "	.28
" Third, "	.26
" Imitation, 30–60 lbs	.25
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.32
Ladies, 30–60 lbs., bakers' use	.23–.24
Print Butter:—	
Star or S. D. brands, 1 lb., 20–50-lb. bxs.	.35
B. B., E. D. brands, 20–50-lb. boxes	.34
J. J., C. V., Gilt Edge, Gold Medal, 20–50-lb. boxes	.33
Sheaf ("400") Elgin, 20–50-lb. boxes	.32
Sheaf	.28–.31
B. S. Gilt Edge, cartons	.35
Gurnse, pounds or half pounds	.32
Belle Spring	.30

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10⅞
" 16's, "	.11⅞
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¾
Peerless " " "	.10¼
Bright Light, " " ... per box	2 50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1½	.19
Martha Washington, long 12s ... per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints ... per gross	4.20
Mason's, quarts ... per gross	4.45
Mason's, half-gallons ... per gross	6.20

—8—

Jelly Tumblers—	
Barrels, 22 doz ... per doz.	.1
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.7
Jar Rubbers—	
Lip, wide ... per gross	.8
Acme, wide, 1 doz. cartons ... per lb.	4
" medium, 1 doz. cartons ... "	.4
Reliable, white rubber, wide	.2
" " medium	.2
Black, medium ... per lb.	.2
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Mayflower brand, Sweet Marjoram ... per doz.	.5
" Sage ... "	.5
" Thyme ... "	.5
" Savory ... "	.5
" Special case assortment, 5 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory ... per case	1.0
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—	
½-lb. cartons, 1 doz ... per doz.	.4
¼-lb. " " ... "	.7
½-lb. " " ... "	1.2
¼-lb. screw cap bottles, 2 doz ... per doz.	.9
¼-lb. square cans, 2 doz ... "	.8

CANNED GOODS.

	Per D
Tomatoes—	
Mrs. Hancock's Frying	1 2
Frying, Good Luck Brand	1.1
DuBois' Frying	1.1
Jersey King, No. 3, Standard Jersey	1 0
Blue Hen Chickens, No. 3	.9
Rio Grande, fancy, Jersey	1.0
Silver Lake, fancy, Jersey	1.1
Alta, No. 2	.7
Alta, No. 10, 1 doz	3.1
Bull Dog, No. 2	.6
Lima Beans—	
Tinsley's, extra small	1.2
Silver Lake	1 0
Little Darlings	1 3
Acorn	1.1
Early Autumn	.9
Boyer's, No. 2	1.0
Oxford, Maine packed	.8
String Beans—	
Extra Fancy	1.6
Cloister, fancy N. Y.	1.4
Mikado, Penna., fancy	1.0

We Are Going to Show You How to Make a Lot of Money

No Tea was ever blended that a bigger percentage of people like than Spring Garden—and no Tea with as much goodness can be sold to you at the prices we name below. **You** can sell it for 60c. per lb. and please those who try it.

In 100-lb. Barrels	18	cents per lb. net
In 5-lb. Silver Bags (Packed in cases containing 100 Pounds)	19	cents per lb. net
In 1-lb. Silver Bags	19½	cents per lb. net
In ½-lb. Silver Bags	20	cents per lb. net
In ¼-lb. Silver Bags	21	cents per lb. net

Thomas Martindale & Co., Philadelphia, Pa.

Do You Want to Make $300 More Every Year?

It is a mighty nice thing to be able to increase your profits by such a tidy sum as $300 a year on an investment of less than $20, but that is what you can do if you will put in an **Acme Peanut Roaster** (equipped for kerosene, gas or gasoline), the simplest and cheapest automatic roaster made. Anybody can operate it. There is nothing to get out of order and little or no expense in running it.

Give your customers a chance to buy freshly roasted peanuts and you will make from $1 to $3 a day. We would like to tell you more about it.

ATSATT BROS.

24 Pearl St. MATTAPOISETT, MASS.

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA

AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY

WE HAVE THE BEST OF REASONS FOR TALKING ABOUT IT

We make a point of exploiting the fact that you will find "The Bottom as Good as the Top" in **Apelpi Evaporated Apples**, simply because usually the top is very much better than the bottom. We pride ourselves on this particular brand, have built up a big demand for it on its quality alone—you can do the same thing.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON Distributers — **28 So. Front Street** Philadelphia, Pa.

—9—

·er's, 2s	.82½
·rn, 3s	1.05
·rn. No. 2	.77½
:, No. 2	.60
Wax Beans—	
·rn	.75
·mpion	.65
·isom, N. Y., No. 10, 1 doz	3.75
l Beans—	
& M., No. 3	1.35
& M., No. 3, tomato sauce	1.55
·npbell's, No. 2, plain	.92½
·npbell's, No. 2, sauce	.92½
·ord, No. 3	.90
·ragansett, No. 2, tomato sauce	.97½
·ragansett, No. 3, tomato sauce	1.37½
Camp's, No. 1, sauce, 4 doz	.87½
Camp's, No. 2, sauce, 2 doz	1.32½
·ore & Brady, No. 3, plain	.82½
·ore & Brady, No. 3, sauce	.87½
·ore & Brady, No. 1, picnic size, plain	.40
·ore & Brady, No. 1, picnic size, sauce	.45
·ory, No. 1, tomato sauce, 4 doz	.47½
tin Wagner Co., No. 3, plain	97½
tin Wagner Co., No. 3, tomato sauce	1.05
tin Wagner Co., Midnight Lunch, No. 4 doz	.52½
·mmel's, No. 1, sauce	.50
·mmel's, No. 2, sauce	.87½
·mmel's, No. 2, plain	.82½
·ker Hill, No. 3, plain	.77½
·ker Hill, No. 3, tomato sauce	.80
·ler's Pork and Beans, in tomato sauce—	
b. cans, 2 doz. per doz.,	1.80
b. cans, 3 doz. "	1.40
b. cans, 4 doz. "	.90
·al. cans, ½ doz. "	5.00
·yside Pork and Beans, plain or in sauce—	
b. cans, 2 doz. per doz.	.95
b. cans, 3 doz. "	.70
b. cans, 4 doz. "	.45
·al. cans, ½ doz. "	3.00
·idney Beans—	
of Arc, No. 2	.82½
·in Wagner's, No. 2, 2 doz	.72½
·in Wagner's Extra Quality	.80
Camp's, No. 2, 2 doz. per doz.	.82½
·let	1.65
·s, fancy Maine	1.20
·rican Beauty, extra fancy, Shoe Peg	.90
·m of Susquehanna	.95
·r's, G. W., whole grain	.85
Peg, Susquehanna	.85
Peg, Osborn's	.75
·, crushed	.75
No. 2, Fancy Whole Grain	.70
·ty, No. 2, Whole Grain	.67½
·l Exchange, Whole Grain	.65

—10—

Peas—	
French, very fine, 100 cans	14.50
French, fine, 100 cans	12.00
French, medium, 100 cans	11 00
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1.25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	1.02½
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.52½
Beets—	
Red Jacket, No. 3, small	1.45
Silver Lake, fancy, No. 3	1 00
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.22½
Shawnee, No. 3	1.27½
Farren's, No. 3	1.25
Farren's, No. 10	4.00
Sweet Potatoes—	
Plantation, No. 3	
Victory, No. 3, 2 doz	1.05
Pumpkin—	
Silver Lake, No. 3	.85
Catawba brand, extra fancy, N. Y. State, No. 3	.92½
Andrews & Co., No. 2	.55
Silver Lake, No. 10, 1 doz	3 00
Asparagus—	
Extra mammoth, No. 2½	4.50
Superior, large, No. 2½	4.10
Staple, medium, No. 2½	3.95
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3.60
El Rio, medium, No. 2½, 2 doz	3.50

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2 65
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s	2.40
Cherries—	
Extra quality, 2½s	3.40
Standard, 2½	3.00
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2 65
Tioga, No. 2½, ex. standard lemon cling	2.62½
Wild Rose, No. 2½, ex. stand'd lemon cling	2.47½
Valley, No. 2½, standard lemon cling	2 20
Thistle, No. 2½, standard lemon cling	2 27½
Agate, No. 2½, standard lemon cling	2.22½

—11—

Lake View, No. 2½, lemon cling	2.10
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.50
Columbus, No. 2½, pie peeled yellow free	1.87½
Columbus, No. 2½, pie peeled lemon cling	1 93
Plums—	
Extra standard egg	1.75
Extra standard green gage	1.75
Standard egg	1 65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Apples—	
Derby, No. 10, 1 doz	3.40
Pride of Shenandoah, No. 3, 2 doz	1.10
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	1.20
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Jersey Duke, 2s	1.10
Blueberries–	
Loggies, No. 2	1 50
Loggies, No. 10	6.85
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Maryland Leader, yellow, No. 3	1.97½
Maryland Leader, white	1.92½
P. & B. yellow, No. 3	1.87½
Gypsum, No. 3, pie	1.50
Pears—	
Matchless, extra fancy, No. 2	1.60
Fowling Creek, good, No. 3	1.20
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.55
Pride of Rochester, fancy, preserved, No 2	1.93
Rhubarb—	
Ayres, No. 10, 1 doz	3.00
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	1.90
Defence, No. 2	2.25
Pine-apple—	
Phonograph, grated, No. 2	2.00
Phonograph, sliced, No. 2	1.95
Acorn, grated, No. 2	2 00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.85
Indian River, E. & C., No. 2	1.70
Terrapin, E. & C., sliced, No. 2	1.65
Wagner's, E. & C., No. 2	1.60
Orange Grove, E. & C., No. 2	1.50
Wallace, grated, No. 2	1.40
Singapore Chunks, No. 1½, 4 doz	1.12½
Wallace, E. & C., sliced, No. 2	1.35
Singapore, cubes, No. 1½, 4 doz	1.10
Wagner's, No. 1, cocktail, 2 doz	1.00
P. & B., grated, No. 3	1.00
James, No. 3, pie, grated	.95
Singapore, cubes, No. 1, 4 doz	.85

—12—

The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.

Tan Chop Hin, ¾-lb. chunks per doz.	.80
" 1 " " "	.87½
" 1½ " " "	1.17½
" 1¾ " sliced "	1.35
" 1¾ " grated "	1.35
" 2½ " whole "	1.85
Packed in their own juice:—	
1½-lb. chunks, extra heavy syrup per doz.	1.45
1¾ " sliced "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	
Star, No. 1, 4 doz	1 05
Lobster—	
B. & M., No. 1, flat, 4 doz	4.20
B. & M., No. ½, flat, 4 doz	2.20
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 doz	1.35
Star brand, No. ½, flat, 4 doz	2 25
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.35
Shrimps—	
Peerless Brand (Barataria), new dry, No 1, 2 doz	1.20
Peerless Brand (Barataria), new pickled, No. 1, 2 doz.	1.15
Cotton Bale, pickled, No. 1, 2 doz	1.12½
Mackerel—	
Picker's, soused, No. 1, 4 doz	
Pickert's, soused, No. 2, 2 doz	2 50
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.52
Underwood, soused, No. 2, 2 doz	2.45
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.02½
Boyer's, No. 2, 2 doz	1.90
M. & B., No. 1, 2 doz	1.00
Stewart's, No. 2, 2 doz.	2.00
Stewart's, No. 1, 2 doz	1.00
Victory, No. 1. 2 doz	.95
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	.82½
Salmon—	
Foust, Sockeye, 1 lb, flat	1.82½
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.85
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.15
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Humes, Karluk, No. 1, tall, 4 doz	1.35

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

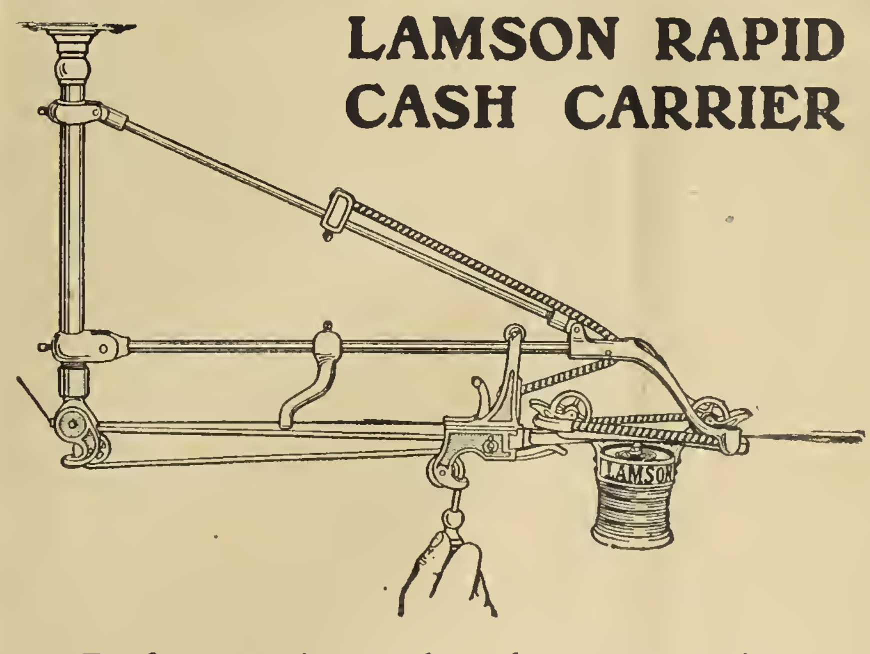
They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company

Philadelphia, Pa.

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.35
White Raven, ½s	.95

Plain.

La Champagne, ½'s, key	25.00
" ¼'s, key	17.00
Lucullus, ¼'s	13.00
C. Morel, ¼'s	10.00

SARDINES—Boneless.

La Champagne, ¼'s, key	17.00
Billet, small ¼s	14.00
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	13.25
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8.00
Mustard—	
¼s, Irma, 100 cans	3.40
¼s, Eureka, key, 100 cans	3.27½
¼s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3.40
¼s, Underwood's, 50 cans	3.95
¼s, Irma, 50 cans	3.45
¼s, Harbor, 48 cans, wrapped	3.40
¼s, Booth's, extra, in cartons, 50 cans	2.75
¼s, Continental, key, 48 cans	2.50
¼s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
¼s, Le Baron, 100 cans	3.20
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30
Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.

	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.25
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	6.90
" with key, No. 14, ½ doz., per case	8.65
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Dried Beef.

No. 1, 2 doz	2.00
No. ½, 2 doz	1.15
Glass, No. ½, 2 doz	1.45
Glass, No. 1, 2 doz	2.45
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.82½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.75

—14—

Acme Sliced Smoked Beef.

	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.65
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.30
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.32½
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.15
Kingan's, No. 2, 1 doz	2.15

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¼, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.45
Libby's, No. ½, 4 doz	80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—

	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—

	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consommé	3.15	1.75	1.25
Bouillon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.25	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONE[RY]

Croft & Allen Co.—	
Extra Mixtures	30-lb. pails
Cream Jelly Mixtures	"
Elcroften Mixtures	"
Nobby Mixtures	"
Cadella Mixtures	"
Fine French Mixtures	"
French Creams	"
American Mixtures	"
Variety Cut Drops	"
Darling Mints	"
Golden Drip Bar	15-lb. boxes
Sour Balls	30-lb. pails
Pancella Cream Chocolate	"
I X L Assorted Chocolate	"
King B Assorted Chocolate	"
No. 1 Fine Assorted Chocolate	"
Nonpareil Drops	"
Chocolate Covered Caramels	"
Dairy Chocolate Chips	25-lb. pails
Chocolate Mints	30-lb. pails
Honey B Comb	21-lb. pails
Cream Cocoanut Balls	28-lb. pails
Cream Peppermint	30-lb. pails
" Wintergreen	"
Wellington Caramels	25-lb. pails
Frozen Milk "	30-lb. pails
Soft Jelly Gum Drops	"
Superfine "	"
Jelly Beans	"
Wintergreen Lozengers	"
Mint "	"
Assorted "	"
Conversation "	28-lb. pails
C. & A. Crown Stick	30-lb. pails
Pancella Chocolate, 1-lb. boxes, 30-lb. cases	
Rock Candy, assorted	10-lb. boxes
Penny goods	10 boxes in case

CATSUP.

	Per
Beef Steak Catsup, Medium	2
Campbell's, No. 8, 2 doz	
Campbell's, No. 8, Tobasco	
P. P. Co, Spiced, No. 32, 5 doz	1
Home Made, No. 8, 4 doz	
Waldorf, medium, 12 oz., screw top, 2 doz.	
Snider's Catsup:—	
Pints, 2 doz	2.
½-pints, 2 doz	1
Quarts, 1 doz	3
Gallons, 6 jugs in crate	per jug

HERE IS YOUR QUESTION ANSWERED

Why put in **Croft's Swiss Milk Cocoa** when you are selling five brands now? Well, because it is different from the rest, for one reason. It is the only cocoa packed in glass. It stands alone, and you know how novelty helps a thing to sell. The grocer who infuses a little novelty into his business is the grocer who succeeds.

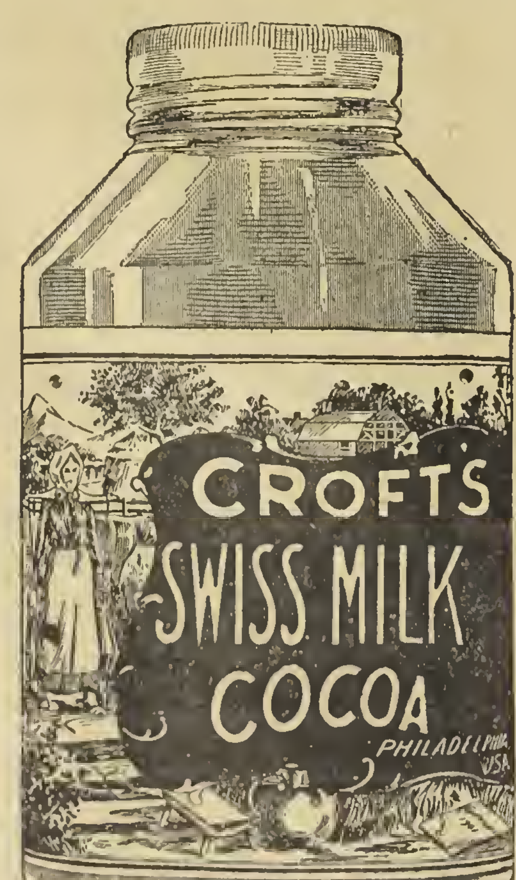
Another thing, **Croft's Swiss Milk Cocoa** is better than the rest. That isn't a bluff, honestly. We take out of our cocoa, in the making, a substance which other manufacturers allow in, greatly to the injury of the flavor of their goods.

Now do you know why you should sell it?

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes



CROFT & ALLEN CO. *Philadelphia* *PENNSYLVANIA*

Want to Make Your Customers Grateful to You?

Most of them have mosquitoes and most of them don't know how to drive them away. Tell them ***Egyptian Deodorizer*** will not only do that, but it will drive away all kinds of insects and at the same time purify the atmosphere, perfuming it delightfully.

You can sell enormous quantities of it. Try a case and watch the result. Save the coupons each case contains, they are worth money.

Paul Manufacturing Company
BOSTON, MASS.

—17—

KETCHUP.

ıdce's "Blue Label" Tomato Ketchup:—Per Case.
nall, 25 bottles in case 3.00
edium, 25 bottles in case 4.75
ırge, 12 bottles in case 3.75

CHOCOLATE AND COCOA.

ter Baker & Co's:— Per lb.
emium, 12 to 25 lbs .... .35
ıracas, sweet, 6 lbs .... .32
ırman, sweet, 12 lbs .... .25
ıte, sweet, 6 lbs .... .32
ocoa, ¼-lb. cans, 12 lbs. in box .... .36
ocoa, ½-lb. tins, 6 lbs .... .36
H. Baker s:—
ıst Cocoa, ½-lb. size .... per lb. .33
" ¼-lb. " .... " .34
emium Chocolate, ½s, 12 lbs .... .31
" ¼s, 12 lbs .... .31½
ıst Sweet Chocolate, ¼s .... .20
ıst Sweet Chocolate, 1-5s .... .20
ıhey's—
ı.k, ½s, 6 lb .... per box 1.55
ıa, Epp's, ½-lb. tins, 7 lbs .... .42
Van Houten's, 6-lb. boxes, 1-lb. tins, per tin, .72
" 6-lb. boxes, ½-lb. tins, per tin, .37½
" 6-lb. boxes, ¼-lb. tins, per tin, .19
Huyler's, ½s, 6 lb .... .43
" ¼s, 6 lb .... .45
ıdorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per doz.
-lb. round cans	.19	2.27
-lb. "	.30	3.60
-lb. "	.59	7.08
‹-oz. " 50 cans in case	.07	
		Per lb.
b. "	2.75	.55

ıdorp's Chocolates, 6-lb. boxes, 24 boxes in case—
ilk Chocolate, 6 to lb .... .45
ıeen, 4 to lb .... .42
veet Vanilla, 4 to lb .... .28
" 8 to lb .... .28
ain Cooking Chocolate, ½-lb. cakes .... .36
ker's Cocoa Powder—
-lb. tins, 2 doz. in box .... per doz. 1.88
-lb. tins, 2 doz. in box .... " 3.50
-lb. tins, 1 doz. in box .... " 6.50
-lb. tins, 1 doz. in case .... per lb. .52
-lb. bags, 1 doz. in case .... " .50

—18—

Wilbur's Cocoa—
Breakfast, ¼-lb. tins, 6-lb. boxes .... per lb. .37
" ½-lb. tins, 6-lb. boxes .... per lb. .36

Wilbur's Chocolate—
Premium, ½s, 12-lb .... per lb. .30
Sweet Clover, ½s, 6-lb .... per box. 1.65

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ½s .... .36
Cocoa, labeled, ¼s .... .38
Premium Chocolate, ½s .... .28
Premium Chocolate, ¼s .... .30

Ideal Chocolate and Cocoa Co.:—
Ideal Cocoa, ½-lb. size .... per lb. .40
" " ¼-lb. " .... " .41
" Baking Chocolate, ½-lb size .... " .27
" " " ¼-lb. " .... " .29
" Milk Chocolate, 6-lb. box .... per box 1.65
" Vanilla, Sweet, 6-lb. " .... " 1.65

Lowney's:—
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages .... .36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages .... .36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages .... .36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages .... .36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages .... .30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages .... .30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages .... .30
Vanilla Sweet Chocolate, 50 5-cent packages in box .... per box 1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins .... .40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins .... .40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins .... .39

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins .... .38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins .... .38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins .... .40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins .... .40
Diamond Chocolate, sweet, ¼-lb. pkgs.
6-lb. boxes, 12 boxes in case .... per lb. .27
12 " " 6 " " .... " .27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb. .33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins " 34
½-lb. tins, 6-lb. bxs., 12 bxs. case " .33
Milk Chocolate, 50 5-cent packages in box, per box 1.75
Peter's Milk Chocolate:—
No. 61—½ lb. size, croquettes .... per lb. .48
No. 62—¼ lb. " " " .48
No. 63—½ lb. " flat packets .... " .48
No. 64—¼ lb. " " " " .48
No. 93—⅛ lb. " " " " .48
No. 66—⅛ lb. " " " " .50
No. 67—1/16 lb. " " " " .50
No. 68—1/20 lb. " " " " .50
Croft's Cocoa and Chocolate—
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes .... .40
Croft's Cocoa, ⅛s, 2 doz. in box 1.95
" " ¼s, 6 lb. " .... .39
" " ½s, 6 lb. " .... .38
" " 1s, 12 lb. " .... .37
" " 5 lb., 6 cans in box .... .37
" Swiss Milk Chocolate, 48 5-c. cakes.. 1.50
" Superior Sweet, 6 lb. " ...
" Premium, ¼s, 12 lb. " ...
" " ½s, 12 lb. " ...
Hawley & Hoop's Breakfast Cocoa—
A No. 1, ½-lb. tins, 12 in box .... .34½
" ¼-lb. " 24 " .... .35½
Cocoa Shells, cleaned, bags .... per lb. .01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—
½-lb. decorated cans, 12-lb. boxes .... per lb. .30
½-lb. " " 24-lb. " .... " .29
Special 10-c. packages, 30 to box .... per box, 2.10
Blue Ribbon Breakfast Cocoa—
Decorated ½-lb. tins, 6-lb. boxes .... .36½
" ½-lb. " 12-lb. " .... .36
Bedford Cocoa—
Labeled ½-lb. cans, 6-lb. boxes .... .29½
" ½-lb. " 12-lb. " .... .29
" ¼-lb. " 6-lb. " .... .31½
" ¼-lb. " 12-lb. " .... .31
Vanilla Sweet Chocolate—
Blue Ribbon, ⅛s, 6-lb. boxes .... .26½
" ⅛s, 12-lb. " .... .26
Buster Brown, 5-c., 48 cakes .... per box, 1.35
" 3-c., 72 " .... " 1.40
Premium Chocolate—
½-lb. cakes, 12-lb. boxes .... .27½
½-lb. " 24-lb. " .... .27

—20—

Milk Chocolate—
40 3-cent cakes in box, 24 to half case .... .80
40 " " 48 to case .... .80
24 5-cent cakes in box, 24 to half case .... .78
24 " " 48 to case .... .78

CONDENSED MILK.

Eagle, 4 doz 6.25
Eagle, 2 doz 3.15
Challenge, 4 doz 4.30
Defiance, 4 doz 4.30
Magnolia, 4 doz 4.80
Rose, 4 doz 4.65
Dime, 4 doz 3.90
Winner, 4 doz 4.65
Baby, 1 doz., glass 1.90
Red Cross 4.60
Peninsular 4.60
Dr. Hand's, 2 doz 3.10
Leader 4.30
Banner, 4 doz 4.50
Star, 4 doz 4.60

EVAPORATED MILK.

Peerless, family size, 4 doz 3 70
Peerless, 5c. size, 4 doz 2.20
Yacht, family 3.50
St. Charles, family size, 4 doz 3 75
St. Charles, hotel size, 2 doz 3.95
Silver Cow, 5c. size .... 6 doz. 3.25
Pet, 10-c. size, 4 doz .... per case 3.30
Pet, 5-c. size, 6 doz .... per case 2.80
Van Camps, 6 doz., small 2.90
Van Camps, 4 doz., family 3.55
Van Camps, 4 doz., large 4.00

HIRES CONDENSED MILK AND CREAM

Per case.
Hires Condensed Milk .. 5.60
Queen 4.60
Blue Ribbon 4.35
Premium 4.35
Silver 4.75
(Each of above brands 4 doz. in case.)

Gold Cream
Packed in cases of Forty-eight 20 oz. cans.
Less than five cases 4.25
Five cases or more 4.20
Twenty-five cases or more ... 4.15
Fifty cases or more 4.10

Something About "Talisman" Fish

We offer under the name "**Talisman**" a full line of Salt-water Fish that are guaranteed to comply with the United States Pure Food Law.

All fish packed under this brand are also guaranteed to be of superior quality; prepared under the most sanitary conditions.

In "**Talisman**" Codfish only the best white codfish, caught on the Georges' banks (where the finest Cod are caught) are used. Better fish cannot be obtained anywhere.

You can get these goods from your nearest Swift & Company Branch House, or direct

SWIFT & COMPANY, Gloucester, Mass.

GOING SOME!

THE SALE OF

Forbes' Indexed Coupon Books

FOR OCTOBER INCREASED NEARLY

200 Per Cent.

Over the same month last year. Each month, except one, has shown a decided improvement. THE INDEX, reliability, quality, prompt deliveries, the F. O. B. destination by Express, EXPRESS CHARGES PAID BY US, please old customers and they bring us new ones.

"Have used your books for twelve years. Enclosed find order from N. C. Campbell.
BOYD & LYFORD, Humboldt, Neb."

Books in all sizes. INDEXED. The most convenient made. Relieve you from bookkeeping, forgotten charges and troubles of various kinds. Let us send you free samples. They are waiting for you.

J. P. FORBES, Forbes Building, Coshocton, Ohio

50 YEARS THE STANDARD

BORDEN'S

Eagle Brand Condensed Milk

Three Generations Attest its Merits **Give Your Trade Satisfaction**

BORDEN'S CONDENSED MILK CO.

EST. 1857 "LEADERS OF QUALITY" NEW YORK

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ¼s	.26
" ½s	.28
" ¼s and ½s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jombles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

—22—

Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.c8
Salted Strips	.08½	.09
Saltines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07
Package Goods—		Per doz.
Animals		.50
Butter Thin		1.00
Gingerettes		1.00
Gold Medal Soda (small)		.50
" " (large)		.90
Graham Wafers		1.00
Ivinettes		1.00
Milk Lunch		1.00
Our Ginger Snaps		.50
Pink Tea		1.00
Sugar Snaps		.50
Saltona Biscuit		1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN
WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish.p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish.p. dz.	1.75

—23—

Wein Senf, in bbls. ...per gal.	
" 1 gallon stone jars ...per jar	.75
" 5 gallon kegs ...per keg	2.50
Prepared Mustard, in bbls. ...per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
...loaf,	.26½
Sap Sago, 3 to a lb. ...cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
in tin ...per lb.	.26
" 1-lb. tins ...per case	3.25
Camembert, in wood boxes ...per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.......loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each ...per lb.	.19
Limburger Cheese, No. 1.....box, 18; ½ box, 18; less	.19
Muenster Cheese ...per lb.	.19
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box ...per box	3 00
" (Gem size), 6 in box "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case ...per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size.per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.25
Neufchatel (Cow brand), 25 in box.....per box	1.10
Star Cream, or Phila., 12 " "	2.30
Miniature Cream, or Phila. 12 " "	1.15
Hand Cheese, 8 doz. "	1.45
" 4 " "	.75
" 4 " Thuringer "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1
Schutzen Cheese, 12 in box "	1
American Mountain Cheese (Alpen Kase), 50 1-lb. packages ...per lb.	

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight) ...per lb.	
Wiener Wurstel, 16 in tin ...per doz.	4
" 8 " "	2.
Carlsbad Speck (Imported Bacon) "	
Imported Cervelat Sausage (Rolff's).....per lb.	
Imported Frankfurters ...per doz.	3
Goose Breast, imported, marked weight, per lb.	
Pate de fois Gras, small size ...per doz.	3
American Holsteiner..by bbl. 12 less, per lb.	
" Landjager, short ...per lb.	
" " long "	
" Mortadella, Dry ...per lb.	
" Knackwurst, 25 in box, per box, $4.75 ...per doz.	
" Cervelat (E), 50 and 100-lb. boxes, .21½; less	
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less	
" Cervelat, Cresceot, 50 and 100-lb. boxes, .16½; less	
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23½; less	
" Salami (E), 50 and 100-lb. boxes, .21; less	
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .20; less	
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less	
" Tongue Sausage ...per lb.	
" Smoked Braunschweiger Liver Sausage ...per lb.	
" Lachs Ham "	
" Petit Delicatess Frankfurters, plain, per doz.	
" Petit Delicatess Frankfurters, with Sauer Kraut ...per doz.	
" Lebanon Beef Bologna......per lb.	
" Paprika Speck "	
Mettwurst, half-round "	
Liver Sausage (Special), truffle, goose or sardellen ...per lb.	
Smoked Thuringer Blutwurst "	
" Pfefferwurst "	

PICKLED MEATS.

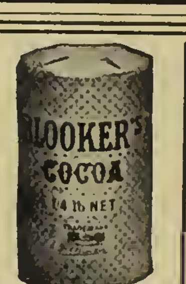
Lamb Tongues (Derby Brand), pint glass jars, per doz.	4.
" (Derby Brand), quart glass jars per doz.	5.
" (Derby Brand), 10-oz. jars, per doz.	2
Calves' Head, in round tins ...per doz.	1.
Pickled Meats, in glass "	1.
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

Do You Know What Ramly Stands For?

We'll tell you—the finest Turkish cigarette ever made to sell for 10 cents. It is the one that is so widely imitated by our competitors.

If you want particular smokers to come to *you*, put the **Ramly** in stock.

MENTOR CIGARETTE CO.
404 Atlantic Avenue - - BOSTON, MASS.
Philadelphia Representative :—ARTHUR HAGAN & Co., 151 N. Third St.



BLOOKER'S COCOA

IS A LUXURY TO THE PALATE
A NECESSITY TO THE STOMACH
AN ECONOMY TO THE POCKET

ALL GROCERS SHOULD HAVE IT

American Depot, 46 Hudson St., New York
In stock by H. KELLOGG & SONS, 19 South Front Street, Philadelphia, Penna.

BRAD'S TIP TOP
SELECTED WHITE RICE
POPPING CORN
C/S 50/10 oz. Pkgs.
C/S 100/10 oz. Pkgs.
C/S 24/20 oz. Pkgs.
C/S 48/20 oz. Pkgs.
ASK FOR PRICES

Say, Mr. Grocer:—

Popping corn, like nearly everything else, is mighty high this season, still you can sell a 20-oz. package **"Brad's Tip-Top"** at 10 cents and make a fair profit; a 10-oz. package at 5 cents, or a 1-lb. package **"I-X-L"** at 10 cents showing better profit, so it's up to you. Ask your Jobbers, or write,

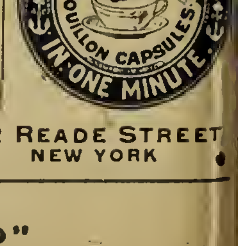
BRADSHAW CO.
New York

Cases of 40 /1s

Anker's Bouillon Capsules

SEE THEM MELT!

Put a package of these on your counter, with a little card telling what they're are good for, and they'll melt away like snow. ANKER'S BOUILLON CAPSULES make bouillon, soup or beef tea, and everybody likes one of the three, especially when they're so delicious as they are. Ten capsules in a box—drop one in hot water. Good goods and a good profit.



ROYAL SPECIALTY CO., Sole Manufacturers 92 READE STREET NEW YORK

—25—

leef Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	
Lamb tongues, in glass	"	1.60

HOLLAND AND SCOTLAND HERRINGS.

Kegs or Pails.

Holland Herring, mixed, "Y.M." ⅛ bbl. 5.50		60–75
" milkors, " ⅛ bbl. 6.50		75–85
" mixed, Standard, bbl. ⅛ bbl.		5.50–6.50
Holland Herring, milkers, Standard, bbl. ⅛ bbl.		
Scotland Herring, mixed, large fulls, bbl. ⅛ bbl. 8.00		
" milkers, large fulls, bbl. ⅛ bbl. 8.00		
Marinirte Herring, Imported, abont 40 in pail.		1.25
Roll Herring, Imported, about 25 in pail		1.00
Spiced Herring, Imported, about 40 in pail.		1.00
Norway Stockfish, dry	per lb.	15
Matjes Herring	per pail	

BISMARCK HERRING.

Pint size, round tins, with key	per tin	.20
Quart " " "	"	.35
Qt. " " "	"	.55
Qt. " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
Russian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

Original Package	per ⅛ bbl.	5.50
Repacked in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" in 5-gal. kegs	per keg	2.75
" in ½-lb. flat tins	per doz.	.95
" in ½-lb. tall tins	"	1.50
" in 1-lb. tall tins	"	2.00
Fancy Kegs—1¦1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg		.80

SALT SARDELLEN.

Original Package, 1902	per anker	16.00
Repacked—kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz	19 50	½ kilo Cans, per dz.	19 50
½ " "	10.50	¼ " "	10.50
¼ " "	5.50	⅛ " "	5.50
⅛ " "	2.75	1/16 " "	2 75

GERMAN DILL PICKLES.

Regular Size.

60 gal. cask—about 2000	per cask	
50 " bbl.— " 1200	per bbl.	
15 " keg— " 500	per 100	
10 " keg— " 300	"	1.00
5 " keg— " 150	"	
10 lb. pail— " 50	"	

DOMESTIC SOURKROUT

Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitzkngein	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg.	per bundle	.30
Basler Lebkuchen, No. 1, 6 " ...	"	.50
" " No. 2, 6 " ...	"	.75
" " No. 3, 6 " ...	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.50
Green Kern	per lb.	.10½
Potato Flour	"	.08
German Dried Pears	"	.14
Dried Mushrooms	" .60–	100
Jnniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

COTTOLENE.

30 2-lb. tins	per case	6.50
15 4-lb. "	"	6.50
6 10-lb. "	"	6.50

Freight prepaid on two-case lots.

—27—

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.37
Western	.30– 36
Storage	.22– 29

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.15
New York, Full Cream, new, 1st's, 40-lb. bxs.	.13–.14
Picnic, Full Cream, new, fancy, 20-lb. bxs.	.15½

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.	.27
Anchovies, in oil, ⅝ bottles	4.50
" " ¼ "	3.25
Anchovy Paste, fancy, per doz.	4.75
" plain, per doz.	3.75
Boullion, Burnham, pints, 2 doz. in case	3.75
" " ½ pints, 2 doz. in case	2.00
Capers, Nonpariel, ⅛ gallon kegs	1.50
" " Quart, glass.......per doz.	7.00
" " bottled, ⅝ size... .per doz.	2.35
" " " ⅜ " ... "	1.90
" " " ¼ " ... "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.65
" med. " " 12 " "	5.00
" small " " 24 " "	4.75
Cherries in Maraschino, in glass, 1-doz. case	7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" " 3 lb., 2 dz. case "	2.20
Currie Powder, pints, per doz.	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ⅛'s	2.85
" ¼'s	5.50
" ½'s	10.50
" 1's	20.00
French Peas, Extra Fins, per caso	18.00
" Fins, per case	16.00
" Moyen's, per case	13.00
Kippered Herring, 6 doz. in case.......per doz.	1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	.29
" " Breakfast Biscuits, per lb. (Packed 7 lbs. and 5 lbs. in a can.)	.32
Red Pepper, Ring, pints, per doz.	1.25
" " ½ pints, per doz.	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz.	6.50
" " " 2 oz., "	3.55
Armonr's Beef Extract, 2 oz., "	4.45
" " " 4 oz., "	8.20
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz.......per doz.	4.00
" " " 8 oz. "	7.25
" " " 16 oz. "	13.50
Theodore Marquet Mushrooms:—	
First Choice	28.00
Choice, 100 tins per case	26.00
Extra, " "	
Hotel, " "	24.00

—28—

Truffles, 1/16	per tin,	.30
" ⅛	"	.55
" ¼	"	1.15
" ½	"	2.25
Shrimps, Pickled, small size		1.00
Dunbar's Shrimps, 2 doz., per doz.		2.25
" Figs in Cordial, 1 doz., per doz.		5.00
Bishop's Figs in Cordial, 1 doz., per doz.		6.50
Crystallized Ginger, 1-lb. tins, per doz.		4.00
" " ½-lb. " "		2.25
Rose's Lime Juice, per doz.		3.60
Victor Rose Water, per doz.		2.25
" Peach Water, per doz.		2.25
Pitted Olives, per doz.		5.25

FLOUR.

	Per Bbl
King Midas	6.70
Gold Medal	6.50
Millbourne	6.25
On Top	6.60
Ceresota	6 40
Pillsbury's Best	6.35
Taylor's Fancy	5.50
Semper Idem	5.00
Pride of the West	5.25
Sunbeam	5.15
Quaker City	6.00

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages		2.85
Franklin Pancake, 30 2s		3.55
Uncle Jerry's Pancake, 40 packages		2.85
Hecker's Buckwheat, 32 3s	per case	4.10
Hecker's Buckwheat, 64 1½s	per case	4.60
Hecker's Flapjack Flour, 24 packages		1.90
Log Cabin Pan Cake Flour, 36 2s		3.25
Ralston's Purina Pancake Flour, 36 2s		3.00

HONEY.

Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz.	per doz.	.95
Selser's, medium bottles, 2 doz.	per doz.	1.35
Schimmel's, 10-oz. bottles, 2 doz. in case		1.45
" 6-oz. " " "		.90

When Next You Buy Canned Goods Futures

You may be filled up with canned goods for the present, and unwilling to listen to anything about them.

But remember, when next you come to buy futures that *Blue Bell* and *Clover Farm* goods are sold on a 100 per cent. delivery contract. We sell them that way to the jobber, he sells them that way to you.

In no other way can you get any real benefit from buying future canned goods. Next year try the 100 per cent. contract and get all you bought.

STRASBAUGH, SILVER & COMPANY
ABERDEEN, MD.

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers IN FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

If you could see some brands of rennet made, you'd never offer them to your customers in a thousand years!

Filthy, unclean and nasty! We wouldn't sell such rennet if we had to work in the streets!

James T. Shinn's **Liquid Rennet** is guaranteed to be perfectly and absolutely clean. It's the best in other ways, too—strongest, purest and most profitable.

It makes you 100 per cent.

SHINN & KIRK, 1400 SPRUCE ST., PHILA., PA.

—29—

FARINACEOUS GOODS.

	Per Ba
Corn Meal—	
Lea's, white, Table, 100 lbs	2.15
" yellow, granulated, 100 lbs	2.15
" " table, 100 lbs	2.10
Western yellow, 100 lbs	1.75
Mother's, 36 packs	2.75
Quaker, 36 packages	
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.15
Beans—	
California Lima, per lb.	.05¾
Marrows, Fancy N. Y. State, grain bags bush	2.42½
Marrows, Extra Choice, N. Y. State, grain bags, bush.	2.30
Medium, Fancy N. Y. State, grain bags, bu.	
Pea, fancy, N. Y. State, grain bags, bushel	2.40
Pea, fancy, Michigan, grain bags, bushel	2.40
Red Kidneys "	2.45
Peas—	
Green, per bushel	1.95
Scotch "	2.20
Split, yellow "	2.15
" green "	
Lentils—	
110-lb. bags, per lb.	.08
Less quantity "	.08⅓
Shaker Corn—	
Fancy, barrels, per lb.	.07¼
Less quantity "	.08
Hominy—	
Lea's Breakfast, 10 pkgs, case	1.65
Lea's Pearl, 100 lbs, per bag	2 25
Schumacher's Breakfast, 10 pkgs. to case	1.40
Western Pearl, 100 lb. bags	1.65
Western Grits, 100 lb. bags	1 65
Barley—	
OO	.07
No. 3, 100-lb. bags	4.15
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl	8.15
" " kegs 100 lbs., per keg	4.22½
Oaten Goods, In cases—	Per case
Avena, 18 packages	1.50
Banner Oats, 20 packages	4.15
Friends' Oats, 36 packages	3.00

—30—

H. O. Oats, 24 packages	3.00
Mother's, 18 packages	1.57
Quaker, 18 small size	1.55
Quaker, 10 large size	2.10
Rolled Oats—	
Avena, per bbl., 180 lbs	7.10
Avena, per keg, 90 lbs	3.75
Standard, 180-lb. bbls	0.85
" 90-lb. bags	3 45
Sago—	
Fine, bags about 160 lbs	.05½
50-lb. lots	.06
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs, per lb.	.06
" " less quantity "	.06⅓
" Pearl, 150 lbs "	.04¾
" " less quantity "	.05¼

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs, case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Purina Health Food, 36 2's, Cartons "	4 50
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.85
Egg-O-See Corn Flakes, 36 packages	2.85
Cook's Malto Rice, 36 2-lb. packages	4.20
Cerealine Flakes, 36 packages	2.60
Force Food, 36 packages	3 75
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.60
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2 75
Pettijohn's Food, 18 packages	1.80
Presto, 36 packages	3 35
Quaker Puffed Rice, 36 packages	2.60
Quaker Wheat Berries, 36 packages	2.75
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.85
Zest, 36 packages, 10 cent size	2.25
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3 90

—31—

HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs	4.75
Cases, 3 doz. pkgs	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.07½
" Acidulated "	1.07½
Cox's, large "	1.57½
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per doz.	1.35
" small "	.95
Bromangelon, assorted 3 doz "	.87½
Fruit Puddine, 2 doz., asst. flavors "	.80
Jell-O, assorted flavors, 2 doz "	.87½
Jell-O Ice Cream Powder, 2 doz "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.90
Trypbosa, per doz.	.92½
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs, per case	2.70
Kusto, 60 5-cent packs, per case	2.00
Puddine, assorted, 2 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz, per doz.	.90

—32—

MACARONI.

	Per lb
Larosa Alphabets, square, 25 lbs	.05½
" Elbows, " "	.05½
" Marcaroni, long, "	05½
" " square "	.06½
Larosa Spagbetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05½
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spagbetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.9[illegible]
Spice Drops, in baskets, 20 lbs	1.6[illegible]
" In boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2, per doz.	9.00
" " " 3 "	6.50
" " " 4 "	4.50

Sell It Under Money Back Plan

We who make Nicelle Olive Oil have such an abounding confidence in its magnificent quality that we will refund the money to any purchaser who doesn't find Nicelle superior to any brand they have ever used.

Can confidence go further?

Nicelle is the very perfection of olive oil. It is the highest producible type of edible oil.

NICELLE OLIVE OIL CO.
105-109 HUDSON ST., NEW YORK

Some grocery stores sell two grades of print butter; others sell only one. Sometimes the one is the finest grade, sometimes a medium grade.

The point is this—that **Gurnse Butter** has a natural place in every store except the one that sells only one grade, and that medium. It represents the finest butter possible to make; the cleanest, the purest, the most sanitary and healthful.

It is not possible for a pound of **Gurnse Butter** to be bad, for the many inspections it undergoes absolutely insure the contrary. Depend on it to the limit; it will never destroy your customer's confidence in you.

P. F. BROWN & CO.
39 South Front Street, Philadelphia, Pa.

K

We Are Advertising This Trade-Mark

This trade-mark means to Jams and Marmalades what "Sterling" means to silver; the best that can be made; sound fruit and sugar; absolutely pure. Better get acquainted with it.

Assorted case, 2 doz. 1-lb. jars, $4.50.

MARMALADES—Orange and Grapefruit

JAMS—Fig, Peach, Grape, Strawberry and Blackberry

H. P. D. KINGSBURY
REDLANDS - CALIFORNIA
WM. T. SHERRON, Agent
31 South Front Street

—33—

ıbacco Cutters.. 1.50
ırm Money Drawers.. 1.50
g and Twine Holder.. 1.00
ırrei Covers, Sunk Handles, 21 in...per doz. 2.50
" Top " 21 in... " 2.00
ef Cutters.. 6.00
ıng Borers, Enterprise No. 2, 1⅛ to 2 in...... 1.60
ın Openers, "Never Slip"............per doz. .90
ɔpper's Can Opener....................per gross 13.80
ıeese Cutters.. 8.00
ffee Mills, Dell's No. 9.. 32.00
" " 10.. 40.00
" " 12.. 65.00
ult Augers, 2 prong.. 1.50
easuring Faucets.. 2.00

ıiladelphia Scoop Co's Sugar Scoops:—
Indestructible, No. 4....................per doz. 9.00
" 5.................... " 12.00
" 6.................... " 15.00
Ex. Galvanized Steel Blades, No. 3..per doz. 4.20
" " 4.. " 5.40
" " 5.. " 7.20
X Quality, No. 3.................... " 2.60
" 4.................... " 3.00
" 5.................... " 3.40

ıerer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6⅛,	3 feet 8 inches,	9	15.00
8⅛,	4 feet 10 inches,	12	20.00
10⅛,	6 feet,	15	25.00
12⅛,	7 feet 3 inches,	18	28.00
14⅛,	8 feet 6 inches,	21	31.00
16⅛,	9 feet 8 inches,	24	35.00
18⅛,	10 feet 10 inches,	27	40.00
20⅛,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from ıse prices, f. o. b., Ilion, N. Y.

ales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1⅛
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1⅛
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**

Dime cartons, 2 doz. in case	per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case	"	.90
Large cartons or tins. 2 doz. in case	"	2.00
Dime Tumblers, 2 doz. in case	"	.90

SHREDDED FISH.

	Per doz.
Swansdown, 2 doz	.72½
Osprey, 2 doz	.60
Tidal Wave, 2 doz	.40

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...	50.co	25.60	13.00	2.75	2.25
Ex. Norway, No. 2...	36.co	18.60	9 50	2.05	1.69
Ex. Norway, No. 3...	28.00	14.60	7.50	1.65	1.37
Ex. Norway, No. 4...	24.00	12.60	6. 0	1.45	1.21
Ex. Bloaters, xxx......	42.00	21.60	10.95	2.35	2.03
Ex. Bloaters, xx.......	40.co	20.60	10.45	2.2,	1.95
Fancy Shore, No. 1...	38 co	19 60	10.co	2.15	1 77
Med. Shore, No. 1 ...	27.00	14.10	7.25	1 60	1.33
Large Irish, No. 2.....	23.00	12.10	6.25	1.40	1.17
Extra Irish, No. 2.....	22.00	11.60	6.co	1.35	1.13
Medium Irish, No. 2..	21 00	11 10	5 75	1.30	1.c9
Small Irish, No. 2.....	20 00	10.60	5.50	1.75	1.05
Irish, No. 3..............					
Large, No. 3............	20.00	10.60	5 50	1.25	1.05
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...	6.50	3.85			
Ocean Whitefish.......	6.00	3.60			
Salmon, Halifax					
Shad, No. 1, Mess.....	15.00	8.10	4.10	1.co	.85
Shad, No. 2, Mess.....					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06½
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
White Rose, 1 lb. cakes, 24 lbs	.c8⅛
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

—35—

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	
Hake	

In original cases, 450 lbs., ⅛c. less

SMOKED FISH.

New Extra Scaled Herring	per box	.18
Small Extra Scaled Herring	per box	.18
Boneless Herring, fancy 10 lb. boxes, per lb.		
Smoked Salmon, whole fish	per lb.	.27
New Cromarty Bloaters, 50s	per box	1.05-2.00
" " 100s	"	2..0

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.10½
Fancy N. Y. State, 48 1 lb	.11¼
Choice N. Y. State, 50-lb. boxes	.10¼
Apricots—	
Fancy Royals, 25 lbs	.27
Extra Choice Royals, 25 lbs	.22½
Standard Royals, 25 lbs	.19
Cherries—	
California, unpitted, Black, 25 lbs	.16½
California, pitted, 25 lbs	.30
Currants—	
Gold Medal, recleaned, 36 1s	.08½
Gold Medal, loose, 25 lbs	.08¼
Private Growth, extra, cleaned, 36 lbs	.08¼
" cleaned, 30 lbs. bulk	.08
Nectarines—	
White, 25 lbs..........per lb.	
Peaches—	
Extra Fancy Muirs, 50 lbs	.15
Fancy Muirs, 25 lbs	.14½
Extra Choice Yellows, 25 lbs	.13½
Extra Choice Muirs, 50 lbs	.14
Choice Muirs, 25 lbs	.13
Choice Yellows, 25 lbs	.12⅝
Pears—	
Fancy California, Bartlett, 25 lb	.13½

—36—

PRUNES. Boxes.	New Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs......				
30– 40, 25 "	.10½	.09⅞		
40– 50, 25 "	.09½	.08¾		
40– 50, 50 "				
50– 60, 25 "	.08⅝	.08¼		
50– 60, 50 "	.08¼			
60– 70, 25 "	.08	.07¾		
60– 70, 50 "	.07¾			
70– 80, 25 "				
70– 80, 50 "				
80– 90, 50 "	.06½	.05¾		
90–100, 25 "		.05		
90–100, 50 "		.05¾		
100–120, 50 "				

25–30, 25 lbs., Red Star, fancy, Silver	.11½
Ensign, fancy, pitted, 50 1s	.09
Raisins—	
Muscatels, 4 crown, 50 lb	.08
" 3 " 50 lb	.07½
" 2 " 50 lb	.07¼
Cal. Thompson Seedless, 50 lbs	.08
Cal. Cleaned Sultanas, 50 lbs	.c8⅛
Cal. Sultanas, 50 lbs	.07½
Seedless Muscatels. 50 lbs	.0?¼
Roger's, Layer, Valencias, 28 lbs	.08
Llano, Layer, Valencias, 28 lbs	.07½
Gilabert's, Layer, Valencias, 28 lbs	.08
Raisins, Seeded—	
Griffin & Skelly's, fancy, 36 1s	.09¼
Euclid, fancy, 36 1s	.c9
Tiger, fancy, 36 1s	.10
Admiral, fancy, 40 1s	.09⅛
Citron, fancy, boxes, 10 lbs	.18¼
" fancy, 25 lbs	.18
Lemon Peel, fancy, boxes, 10 lbs., net	.13
Orange Peel, fancy, boxes, 10 lbs., net	12

CEREAL COFFEE.

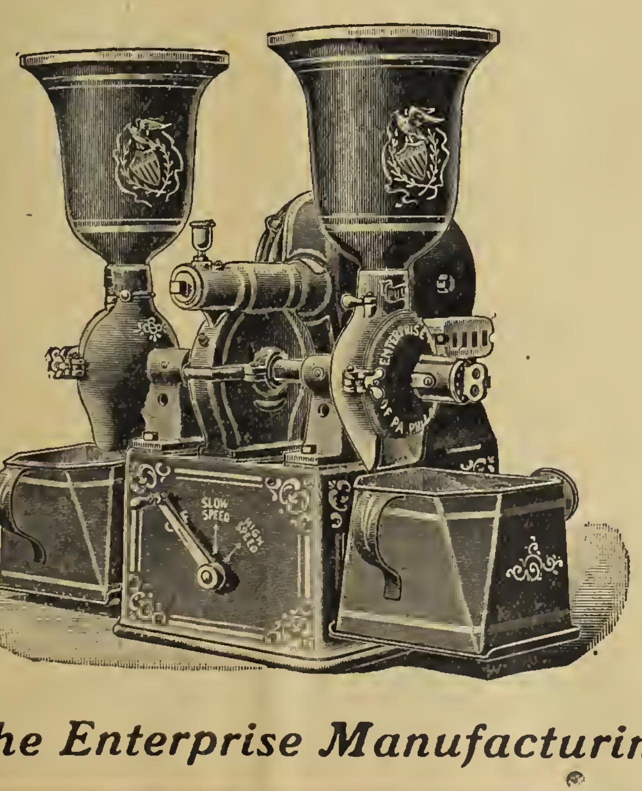
Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size. ½ doz. 25-cent size in case ....per case	2.30
Case No. 5, 1 doz. 25-cent size.......... " "	2.05
Case No. 6, 2 doz. 15-cent size.......... " "	2.47½
2 doz. 15-cent size, 1 lb...... per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case ....per doz.	2.15
24-12 oz. package, packed 2 oz. in case.......... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz	per doz.	.67½
Tumblers, 5-c. size, 2 doz	"	.45
Tumblers, 10-c., Lord's Prayer, 2 doz.	"	.80

Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An

"Enterprise" *Electrically Driven* Coffee Mill



will save your clerks' time, your customers' time, and advertise your store. Write for catalogue describing our various Electric Mills, with capacities for granulating from four ounces to nine pounds of coffee per minute.

The illustration shows our double mill No. 08712, with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee per minute. Fitted with ¾ H. P. motor for direct current, or with ½ H. P. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

The Enterprise Manufacturing Co. of Pa. = , = Philadelphia, U. S. A.

—37—

INK.

Arnold's, black, 3032 .... per bottle .48
Continental, red, 1 doz. .... .30
" black, 3 doz. .... .25
Royal, black, 3 doz. .... .25
Stafford, Commercial, 3032 .... per bottle .58

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		4½ doz.	3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain .... per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—
1-gallon, Glass .... per doz 2.25
1- " Galvanized .... " 2.10
5- " Lenox, Spout .... " 5.00
5- " " Spigot .... " 5.50
5- " Columbia .... " 7.00
5- " Banner .... " 8.00
5- " Climax, Pump .... " 10.00
5- " Home Rule, Pump .... " 12.00

Lanterns—
No. 0, Standard .... per doz. 4.75
No. 0. Dash .... " 7.80
Cold Blast .... " 8.00

LIME.

Prepared, 2 doz. in case .... per doz. .52½
Chloride, sifting, 25 lb. boxes, 1 lb. .... per lb. .05¼
" " 25 lb. boxes, ½ lb. .... " .06¼
Acme, 1 lb., sifting, 25-lb. boxes .... .05½

LYE AND POTASH.

Banner, 4 doz. .... per case 3.25
Babbitt's Potash, 4 doz. .... " 3.30
Lewis' .... " 3.25
Red Seal, 2 doz. .... " 1.87½
" 4 doz. .... " 3.65
Popular, 4 doz. .... " 1.45

MATCHES.

Per gro
Swift & Courtney's, 200's, 2-gross case 1.75-1.90
" 400's, 1 " 3.50-3.70
" 500's, 1 " 3.75-4.00
Blue Hen, 200's, 1 " 1.50-1.60
" 500's, 1 " 4.00-4.25

—38—

Per Gross.
Vulcan Parlor, 65's .... .41
" 100's, 5-gross in case .... .90
" 500's 3.95
Vulcan Safety, 65s, No. 37 .... .55
" 65s, No. 2 .... .45
Columbia Safety, No. 2, 5-gross cases .... .55
" No. 37, 5-gross cases .... .50
" 100's, 5-gross cases .... .90
" No. 15, gross cases 1.20
" No. 32, 5-gross cases .... .55
Safety .... .45
Mazeppa, Parlors, 500's 3.50-3.75
Searchlight, 500's 4.25-4.50
Press, 200's 1.80-1.90
" 500's 4.50-4.75
America, 200's 1.30-1.35
American Paraffine, 500's, ex. qual 4.15
Telegraph, blue bead, 5-gross cases .... .60
Our Darling, 1 gross, No. 3, 1,000 .... 5.50
Our Darling, ½ gross, No. 4, 1,000 .... 2.75
Superba, 1000s, 1 gross to case 5.00
Red Skin, 500s, 1 gross to case 4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case 4.50
Lenox, 400s, 1 gross to case 3.00
Red Cross, 200s, 1 gross to case 1.30
Blue Ribbon, 165s, 5 gross to case 1.00
Blue Ribbon, 165s, 1 gross to case 1.05
Astral, 150s, 5 gross to case .... .85
Astral, 150s, 1 gross to case .... .90
Planet, 100s, 3 gross to case .... .80

MINCE MEAT.

John Bower & Co.:—
Barrels and half barrels, Superior .... per lb. .08¾
18, 37 and 68-lb. buckets, " .... " .09
10-lb. buckets, 6 in crate, " .... per crate 6.25
5-lb. " 6 " " .... " 3.65
5-lb. glass jars, 6 in case, " .... per case 3.80
18, 37 and 68-lb. bcks., XXX, Superior..per lb. .13
5-lb. gl. jars, 6 in case, XXX, " per case 4.40
Barrels and half barrels, Fairmount .... per lb. .07¾
18, 37 and 68-lb. buckets, " .... " .08
Wm. J. Troth:—
Barrels and half barrels, Famous .... per lb .08¾
18, 37 and 60-lb. buckets, " .... " .09
10-lb. buckets, 6 in crate, " .... per crate 6.25
5-lb. " 6 " " .... " 3.65
5-lb. glass jars, 6 in case, " .... per case 3.80
18, 37 and 60-lb. bcks., XXX, Famous..per lb. .13
5-lb. glass jars, 6 in case, XXX, " per case 4.40
Barrels and half barrels, Golden .... per lb. .07¾
18, 37 and 60-lb. buckets, " .... " .08
Campbell's Mince Meat, 30-lb. pails ..... " .08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits, per lb. .06
New Year, bbls and kegs and 30-lb. kits..per lb. .05
Crescent, bbls., ½ bbls. and 30-lb. kits " .04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls...per lb. .07½
" 18 and 37 lb. Kanakins ...... " .08
" 10-lb. Kans, 6 to crate...per doz. 9.80
" 5-lb. " " " 5.30
" 5-lb. Glass Jars, 6 to case " 6.25

—39—

National, 30-lb. Kits, bbls., ½ bbls .... per lb. .05¾
Southwark, 30-lb. pails, bbls., ½ bbls. " .04¾
Atmore & Son, Extra Family—Seedless:—
No. 5, glass jars .... per case 6 jars 4.50
No. 3, glass jars .... per case 6 jars 3.15
Family—Seedless.
No. 5, wooden pails .... per box 6 pails 3.75
No. 10, wooden pails .... per box 6 pails 6.40
No. 18, 37 and 68, wooden pails .... .09¼
Celebrated—Seedless.
Barrels, Halves, Quarters .... per lb. .08¾
Wooden Pails, 18, 37 and 68 lbs .... " .09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz 2.00
Cartons Condensed, (3 dozen in case,) per gross 11.00
Keystone—
Barrels, Halves, Quarters .... per lb. .07¾
Wooden Pails, 18, 37 and 68 lbs .... " .08¼
Wooden Kits, No. 20 and 35 .... .08

OILS.

Stove Gasoline .... per gal. .18
Headlight, 150 test .... " .12½

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz	15.50
" Extra, 64 oz	13.50
" Mammoth, quarts	7.25
" Extra, quarts	6.75
" Extra, pints	4.50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz.	2.40
Farcies	3.75
Queen, 6 oz.	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

—40—

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz 4.90
" " pts., 2 doz 2.90
" " ½-pts., 2 doz. 1.90
Rae's, Lucca, litre bottles, 1 doz 11.50
" 25-oz. bottles, 1 doz. 8.75
" Finest Sublime, qts., 1 doz 6.50
" " pts., 2 doz 7.50
" " ½-pts., 2 doz... 4.75
" " 8-oz. flasks, 2½ doz. 7.50
" " 12-oz. flasks, 2½ doz 9.00
" Sublime, 8-oz. flasks, 2½ doz... 6.50
" " 12-oz. " 2½ doz... 8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal. 2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl. 2.30
" " 1 qt., 40 to case, " 2.65
" Sublime, 1-qt. tins, 40 to case 2.35
" " ½-gal. tins, 20 to case 2.20
" " 1-gal. tins, 10 to case 2.10
" " 5-gal. tins, 1 or 2 to case 2.00

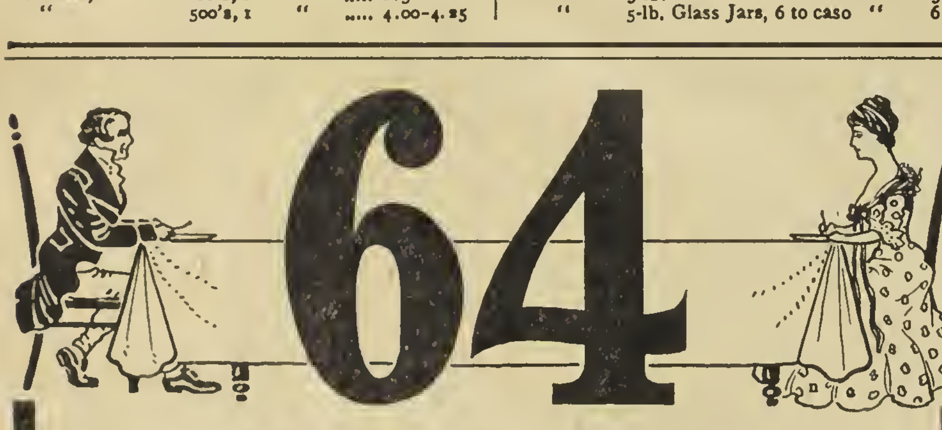
J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.
24 4½ oz. bottles 4.75
24 8 oz. bottles 7.50
12 18 oz. bottles. 6.75
2 5 gal. cans, case 22.00
10 1 gal. cans, case 23.10
20 ½ gal. cans, case 24.20
40 ¼ gal. cans, case 25.30
80 ⅛ gal. cans, case 27.50
Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.
Per case
Large bottles, 1 doz. to case 7.25
Medium bottles, 2 doz. to case 7.75
Small bottles, 4 doz. to case 8.50
5 gallon tins, 2 tins to case 26.50
1 gallon tin, 4 tins to case 11.00
½ gallon tin, 8 tins to case 12.00
32 oz. tin, 25 tins to case 22.00
Trade discounts on quantity.

Jas. Hill & Sons Co.
Quarts, Cal. style, 1 doz. in case....per case, 8.50
Pints, " 2 " " ..... " 9.00
½ Pints. " 2 " " ..... " 4.75
Oliver's Olive Oil—
1 dozen quarts 6.00
2 dozen pints 6.75
2 dozen half-pints 4.25
6 1-gallon tins .... per gal. 2.00
Special prices for quantities, on application.

AMERICAN OIL.

Stohrer's, No. 8, 2 doz. .... per doz. .55
Stohrer's, No. 16, 2 doz .... per doz. .95
Stohrer's, No. 32, 1 doz .... per doz. 1.85
Keystone, bottles, 2 doz .... per doz. .95



YEARS AGO
We Used NO Adulterants or Chemical Preservatives in Making

ATMORE'S MINCE MEAT

We Make it Just the Same To-day.
Remember "It IS Pure"
ATMORE & SON - Philadelphia

We Will Pay You
TO PUSH ARIOSA

Besides giving you a good profit on **Ariosa Coffee** and making it so widely known that it needs an introduction nowhere, we will give you almost any article of merchandise you may want either for your home or store in exchange for the vouchers which come to you with every case.

If you haven't a catalogue we will send you one.

Arbuckle Brothers
NEW YORK

—41—

PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs	"	.90
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.18½
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide	"	.03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03¾
White Tea Paper, 12 x 16, reg	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼	.48	.29		.31	.35	.45
⅜	.53	.35		.37	.43	.55
1	.71	.45	.78	.49	.55	.73
2	.89	.53	.97	.61	.71	.93
3	1.09	.65	1.25	.75	.89	1.15
4	1.25	.77	1.39	.87	1.05	1.33
5	1.45	.91		1.07	1.21	1.55
6	1.73	1.03	1 95	1.23	1.41	1.81
8	2.09	1.19	2.29	1.49	1.68	2.19
10	2.27	1.37	2.55	1.65	1.83	2.41
12	2.69	......	3.11	......	......	2.89
14	3.37	......	3.97	......	......	3.75
16	3.87	......	4.41	......	......	4.01
20	4.39	......	4.79	......	......	4.55
25	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25
Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10

—42—

Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.92½
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 3 doz	.92½

PICKLES.

William Bros., 32 gal., 1500s	10.75
" " 16 " 800s	6.10
" " 16 " 600s	5.25
Barrels, 45 gal., 1200s	11.50
10-gallon kegs, 700s	3.25
Sweet Pickles, 500s to 600s, 5 gal......per keg,	3.30
Sweet Pickles, 700s, 5 gal "	3.60
Sweet Pickles, 1,000s, 5 gal "	4.15
Sweet Pickles, 2,000s, 5 gal "	5.00
Chow-Chow, No. 1, 5 gal. kegs	1.95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00
Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.50
No. 8, Sour Gherkins, 2 doz	.92½
No. 8, Sweet Gherkins, 2 doz	.92½
No. 8, Sour Mixed, 2 doz	.92½
No. 8, Sour, assorted, 2 doz	.92½
No. 8, Chow-Chow, 2 doz	.92½
No. 8, Onions, 2 doz	.97½
Highland, No. 10, Chow	.90
Highland, No. 10, Sour, assorted	.90
Highland, No. 10, Sweet Mixed	.90
Crosse & Blackwell's:—	
Whole bbls., 5 doz	3.25
Chow, pints, less quantity	3.30
Mixed, less quantity	3.30
Onions, pints, less quantity	3.30
Plain, pints, less quantity	3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.20

—43—

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls	.16
" " " 40 grain, bbls	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's......per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs	.10¼
" 14–16 lbs	.10
" 10–12 lbs	.11
Picnics, 6–8 lbs	.09¼
N. Y. Shoulders, 10–12 lbs	.10
Dried Beef, sets (city smoked)	.15
" Tenders and Knucks	.16
" Flats	.13
" Air Dried, sets	.21
" " Tenders and Knucks	.22
Jersey Pork, Butt......per bbl.	18.50
" Family...... "	20.00
Breakfast Bacon, rib in	.12½
" boneless	.14
S. P. Bellies, 14-15 lbs	.10½
Bologna, 25-lb. boxes	.08
Boiled Boneless Ham	.18
Beef Tongues, smoked, 5-6 lbs......per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—	
Honey-cure Brand Hams, skinback	.12½
" " large	.12½
" " medium	.12½
" " small	.14
" Breakfast Bacon	.14
" " boneless	.16
Beef, air-dried, regular sets	.20
" " insides and knuckles	.23
Ham Bologna	.10
Beef "	.10
Boiled Hams	.22
Beef Tongues......per doz.	9 00–11.00

—44—

Swift & Co.—	
Premium brand Hams, 10 lb	.14
Premium brand Hams, 12 lb	.13½
Premium brand Hams, 14 lb	.12
Premium brand Hams, 16 lb	.12
Premium brand Hams, 18 lb	.12
Premium brand skinned Hams, 18–20 lb	.11½
Premium brand boiled Hams, skinned, fatless	.23
Premium brand Bacon	.21
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut	.17
Winchester brand skinned Hams, all aver	.10½
Winchester brand Picnics	.09½

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	10	8⅛
Plain Tubs, 50 and 60 lb. cans	10	8¼
10-lb. Tin Pails, 60 lbs	11	9⅛
5 " "	11⅛	9¼
3 " "	11¼	9⅜

John Bower & Co.—	
Pure Kettle Rendered, tierces	.10¾
" " tubs	.11
" " 3, 5 and 10-lb. cans,	.12
Swift & Co.—	
Premium brand, tierces	.11¼
Silver Leaf brand, tierces	.10¼
Jewel, compound, tierces	.08
Cotosuet tierces	.08¼

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native	.08–.09
Common to fair, native	.06–.07
Western Dressed Beef—	
Choice, native cattle	.08–.09
Common to fair "	.06–.07
City Dressed Veal—	
Prime	–.13
Good to choice	–.08
Dressed Hogs—	
Pigs	–.08
Hogs, heavy	–.08
" 180 lbs	–.08
" 160 lbs	–.08
" 140 lbs	–.08
Dressed Sheep and Lambs—	
Lamb, Western, good	.12
Lamb, Western, culls	.09
Sheep, choice	.10
" medium	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90–1.00
Cow Tongues	.75–1.00

For Pickles Alone

Here is the T. & S. Pickle Cabinet, made revolving or non-revolving, as you like. Has no banana tree and is for pickles exclusively.

A handsome fixture. Solid oak or cherry, ball-bearing casters, with four three-gallon clean glass jars with covers. Dirt and insect proof and occupies only two square feet of floor space. Keeps pickles clean, fresh and inviting. A silent but effective salesman.

The Welles & Davis Mfg. Co.
WYALUSING, PA.

JOHN BOWER & CO.

GENERAL PROVISION DEALERS

ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia

CURERS OF HONEY-CURE BRAND

Beef, Beef Tongues, Breakfast Bacon, etc. **HAMS** Pure Kettle-rendered LARD a Specialty

BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

You must Advertise or Lose! Then why not Advertise wisely?

The best advertisers in the country—and they are all thinkers—tell you how to advertise successfully in

BRAINS

FOR

The Retailer and Advertiser

The very best examples of clever, money-making advertising in the world are presented weekly.

If you advertise without reading BRAINS you miss the benefit of other men's experience, men who have given years to the study of advertising.

Five dollars a year is all it costs, and its worth it. Sample copy 15 cents.

JAMES KNAPP REEVE
PUBLISHER
DEPOSIT, N. Y.

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.05
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.10
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.14
" " western		.14

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.18 –.20
" Y. T., 5 to 7 lbs	.17 –.20
Old hens and toms	.16 –.19
Common to Good	.12 –.15
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22 –.24
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.22 –.24
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.22 –.24
Western, 4 to 4½ lbs. to pair, fancy	.18 –.20
" 3 to 3½ lbs. to pair, fancy	.18 –.22
" fair to good	.15 –.16
Fowls—	
Western, fancy	.13 – 13½
Heavy Roasters, 4 to 5 lbs	.14 –.15
Fair to good	.12 –.13
Old cocks	.09 –.10
Western capons, fancy, frozen	
" " small, frozen	
Squabs—	**Per doz.**
Prime, large, fancy	4.00
Mixed	2.50–3.50
Dark	1.00–1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.12 –.13
Large Springers	.11 –.12
Fowls	.10 –.12
Roosters	.09
Ducks	.11 –.12

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

—46—

SAUER KRAUT.

Extra Quality, 50-gal. tierces	5 60
Extra Quality, 15 gals., kegs	2.25
Victory, extra fancy, No. 3, 2 doz....doz.	.90
Spring Garden, fancy, No. 3, 2 doz....doz.	.82½
Compass, No. 3, cans, 2 doz	.82½

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb..per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ½ " "	8.50
P. P. Sauce, 2 doz., No. 1 "	1.50
Atmore's Genuine English Plum Pudding—Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ½ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	**Per doz**
No. 32, jars	1.05
No. 5, toy pails	2.90
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	**Per lb.**
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ½ doz	4.10
Fruit Butters—	**Per doz.**
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.90
Apple, 30-lb. pails ....per pail	1.20
Apple, 20-lb. crocks ....per lb.	.07¾
Apple, Schimmel's, 30-lb. pails ....per lb.	.06
Prune, 30-lb. pails ....per lb.	.07¼
Jams—	**Per doz.**
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	**Per doz.**
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	**Per doz.**
1-lb. tumblers	4.00
½-lb. "	2.25

—47—

	Per Doz
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, "	4.60
Raspberries, "	4.60
Apricots, " peeled	4.85
Pineapple, "	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		0 85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1 95
Spirits Camphor		85	1.95
Spirits Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	
Laudanum, 15c.-size ....per doz.,			1.20
Laudanum, 25c.-size ....per doz.,			1.90

5 per cent. discount in gross lots assorted.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb.	per ca.	2.40
" " " ½-lb., "	"	2.60
" " " ¼-lb., "	"	2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.08
" Lump, bulk	"	.08
Butter Color, W. & R.	per doz.	2.00
Bluestone, bulk	per lb.	.09
Copperas	per lb	.01¾

—48—

Camphor, gum, 1-oz. blocks	"	1.00
" Flakes, 250 bbls	"	.02¼
" " less quantity	"	.02¾
" Tar Balls, bbls., 250 lbs.	"	.02¼
" " less quantity		.02¾
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Epsom Salts	per lb.	.01½
Glauber Salts	per lb.	.01½
Glue, ordinary		.09½
Glue, white		.20
Glue	"	.11
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.55
Haarlem Oil	per doz.	.40
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.27
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.24
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10.c. "	"	.75
Paris Green, 100-125-lb. kegs	per lb.	29½
" ½-lb. packages	"	.34
" ½-lb. "	"	.33
" 1-lb. "	"	.32
Jamaica Ginger, Hires', flasks	per doz.	.90
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.07
" granulated, kegs, " 100 "	"	.07
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2.45
" 100-lb. bags		2.25
" less quantity		.03½
Venetian Red	per lb.	.02
Whiting	"	.02
	1 oz.	2 oz.
Husband's Magnesia	per doz.	2.85
Bull's Cough Syrup	"	1.90
Roach Powder, Omega, 4-oz. cans		.80
" "	per gross	9.00
Roachsault, 10c.-size, 1 doz.	per doz.	.80
Iron Glue, McCormick & Co's:—		
No. 5		.40
No. 10		.75
Tube V		.75
McCormick & Co., Bee Brand—		**Per doz**
Insect Powder		.80
Root Beer		.80
Talcum Powder		.80
Triangular Quinine		.80
Quinine Capsules		.75

L&S Pickles

SUGAR OR SACCHARINE?

You can easily see the difference between **L. & S. Pickles** and other pickles. Eat them one after the other, or let your customer do it, and you'll have the best possible argument for the **L. & S. brand.**

The actual difference is this: **L. & S. Pickles** are not simply sweetened—they are preserved through and through with granulated sugar. This makes the inside as good as the outside, and gives the whole pickle an appetizing evenness of flavor which no other pickle has.

Many other brands are not preserved at all—simply sweetened with saccharine, a chemical imitation of sugar. This is not only harmful and forbidden by the food law but it doesn't do the work. The saccharine-sweetened pickle is simply sweet on the outside.

LUTZ & SCHRAMM COMPANY, Allegheny, Pa.

They're Tired of the Imitations

Don't you think your trade are about tired of the rainbow-hued imitation gelatine that desire for novelty has given some vogue during the last few years?

Don't you think they'd like some real gelatine—the pure, fresh, old-fashioned gelatine made of fine calves' stock, clear spring water and nothing else.

You'd probably be surprised at the eager welcome **Chalmers' Gelatine** would get from your customers. Try it. Granulated or shredded.

JAMES CHALMERS' SONS, Williamsville, N. Y.

—49—

W. F. Young's Veterinary Remedies, wholesale prices—

	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S, Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—

		Per doz.
Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00
Sauer's Flavoring Extracts:—		
No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen, No. 25,	per doz.	2.00
" " " No. 2X,	"	.80
" " " No. X,	"	.45
" Lemon, " No. 25,	"	1.75
" " " No. 2X,	"	.80
" " " No. X,	"	.45
Ingersoll's Flavoring Extracts:—		
High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.85
" Lemon	"	.85
" assorted	"	.85
" small size	"	.45

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

	Per gal.
Corson's Golded Russet, bbl	.20
Corson's Champagne	.18
" Dry Hard	.20
New Juice Cider, bbls	.18
New Juice Cider, ½ bbls., 28 gals	5.60
New Juice Cider, ¼ bbls., 14 gals	3.25
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05⅝
Imperial, fancy Japan, 1-lb. pockets	.05⅜
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03⅝
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	

SALT.

WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2⅝ "	4.00
Worcester, Irish Linen, bags, 250 lbs	8.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS
TABLE SALT
PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz	doz.	.87½
Durkee's, large, 1 doz	per doz.	4.00
" small, 2 doz	"	2.40
Schimmel's, small, 2 doz	per doz.	.87½
My Wife's, large, 1 doz		2.30
My Wife's, small, 2 doz		1.45
Snider's Salad Dressing:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Luncheon, 3 doz	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.65
Kegs, 150 lbs	per 100	85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz		.77½
North of England Sauce, No. 8, doz		.77½
Chef Sauce, 2 doz., doz		.75
Snider's Chili Sauce:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

REFERENCES
Goldberg, Bowen & Co.
San Francisco, Cal.
H. Jevene Co.
Los Angeles, Cal.
Lutey Bros.
Butte, Mont.
Colorado Supply Co.
Pueblo, Col.
F. Dresser & Co.
Portland, Ore.
Hennessy Mercantile Co.
Butte, Mont.
Lion Grocery Co.
El Paso, Texas

J. A. FLESCH & SON
Architects and Designers
Of Store Fixtures for Modern Grocery Stores
1010 and 1012 Chicago Opera House Block
112 CLARK STREET
CHICAGO
CORRESPONDENCE FOR PARTIAL OR COMPLETE OUTFITS SOLICITED
FLESCH'S PATENT
COOLERS and COUNTERS
HENRY TROEMNER'S
SCALES, BINS, CANS, etc.

REFERENCES
S. P. Nissen Co.
Oak Park, Ill.
Simpson, Crawford Co.
New York City
Henry Siegel Co.
Boston, Mass.
Greenough Bros. Co.
Spokane, Wash.
Chris Keller
Lancaster, Ohio
Louis Kunkel
San Antonio, Texas
John B. Watson
El Paso, Texas

—53—

SEEDS.

Canary, bush. 60-lb	3.25
Caraway	.10
Celery	.10
Coriander, bleached	.05
Flax	.05
Hemp, bush. 40 lbs.	1.60
Mustard, Brown	.07½
Mustard, Yellow	.06½
Rape, per lb	.05½
Poppy, per lb	.10
Sunflower, per lb	.05½

SODA.

Bi-Carb., kegs	per keg	1.80
" bulk, 25-lb. boxes	per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes	"	.04⅝
Arm & Hammer bd., ¼'s, 36 lbs	per lb.	.05⅝
" " " lbs., 36 "	"	.04⅞
" " " ¼, ½, 36 lbs	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04⅞

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz	1.50
Hires' Root Beer, Carbonated, 2 doz	.87½
Hires' Ginger Ale, Carbonated, 2 doz	.87½
Welchs Grape Juice, case quarts, 1 doz	4.50
" " " pints, 2 doz	4.75
" " " ½-pints, 3 doz	4.25
" " " 3-ounce, 8 doz	6.00
" " " ½-gallons, 1 doz	8.00
" " " gallons, 6 gal	7.50

5 per cent. discount on 5 case lots.

Clicquot Club Co. :—	Per case
Ginger Ale, extra dry, pints, 2 doz	2.10
Sarsaparilla, extra quality, pints, 2 doz	2.10
Blood Orange, extra quality, pints, 2 doz	2.10
Birch Beer, extra quality, pints, 2 doz	2.10
Lemon Soda, extra quality, 2 doz	2.10
Root Beer, extra quality, pints, 2 doz	2 10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross		2.50
Bon Ami, 10-cent size	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.72
Putz Liquid, large, 3 doz	per gross,	16.50
Putz Liquid, large, 3 doz	per doz.	1.45
Putz Liquid, small	per gross,	7.00
Putz Liquid, small	per doz.	.60
Putz Paste, large	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No 2, pint cans	"	32.00
No. 3, quart cans	per doz.	4.50
No. 4, half-gallon cans	"	7.50
No. 5, gallon cans	"	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs ... per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3 50
Acorn	120	2.70
Ark	100	1.85
American	72	2.80
Bee	100	3.85
Best, Babbitt	100	3.70
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	100	4.25
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.70
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.50
Cygnet	100	4 00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.50
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	4.00
Magic Cleaner	100	3.00
Marseilles, laundry size	100	6.00
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

—55—

Oleine, Conway's	60	2.60
" Golden	60	2.55
" Eavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2.30
" Philadelphia, 1 lb.	60	2.90
" " 14 oz.	60	2.65
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	3.00
" tubs	150	4.70
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.70
Star	100	3.50
Sunny Monday	100	4.00
White Clond	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	3.50
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes	per box	2.70
" 6 oz., 100 packages	"	2.65
" 8-oz. packs	"	2.70

—56—

Soapine, No. 7, 100 packs	2 37½
Soapine, No. 12, 100 packs	3.50
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.35
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.55
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.60
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4 00
Nine O'clock Tea, 100 packages	3.15
J-V Washing Tablets, 2 doz ... per doz.	43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25

SPECIALTIES.

Anker's Bouillion Capsules ... 3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	18½	.19½	.21½
Black, Low Grade	.14	.15	.17
White, High Grade	....	.32	.34
White, Low Grade	....	.23	.25
Cayenne, High Grade	....	.21	.23
Cayenne, Low Grade	....	16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.31	.32	.34
Low Grade	.22	.23	.24
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade	....	.78	.80
Nutmegs—			
High Grade	....	.32	.35
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—		Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice	⅛ lb.	.40
	¼ lb.	.75
Banquet Brand—		
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice	⅛ lb.	.40
	¼ lb.	.75

WALKER STORE FIXTURES
—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St.

PHILADELPHIA, PA.

Positively The Best Wagon Ever Built For the Grocery Trade

Strong, Easy-Running, Finest Steel Tires, Wheels Second-Growth Hickory

This wagon is exceedingly handsome and almost everlasting. There are more "J. M." wagons in use in Philadelphia than all other makes combined. We have a number of them ready for your name and colors.

Tell us your ideas of a wagon, we will send you a catalogue in which you will find something very much like it. If it isn't there, we will build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

ilburn's Philadelphia Mustard, D. S. F.:—	
5 cent tins, 2 and 4 doz....per doz.	.45
Dime size, 2 and 4 doz.... "	.85
¼ lb; net, tins, 2 and 4 doz.... "	1.00
½ " 2 doz.... "	1.90
1 " 1 doz.... "	3.70
6 lb. cans, full weight....per lb.	.23
10 " " .... "	.22
olman's Mustard, D. S. F.:—	
1-lb. tins....per doz.	5.40
½-lb. tins.... "	2.70
¼-lb. tins.... "	1.45
⅛-lb. tins.... "	.90
18-lb. kegs....	.43

MUSTARD—Prepared.

	Per doz.
ampbell's, jar, 2 doz....	.87½
alden's, No. 6, with spoon, 2 doz....	.95
alden's, No. 20, with spoon, 2 doz....	.88
eer Mug, fancy, large size, 2 doz....	.65
emonade Glass, tall, 2 doz....	.78
orseradish and Mustard, 8 oz., with spoon, 2 doz....	.90
ilk Jar, glass top, 2 doz....	.85
'ater Tumblers, glass, 10 oz., 4 doz....	.37½

WHOLE SPICES.

	Per lb.
epper, Black....	.09½
llspice....	.07
oves....	.15
ace....	.48
utmegs, 80's....	.24
" 110's....	.17
nnamon Bark, China....	.13
" Canton....	.12
" Java Thin Quills, 5-lb. rolls..	.30
" Saigon....	.79
hole Mixed Spices, bulk, 6-lb. boxes....	.09½

—58—

CORN STARCH.

Davis, 48 5-cent packages....per case	1.80
Davis, 36 10-cent packages....per case	2.70
Duryea's, 40-lb., 1-lb. packages....	.06½
Niagara, 40-lb., 1-lb. "	.04¾
Cream, 48-lb., 1-lb. "	3.45
Kingsford's, 40-lb., 1-lb. "	.06½

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes....	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons....	.04⅞
Kingsford's, Pure, 3-lb. cartons....	.06¼
" Pure Gloss, lb. packages....	.06¼
" Silver Gloss, 12 6-lb. wd. bxs....	.07⅝
Duryea's, Superior, 3-lb. cartons....	.06¼
" Satin Gloss, lb. packages....	.07¼
" Superior B, bulk....	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes....	.07⅝
Niagara, laundry, 50-lb. bulk....	.03¾
" 1 lb. packages, 48 lbs....	.04⅞
" 3-lb. cartons, 48 lbs....	04⅞
" 6-lb. boxes....	.05⅞
Celluloid, 64 10-cent packages....	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages....	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages....per package	.08
Starch Polish, 20 cakes....per box	.50

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross....	4.00
Enameline Paste, large, ¼ gross....	7.00
Enameline, Liquid, large, ¼ gross....	6.65
Enameline, Liquid, small, ¼ gross....	4.90
Electric Paste, ½ gross boxes....	4.20
Magic Paste, ¼ gross boxes....	4.75
Parlor Pride, large size....per doz.	.87½
" " ....per gross	10.25
" small size....per doz.	.70
Climax Enamel ¼ gro....per gross	9.40
Black Jack, ¼ gross, per gross....	6.60
Rising Sun....per gro.	5.75
Sun Paste, 5-cent size.... "	4.50
" 10-cent size.... "	7.20

—59—

X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross....	1.25
Per box of ½ gross....	2.50
14 dozen to gross....	5.00
10-cent size, No. 10, per box of ¼ gross....	2.25
Per box of ½ gross....	4.50
Per gross....	9.00

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round....per pkge.	.04¾
Excelsior, 24 packs.... "	.05¾
McAllister, 36 packs.... "	.05¾
Rosensteins, 1lb. pkgs., 2 doz....per lb.	.05½
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz....per doz.	.35
Red, quarts, 3 doz.... "	.70
Silver, pints, 3 doz.... "	.35
" quarts, 3 doz.... "	.70
Bath Brick, 25 bricks....per box	.60
Toothpicks, Eureka, 100 boxes....case	1.85
Toothpicks, Perfection, 2 doz....per doz.	.42½
Royal Glue, 1 doz....per doz.	.80
Paist's " 1 " .... "	.40
Carpet Tacks, Wooden Keg, ½ gross case, assorted, 6. 8. 10's....per case	90
Carpet Tacks, Silver Steel, 4 oz....per doz.	.06½
6 oz.... "	.07
8 oz.... "	.07½
10 oz.... "	.08½
12 oz.... "	.09½
Matting Tacks—	
No. 10, steel....per doz.	.09
No. 11, steel....per doz.	.09½
No. 12, steel....per doz.	.12
G. B. Weiss & Son—	
Sole Leather, No. 1, .25; No. 2, .23; No. 3,	.21
Cut Sole Leather, cut into taps, 6 inches high	1.50
5½ inches high....	1.48
5 inches high....	1.42
4½ inches high....	1.25
4 inches high....	1.18
3½ inches high....	1.05
3 inches high....	.90
Fly Paper, Tanglefoot....per case	
Fly Paper, Sticky, 10 cartons....	2.20
Sticktite Fly Paper, 100....per case	3.00
Sticktite Fly Paper, 10 cartons....per case	2.35
Wax, White and Yellow....per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb....per lb.	.10½
Emory Cotton Clothesllines, 50-ft. hanks, doz.	.80
Cleveland, extra fine cotton twine....per lb.	.22
Orange Brand, fine cotton twine.... "	.20
Texas Medium, cotton twine.... "	.16
Cotton Candle Wick.... "	.20
Colored Twine, 8 balls to bx., lb. to bx. "	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches.... "	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches....per lb.	.16
Best Jute Rope, 16 yds. to lb.... "	.09
Best Jute Plow Line, 8 yds. to lb.... "	.09
Jute Clotheslines, 90 ft. to hank....per doz.	1.60
Jute Clotheslines, 108 ft to hank.... "	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 660....	.42
Strictly Prime, No. 627....	.34
Choice, No. 618....	.37
Black Strap....	.11
Foundry Molasses....	.11
B. H. F., Horse Food Molasses....	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid....	.35
Gold Mine, in bbls....	.30
Fancy, No 101....	.34
Fancy, No. 100....	.32
Choice, No. 576....	
Prime, No. 102....	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop....	.38
West India, choice, No. 634, compound....	.29
West India, choice, No. 510, compound....	.25
Porto Rico, No. 551....	.15

GLUCOSE.

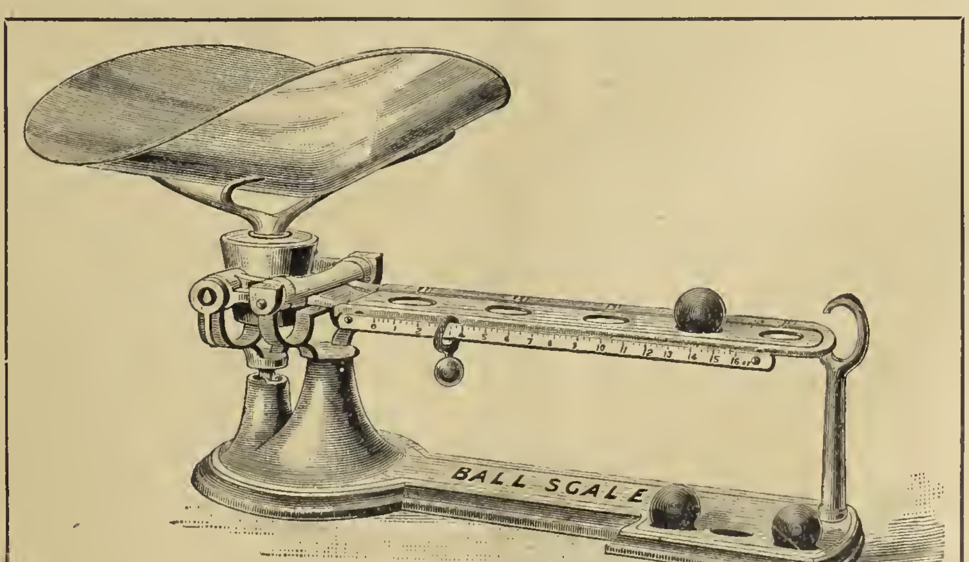
Three Star A, for confectionery....	2.60
Five A, for confectionery....	2.70

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—	
4 doz. in barrel....per doz.	.92½
1 " case.... "	.05
Karo, 10 cent size, 2 doz....per doz.	.87½
Karo, 25 cent size, 1 doz....	2.25

Losing Your Weights?

Get a Troemner No. 24 Ball Scale



Greatest Improvement in Rapid Weighing

Does away with weights absolutely. The balls are placed in the holes, thus weighing from one to fifteen pounds, with the sixteen ounces in fractions on the side beam, giving a total weighing capacity of sixteen pounds.

HENRY TROEMNER, 911 Arch St., Philadelphia, Pa., U. S. A.

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, split handles	2 45
Leader, No. 6, 3 string, red handles	2.45
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, rwing protecter	3.40
61, Peerless, double, spring protector	4.45
110, Peerless1, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118. Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	1.55
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.30
2, Wire ends	1.50
3, Wire ends	1.70
5, Wire ends	
Picnic Plates, 8 inch	
Picnic Plates, 9 inch	

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.50

EGG CRATES.

Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.15
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
1e, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.

	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.

	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.33
Honest	.39
Polar Bear	.30
Ripple	.39
Sensation	.39
Wild Rose	.39
Brown-Holland Pipe Tobacco, 2¼-lb. cartons, 2¼-oz. packages	1.10

YEAST CAKES.

Compressed	per doz.	.18
Magic, 1½ doz. packages	per box,	.58
Yeast Foam, 1½ doz	per box	.58

These Are to Help You Increase Your Trade!

In order to aid you in the sale of ***Ralston Health Food*** and ***Purina Whole Wheat Flour*** this mill will furnish you with an attractive variety of checkerboard advertising matter for distribution to your trade. These will greatly popularize your Cereal business, and thereby increase it.

RALSTON CHILDREN'S CHECKERS and BOARDS!
RALSTON—Health Department—CHILDREN'S WAGONS!
FREE RALSTON CHECKERBOARD SATCHELS!—same as used at the World's Fair. Also
A Beautiful CHECKERBOARD WINDOW DISPLAY!

Children are delighted with these things. Inquire how to get them.

Grocers have a chance to build up a profitable trade on this checkerboard line—**Ralston Health Food** and **Purina Whole Wheat Flour**—a line over which the most intelligent housekeepers are enthusiastic.

Ralston Purina Mills
St. Louis, Missouri

T. A. James & Co, General Distributers,
12-16 Chestnut Street, Philadelphia

If 1000 Retailers in Philadelphia Recommended Us, Would YOU Believe in Us?

One of the hardest propositions which confront the retailer is to turn their bad debts into cash. Lots of them have tried different collection agencies, paid retaining or subscription fees and got no results; so it is hard to convince them that **any one** can help to bring the beats to book.

We show you how to **collect your own** accounts; nobody handles your money but **you.** We can give you the names of a thousand merchants in Philadelphia whom we have shown how to get money due them which had been charged off long before they heard of us.

It costs you nothing to find out what our plan is—can you afford **not to?**

The Consolidated Law Association, Inc.

1325 SOUTH FIFTY-EIGHTH ST., PHILADELPHIA, PA.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter

VOL. XLIV. PHILADELPHIA AND NEW YORK, DECEMBER 23, 1907. NO. 26.

Contents.

PAGE

Clean the Market of Dishonest Specialty Salesmen ... 8
acklist Victim Loses Damage Suit ... 8
rcels Post Bill Introduced ... 8
bbers Don't Like Methods of Quaker Oats Co ... 9
anufacturer Asks Some Questions of the Jobber As to Specialty Orders ... 10
nned Goods Packer Forced to Pay Up 11
nong the Trade ... 11
litorial ... 12
Absurd:
Make an End to Childishness.
ie Food Law and Tomato Slop ... 12
gal Department ... 13
ie New York Letter ... 14
estern Packer Says Advance Prices By Pennies Instead of Nickels ... 15
ie Grocery Markets ... 16
dividual Market Reports ... 17
indow Dressing Articles Wanted ... 17
arket Notes ... 18
orthwest Jobbers and Retailers Lie Down Like Lambs Together ... 18
ie Science of Advertising ... 19
ow One Merchants' Association Solves the Christmas Present Problem ... 19
ie Stroller's Column (Contributed) ... 20
What's the Real Christmas Spirit?
ocery Failures Show Large Increase ... 21
vo Minute-Sermons for the Retail Grocer ... 21
sociation News ... 22
indow Dressing for Grocers ... 27
orrespondence ... 29
eart-to-Heart Talks with Grocery Clerks ... 30
ant Department ... 31
ltimore Prices-Current ... 33
ew York Price-List ... 34
Grocery World" Prices-Current ... 35

Index to Advertisements.

PAGE

"Advertising World" ... 31
Anker's Bouillon Capsules ... 22
American Can Co ... 15
Arbuckle Bros ... 44
Atmore & Son ... 44
Atsatt Bros ... 36
Babbitt, B. T ... Cover 2
Baker Co., The Franklin ... Cover 1
Baltimore Manufacturers' Advertising Association ... 5
Beardsley's Sons, J. W ... 41
Bell & Sons, Samuel ... 41
Bennett Register Co., The ... 20
Bishop, R. W ... 32
Bower & Co., John ... 45
Bown Bros ... 36
Bradstreet System, The ... 32
Brown & Co., P. F ... 6
Buchan's Soaps Corporation ... 38
Buckley, Elton J ... 28
Burt-Olney Canning Co ... 28
Cauchois & Co., F. A ... 5
Chalmers' Sons, James ... 42
Cleveland Health Food Co ... 13
Corn Products Mfg. Co ... 40
Cowan & Sons, H ... 36
Crescent Mfg. Co ... 16
Croft & Allen Co ... 38
Daetwyler & Co., R ... 32
Dilliard Remedy Co ... 18
Dixon Crucible Co., Jos ... 4
Durham Display Fixture Co ... 3
Enterprise Mfg. Co. of Pa., The ... 43
Esterbrook Steel Pen Co., The ... Cover 4
Exton & Co., A ... 30
Favorite Cigar Co ... 10
Fell Manufacturing Co., E. C ... Cover 2
Fels & Co ... 10
Fischer & Co., B ... 11
Fleischmann's Yeast ... 32
Forbes, J. P ... 16
Franklin Sugar Refining Co ... 3
Freihofer Vienna Baking Company ... 4
Fromm & Co., F. H ... 41
Fulton & Walker Co ... 48
Goff & Sons Co., S. B ... Cover 1, 19
Gold Medal Flour ... 41
Grocers' Printing Co ... 31
Hagan & Co., Arthur ... 40
Harding & Co., E. E ... 16
Hawkins Sons, B ... 14
Hires Condensed Milk Co ... Cover 3
Indexed Coupon Books ... 16
Johnson, A. W ... 21
Kellogg & Sons, H ... 36
Lamson Consolidated Store Service Co., 37
Lautz Bros. & Co ... Cover 3
Levering Coffee Co., The ... 19
Lowney Co., The Walter M ... 50
Lutz & Schramm Co ... Cover 2
Maher's Veterinary Hospital, Dr ... Cover 1
Manufacturers' Trade-Mark Association, 21
Martindale & Co., Thos ... 36
Mentor Cigarette Co ... 40
Miller & England ... 42
Mince Meat ... 44
Moneyweight Scale Co., The ... 39
Morgan & Cornell ... 46
McCahan Sugar Refining Co., The W. J., Cover 3
Nicelle Olive Oil Co ... 3
New Iberia Extract of Tabasco Pepper Co ... 30
Oswego Maize Products Co ... 28
Pennywash Co ... 19
Philadelphia Electric Co., The ... 6
Phillips & Co., F. H ... 41
Pressing & Orr Co., The ... 13
Pulver Chocolate and Chicle Mfg. Co ... 30
Quaker City Preserve Co ... 32
Rae's Lucca Oil ... 36
Ralston Purina Mills ... 6
Rapid Motor Vehicle Co ... 50
Reeve, James Knapp ... 45
Ritter Conserve Co., Philip J ... 37
Rogers Silverware Co ... 29
Royal Milling Co ... 41
Royal Specialty Co ... 22
Sauer Co., C. F ... Cover 4
Scott & Co., Inc., John ... 9, Cover 4
Shafer Co., Jacob C ... 14
Shane Bros. & Wilson Co ... 16
Snider Preserve Co., The T. A ... 15
Stickney & Poor Spice Co ... 6
Strasbaugh, Silver & Co ... 18
Swift & Co ... 45
Swift & Co., Gloucester, Mass ... 3
Toledo Computing Scale Co ... Cover 1
Tongue & Bros., R. E ... 29
Troemner, Henry ... 49
Union Mercantile Agency ... 5
Walker Patent Pivoted Bin Co ... 48
Washburn-Crosby Co ... 41
Weller Co., The J ... 47
Welles & Davis Mfg. Co., The ... 10
Wells & Richardson ... 32
Wilde, Carl ... 41
Wilde's Sons Co., Samuel ... Cover 2
Williams & Co., B. L ... 19
Williams Bros. Co., The ... 47
Wrigley Mfg. Co ... 4
Young & Co., Chas. W ... 20
Young, P. D. F., W. F ... 32

To Clean the Market of Dishonest Specialty Salesmen

Newly-Organized Association of Manufacturers' Representatives Will Draw Lines Tight Around Crooked Salesmen. All Members Will Be Informed When a Man Goes Wrong. Large Number of Dishonest Specialty Salesmen in the Market.

The recently organized Association of Brokers' and Manufacturers' Representatives, which has already been discussed to some extent in the "Grocery World," has set for itself another praiseworthy task—that of cleaning the market of a great lot of shyster specialty salesmen who have been the main cause for the cavalier treatment of specialty orders by wholesale grocers.

The new association will see that no dishonest or unreliable salesman secures a second chance to victimize the trade, by having all the members notified when a salesman is detected in wrongdoing. Since nearly if not all manufacturers' representatives stationed in the Philadelphia territory have joined or will join the association, the above plan will effectually prevent a salesman who misbehaves once from securing any further employment in this market. To secure a position such a salesman would have to go to another market.

That there are a large number of salesmen who represent specialty houses and who are dishonest cannot be questioned. Often their dishonesty breaks out in curious ways. For instance a salesman employed throughout Pennsylvania by a large specialty house last year expected to be discharged at the end of the year. As a matter of fact his work had been quite satisfactory, and there was no intention of discharging him, but to save himself from his anticipated fate the salesman foolishly forged a number of retail orders from in and around Scranton, Pa. The names he signed to them were all fictitious and a minute's thought would have convinced him that a fraud sure to be instantly detected could scarcely profit him; nevertheless he sent the fake orders in and inside a week was called to the front and asked to explain them. Naturally there was no explanation and the man lost his job.

Plenty of specialty salesmen as foolish and irresponsible as this man are to-day calling on the retail trade. Often they forge the retailer's name to orders to be delivered through jobbers, but perhaps more often they get the retailer to sign himself by making all sorts of promises which they had no authority to make and which they never had the least intention of fulfilling.

It is scarcely to be wondered at under these conditions that jobbers do not always warm up to specialty orders.

Blacklist Victim Loses Damage Suit.

Grocery Customer Put on Meadville, Pa., Blacklist Sues for Damages But Loses Case. One Association Endorses Parcels Post. General News of Local Associations.

Special correspondence of "Grocery World."

Erie, Pa., Dec. 19, 1907.

The jury in the case of William A. Thompson vs. Peter B. Graham, et. al., as the Meadville Business Men's Exchange, brought in a verdict for the defendant on the convening of court Wednesday morning.

The case has been before Judge Thomas all day Tuesday and the jury was out all night. The case has attracted considerable interest and was bitterly fought by both sides in the court.

The case was brought by Mr. Thompson alleging that the defendant has his name printed in a book, as being among those the merchants were not to trust and classed under the heading of "dead beat." Mr. Thompson alleged that the placing of his name in the book was spite work of one of the officials of the Business Men's Exchange, and as a result his reputation has been damaged, and he asked damages from the defendant.

The Retail Merchants' Association of Allegheny held its regular meeting on December 11th, when all of the retail coal dealers of Pittsburg were admitted to membership. The Allegheny Association now has 125 members.

A district convention is scheduled to be held in Lykens, Pa., some time in January, 1908, at which it is expected all of the neighboring associations will be present.

Residents of McKees Rocks have made many complaints to Burgess M. C. O'Donovan concerning hucksters from Pittsburg who have been using short measures. Ten arrests have been made by the police. The police have been inspecting quarter, half and peck measures, and in several cases found two sets of measures in the wagon. One set was correct, while the other measures were found to be short ones. The short measures were confiscated and will be burned. It is said that when apples and potatoes were measured with the short measures residents lost from 8 to 10 per cent. by the process.

Two of the editors of the Pittsburg "Leader" and two prominent local labor leaders at Pittsburg are under arrest charged with using the United States mails for the purpose of fraud in connection with an alleged lottery scheme. The quintet is charged with having been implicated in a scheme whereby an automobile valued at $2,500 was to be raffled ostensibly for the benefit of union labor. They are said to have sent out several thousands of tickets and had many more to distribute.

If all of these tickets were sold it is estimated that $75,000 would have been secured, one-half of which was to go to the "Leader" editors it is alleged.

The two organizations of Jeanette have about completed arrangements to combine in one association to be known as the Business Men's Association o Jeanette and Vicinity.

The Retail Merchants' Protective Association of Lebanon has elected the following officers: President, J. H. Cilley; vice-president, John H. Gingrich; secretary, T. J. Burkey; treasurer, S. F. Arnold; directors, H. J. Shenk, D. B. Buck, R. S. Shirey, Harvey Seltzer and C. V. Arnold. This association now has 130 members.

The DuBois Business Men's Exchange adopted the following resolutions at its last meeting:—

Whereas, The merchants of Pennsylvania has paid a mercantile tax since 1830, and the tax thus paid has maintained the Normal Schools and the charitable institutions of the State, and inasmuch as the contributors have no voice in the appropriation of this money and besides are required to pay a heavy occupation tax, we consider this tax as unjust and iniquitous; therefore be it

Resolved, That we, the members of the Du Bois Business Men's Exchange, will refuse to support any candidate for the State Legislature who will not pledge himself to vote for the repeal of the Mercantile Tax Law now in force

The Retail Grocers' Associatio of Berks County, Reading, h elected the following officer President, A. S. Deeter; vic presidents, W. C. K. Fisher a W. F. Black; secretary, H. Aschenbrewer; treasurer, C. Esterly.

At the last meeting of t Greensburg Business Men's Ass ciation action was taken wi reference to the proposed parce post legislation. The associatio indorsed Postmaster Meyer views of this subject.

The matter of raffling off tu keys and other forms of gamblin which is going on openly Greensburg was again discusse and while the members of the a sociation favor taking acti against it they have not taken a steps yet to stop it.

A. M. Howes,
State Secretar

Parcels Post Bill Introduced

But of Itself It Is Not Offensive. Provides for an Experimental System Small Pennsylvania District. Looks Like No General Parcels Post Law This Session.

Special correspondence of "Grocery World"

Washington, D. C.,
Dec. 23, 1907.

One parcels post bill was i troduced in the House on Thur day last. It will do no conside able harm of itself. The bill w introduced by Representative L fean, of Pennsylvania. It pr vides for the establishment of a experimental system on the rur delivery routes in York and A ams Counties, which comprise th district he represents. The b carries an appropriation $10,000.

It is understood that the leade in Congress are not ready yet t establish a general parcels po system, but a bill to provide fo an experiment will not encount much serious opposition.

Holt.

Jobbers Don't Like Methods of Quaker Oats Co.

In Some Cases Refuse to Handle Any More of Their Goods or Fill Any More Orders Obtained by the Concern's Salesmen. Accuse the Company of Going After the Retailer Over the Jobber's Head. Jobbers' Position as Revealed in a Letter From a New York Wholesaler. The Manufacturer's Defence.

The question of the Quaker Oats Co's methods of doing its business are beginning to attract attention all over the country and there are signs of a revolt among the jobbers which if not checked promises to amount to something.

The jobbers complain that the Quaker Oats people are slowly but surely crowding out the wholesale dealer and by various plans are forcing themselves closer and closer to the retail trade. In this belief certain large jobbers, not of this district, but mostly of the New York and New England districts have refused to sell the products of the Quaker Oats concern.

The Quaker Oats Co., which is a subsidiary branch of the American Cereal Co., has been very attentive to the retailer for a long time. Their salesmen will call upon the retail trade, in the districts where they have agencies, about once in every two weeks. Orders are taken and turned in through jobbers chosen by the retailers. In many cases the jobber has nothing to do with the delivery of the orders; the Quaker Oats Co. even delivers. The jobber simply carries the account and for that is paid a commission of around 5 per cent.

The jobbers claim that this is a conspiracy to force them out of the jobbing business and they are resentful. Naturally the plan arouses no resentment among the retailers, since their wants are looked after by the manufacturer more carefully than by the jobber. In some cases the jobber's resentment has led him to refuse to fill any orders turned into him by the salesmen of the Quaker Oats Co. In one case the company sent a letter of protest to a New York jobber and received a reply which read in part as follows:—

> We have your communication of the 11th instant with regard to the question of our refusing to receive orders for goods taken by your salesmen from the retail trade to whom we sell groceries, and asking us if it is our wish that your retail trade salesmen shall refrain from soliciting such orders for us.
>
> As the matter stands at present, and on account of the policy which you pursue in the conduct of your business—which we do not presume to criticise—we desire that you shall not solicit any orders from our trade for goods of your manufacture—at least, until matters are placed upon a more satisfactory basis. There are two reasons for this: One is that you are billing direct to the better class of retail dealers your products at the same prices that you sell to us and other wholesalers, and in some instances, we are convinced, giving such retail customers the preference in making them prompt deliveries. In addition to this, and quite as important, or more important, the prices at which you sell the most salable articles on your list to the retail trade where they are to be billed through us and other jobbers, give such a small percentage of profit that no margin is left for us.
>
> It is very evident that your policy is to use the jobbing grocers as a convenience, and in using them as convenience you are not willing to pay them a fair compensation for the work that they do and the risk that they assume. You throw upon them a risk that you are not willing to assume yourself, and receive a service from them that you cannot yourself perform.
>
> The time has come now, we believe, when the jobbing grocery trade must, without exception, insist upon a manufacturer who places the larger part of his goods through the jobber working entirely with the jobber and paying him a fair compensation for his work. There is only one alternative for the jobber in this matter, and that is that unless the manufacturer will work in this way they must decline all such business.

The manufacturer who follows the above course invariably replies, when protested to about his course, that he has been practically forced into it to save himself. His claim always is that when he has asked the jobber to handle his goods, the latter has refused unless some demand was first created; that when he sent men out at his own expense to create the demand and did create it, carrying all orders obtained to the jobber who had no part in obtaining them, the jobber treated the orders indifferently and in some cases with rank discourtesy.

STATE HOUSE

CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

Manufacturer Asks Some Questions of the Jobber As to Specialty Orders

Says It is Hard to Tell Just What the Wholesaler Expects of the Manufacturer, and What the Latter Can Do to Earn the Jobber's Co-operation. Asks Point Blank if There is Any Way For the Small Manufacturer to Interest the Jobber at All.

[The following letter, written by a well-known California packer of fruits, was sent in care of the "Grocery World" to the wholesale grocer who contributed to the "Grocery World" of December 9th the article appearing under the caption of "The Wholesale Grocer's Side of the Specialty Order Question." With it came a letter to the editor of the "Grocery World" requesting delivery to the jobber, which was done. The writer was given an opportunity of reading Mr. Kingsbury's letter, and regarding it as an unusually clear statement of the manufacturer's position toward the specialty order question, requested permission of the jobber to publish it. This was granted, and the "Grocery World" reproduces the letter in full, trusting and believing that Mr. Kingsbury will not object.]

I have been much interested in reading the article in the "Grocery World" for December 9, on the "Wholesale Grocer's Side of the Specialty Order Question."

As a manufacturer of jams, preserves, marmalades, etc., which I put out under my own label exclusively, I should be interested to know the ideas of the writer of that article, on the best way a manufacturer should go to work to get his goods introduced in a territory, in case he had a limited advertising appropriation, that is, not enough to open up a large general publicity campaign to force the dealer to handle his goods, by creating a demand on the part of the consumer.

You say that the jobber does not care to bother with the specialty orders turned in by a specialty salesman, but on the other hand it has been my experience that a jobber will not take hold of a new line of goods with any great enthusiasm and push them himself even where there is a good margin of profit to him.

How then, are we manufacturers to get together with you jobbers, unless we happen to be furnished with a sufficient fund to come to you and say that we will spend a large amount of money advertising in your territory, or that we will make other large inducements to you, over and above the amount of your regular jobbing discount?

In other words, is there no show for the smaller manufacturer to interest you, even if his line of goods is a superior one? If there is a chance to do so, I think that it would be of interest to many of the smaller manufacturers to have your opinion on the matter.

The way I have had to go to work to interest a jobber is by having a specialty man, who handles my goods exclusively, work a territory and turn in his orders to a jobbing house. Then I have had my man on the ground when the car of goods arrived, and have had him personally superintend the delivery of t goods to the dealer. I have al stood behind the orders, and ha made good on all kicks receive and have taken up all cancell tions myself. That is, I have so the goods to the retailer, ha delivered the goods to him, a have only asked the jobber please accept the jobbing di count on the actual sales. Th I have generally found the jobb willing to do. Then I have aske the jobber to carry a small stoc of the goods on his own accoun to fill spot orders which my spe ialty man takes, and have gua anteed to the jobber that I wi do some advertising in his ter tory, and that I will also keep m man in the field, taking orders t be turned in through the jobber

This has built up a good bus ness for me in many different parts of the country, but I reall fail to see where the jobber earn his discount under these circum stances. What I should like t get is the jobber's side in the ma ter, what he wants to have don and what he is willing to do tha will make the deal a fair an equable one for all concerned.

We Will Show You How to Get a First-Class CASH REGISTER Without Its Costing You a Cent

We have an especially fine cigar for the money, which we believe grocers can build up a good trade on. We are so sure of repeat orders, we will give every dealer a first-class Cash Register with his first order of these cigars. If you want one write quick—the offer won't last long, as almost everybody who sees it is getting in line.

FAVORITE CIGAR COMPANY, Detroit, Mich.

To Display Pickles

Here is a handsome single jar for displaying pickles on your counters. Embodies an entirely new idea. The support is made of hard wood with brass nickeled hinge supporting a composition cover which doesn't warp, is acid-proof, and is both fly and dust-proof. A salesman that never gets tired. Very moderate price. Write

The Welles & Davis Mfg. Co.
WYALUSING, PA.

Most women know **Fels-Naptha** so well that if they could not easily get it of your store, they would be willing to go to another.

No grocer can afford to lose one customer. Keep your stock of **Fels-Naptha** soap so plentiful that you will not.

Fels-Naptha is an original and unique product.

You have stated in your article what you did not want to do, and now, like Tom Lawson, it is up to you to suggest a remedy.

We manufacturers are all of a class when it comes to manufacturing goods and trying to sell sell them to the public. We have one thing which we want to do, and that is to sell as large an amount of our individual goods as we can at a profit. The jobber is the middleman in the deal, and the more we are posted as to what he wants, and as to how he would best like to have us handle the business in order that we may, through him, sell the goods, the better we can go ahead and do business.

We realize that the jobber relieves us of a lot of small retail credits, and that he enables us to ship in carload lots a number of orders at a time, and that he is thereby entitled to what he gets out of the business, and that he is the judge as to whether a dealer's credit is good or bad. We also realize, therefore, that we must do business through the jobber in order to do it economically and without a vast mass of detail work.

What we want to know, then, is how to work with the jobber to the best advantage, and from this arises my question as to whether there is a show nowdays for a manufacturer of a proprietary line of goods who hasn't a large advertising fund, but who is building up a business from small beginnings, to interest the jobber at all. You close the channel of the specialty man to us. How then are we to go to work to open up a new piece of territory to our goods, always provided that we are honest, are making a first-class article at a fair price, and are willing to stand behind our goods under all circumstances?

Do you want the manufacturer to eliminate the jobber from his calculations, leaving him the flour, sugar, soap and canned tomato trade, and in other lines doing his own jobbing and storing and going after the retailer direct, or are you, as a jobber, interested enough to be anxious to increase your business by looking carefully into the merits of the new lines that are presented for your consideration? Do we get a show from the jobber? If so, how? What is your point of view?

H. P. D. Kingsbury.

Redlands, Cal., Dec. 13, 1907.

Canned Goods Packer Forced to Pay Up.

Interesting Law Suit Between Baltimore Packer and New York Jobbing Firm Over a Future Canned Goods Contract. Market Advanced Before Delivery and Packer Sought to Escape His Contract by a Subterfuge. Court Grants Large Damages Against Them.

There occurred in New York City during the week a lawsuit over a future canned goods contract which has attracted the attention of the trade of this entire section. The plaintiffs were Messrs. Generich & Von Bremen, jobbers of New York City, and the defendants Miller Bros., canned goods packers of Baltimore, Md. The suit was brought to recover losses due to the violation by the defendants of a future contract which they made with the New York jobbers.

It appeared that last April the New York firm contracted for 1,300 cases of seconds, early June peas, at 70 cents. In July, after examination of samples and acceptance, the goods were ordered shipped, but the packers refused to comply unless the buyers examined and accepted the goods in Baltimore or paid for them in that city before shipment. No such terms being in the contract the local firm refused, made a formal demand for the goods and was refused. Therefore it went into the market, which had meanwhile advanced sharply, and was obliged to pay 85 cents for goods to replace those it had bought of the packer. The court gave judgment in full for the plaintiffs.

The verdict gives general satisfaction to the trade, inasmuch as it establishes the fact that the packer who lies down on his contract can be punished if anybody has the gumption to go after him.

AMONG THE TRADE.

The regular annual dinner given by the McCahan Sugar Refining Co. occurred on Tuesday last. Only the Board of Directors and the local sugar brokers were present.

The Hotel Patrons' Demand

A coffee that satisfies on a hotel table is a good coffee and will stand up under any test you can give it.

That's because hotel patrons are supercritical. They expect more than they get at home; in fact they expect perfection.

Hotel Astor Coffee is the year-in-and-year-out brand of some of the most exclusive hotels in New York City. They never think of buying anything else — they wouldn't dream of it.

The success of this coffee under this exacting test is really the reason that led us to push it through the grocery trade. We have a plan to increase your high-grade coffee trade. May we tell you about it? A postal request is enough.

B. Fischer & Co.

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Absurd.

The "Grocery World" has always been willing, upon evidence furnished, to believe that the average Trust would do about anything to advance its interests. There has always seemed to be, in the "Grocery World's" view, an almost total lack of principle about commercial Trusts where it came to business measures.

But we have always believed, nevertheless, that such departures from the path of decency as the Trusts committed were dictated by shrewdness of the craftiest type. That belief makes the charge which is about to be brought against the Sugar Trust in New York seem the greatest imaginable absurdity. In a few days, probably even before these words see print, the United States Government will formally charge the Trust with tampering with the dock scales on which imported sugar is weighed, in order to reduce the apparent weight and thus reduce the amount of duty.

This accusation seems like the veriest buncombe to the "Grocery World," simply because the Sugar Trust doesn't need to do such things. The Trust absolutely dominates the sugar markets of the United States. There are a few independent refineries, and they all do a good business, up to their capacities, but the fact remains that 95 per cent. of the sugar refined in this country is refined or controlled by the Sugar Trust. Under these conditions what need has any such concern to tamper with scales? Being the largest buyer of raw sugar, and the largest seller of refined sugar, its profits are precisely what it wishes to make them. The charge will probably fall to the ground.

Make an End to Childishness.

The issue of the canned goods suit reported briefly elsewhere in this issue will greatly gratify every one who believes in reforming the present loose and unbusiness-like conditions surrounding the sale of future canned goods.

A New York house bought future peas at 70 cents. At the time of delivery the market was 15 cents higher, and the packer refused to deliver except upon a number of flimsy conditions which were not in the original contract at all. The buyer sued for the difference between 70 cents, the price at which he ordered, and 85 cents, the price at which he was obliged to go out and buy, and got a verdict for the whole amount.

This is strict justice and the "Grocery World" rejoices. For years the average future canned goods contract has not been worth the paper it was written on, partly because it was opened wide by all manner of conditions, and partly because even in case of violation the other party seldom took the trouble to defend his interests. Probably because both parties were guilty as it served their interests to be. If the market advanced the packer laid down on some pretext, and if it declined the jobber—that is some jobbers—laid down because the goods were not up to sample, or on some other equally transparent pretext. And each has permitted the other to lie down because he himself reserved the right to be guilty when it served him. It has all been very loose and childish, and the "Grocery World" looks hopefully forward to the time when a future canned goods contract will be treated like the agreements not of children but of men.

The Food Law and Tomato Slop

I'm not in the business of stirring up trouble, yet if the Pennsylvania state food law could be made to apply to some of the slop that comes here under the name of canned tomatoes, it would serve the packers right and do the whole trade good.

So far as my judgment goes, I'm not as sure as I used to be that the food law doesn't apply.

The lowest price quoted to-day on so-called standard tomatoes is 80 cents factory. Some of the goods offered at this price have no right to be called tomatoes at all; they are tomatoes and water.

A certain packer sent a broker three cans of goods like this during the past week. The broker opened them all and then disgustedly wrote the packer that all three cans didn't contain together as much real tomato as one can ought to.

Tomatoes and water.

The Pennsylvania food law provides that an article shall be considered adulterated "if any substance has been mixed or packed with it so as to reduce or lower or injuriously affect its quality or strength."

Or "if any substance has been substituted wholly or in part for the article."

Or "if any valuable constituent of the article has been wholly or in part abstracted."

All food laws contain practically these provisions, so that what I say applies just as well to other States as to Pennsylvania.

What happens when a packer half fills his cans with water? For in almost none of the sloppy tomatoes offered is the fluid portion tomato juice; it is *water*.

Hasn't the use of water reduced or lowered the quality of those tomatoes?

Hasn't the water been substituted for the tomato?

Hasn't the tomato pulp been subtracted and the water added?

I tell you, it's an exceedingly close question whether a dealer who, asked for a can of tomatoes, sells a mixture of tomatoes and water, is not subject to a food law prosecution.

Where is the difference between that and selling milk adulterated with water?

Or vinegar adulterated with water?

I can't see any. In all such cases the buyer is not getting what he asks for and pays for. In the case of canned goods he is peculiarly helpless, since the goods are sealed and not subject to inspection.

Suppose such a case was brought, let's consider what defense could lie.

That the goods sold were what they were represented to be—tomatoes?

Or that the buyer knew what he was buying and so was not deceived?

Or that the food law did not apply to cases where food products were diluted with water?

Not one of these would be supported by the facts. There is one thing certain—if a food law doesn't apply to such cases, no law does, and it is hard to see what law can, since it is a plain case of the wilful deterioration of food.

I should hate to see any prosecutions along this line hurt the grocer, but if they could be so brought as to soak the packer I would be strongly in favor of trying the question out. Everybody is sick of the wretched slop that some of the packers throw on the market as canned tomatoes.

E. J. B.

A Prize Winner.

D. E. Morlock, Morriston, Ont., writes November 14, 1907: "Your letter at hand. I think Absorbine the best remedy I have ever used. Have a fine yearling carriage colt that got a bog spavin a few days before Guelph Show. I used Absorbine as directed from four to six times a day, rubbing it in well and inside of a week you could not tell which leg was hurt. She carried the red ribbon at Guelph and at four other shows after the cure.

"Whenever I hear of a neighbor having trouble with his stock I hand one of your pamphlets or advise him to get Absorbine and quite a number are now using it around here."

Absorbine penetrates to the seat of trouble promptly and effectually, without blistering or removing the hair. Does not require the horse to be laid up. Mild in its action but positive in its results. It will give you satisfaction. $2.00 a bottle at druggist. Manufactured by W. F. Young, P. D. F., 9 Monmouth street, Springfield, Mass.

Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
Legal Editor GROCERY WORLD,
927 Arch Street.

Question: B. & R., Troy, N. Y.—State, briefly as possible, what are the "sidewalk rights" of storekeeper, tenant, landlord and municipality. Has storekeeper any right to lease a portion of sidewalk if municipality does not object, and which has the right to the income from such source, if there is any, the landlord or tenant? Can the landlord eject such lessee of storekeeper from his sidewalk? Has a railroad company a right to erect a flag shanty on storekeeper's sidewalk, thus obstructing his light and room?

Answer.—This question cannot be intelligently answered upon the facts above submitted. Such matters are governed at least to some extent by local ordinances which are not before the writer and can scarcely be obtained, since they are not to be found in outside law libraries.

Generally speaking, a merchant who rents a store property rents the front sidewalk with it, and may use it for the purpose of displaying goods, etc., subject to local ordinances. He may not sublet the sidewalk to other people, however, except with the landlord's consent. If the landlord consents the rental from the subletting goes to the tenant.

A railroad company is usually permitted to erect such structures as you speak of, if they are necessary, though there are limits prescribed by the circumstances of the particular case. Without knowing more of these circumstances I cannot speak any more definitely.

—

Question: "L.," Mt. Holly, N. J.—My mother died last May, leaving my brother and myself executors of her estate. She left one cottage in Atlantic City, being occupied by a tenant that has been renting by the year, without a lease, paying the rent monthly in advance, he subletting during the summer months. His year ends October 1st. We executors placed it in the hands of a friend to sell for us, he having some one in view that wanted to buy, but did not succeed in making a sale, and did not notify the incumbent to move. Now the incumbent says, as he was not notified to move three months in advance he expects to hold the property another year. Now, this is very much in our way. The business should be settled up in May, 1908. When we send a prospective buyer to look at the property he runs it down and uses his influence against his buying. Now, as the former owner that he rented off is dead, and the property is in the hands of the executors, can he legally hold possession to the detriment of the estate? Is he not bound to show fair and impartial treatment to prospective buyers? Can he not be held responsible for damages where it can be shown that he has done us an injury? Can he not be made to vacate and leave the premises?

Answer.—The tenant in the above case is right in his contention that he can hold the property until October, 1908, and he can be compelled to leave then only if three months' notice has been given. The death of your mother had no effect upon the relation of landlord and tenant; you as executors simply took your mother's place as landlords, and the tenant's position remained unaltered; you should have given him notice three months prior to October, 1907.

You have, nevertheless, an action in damages against your tenant for any wilful wrong he does you in attempting to prevent a sale of the property. You could not sue him for a simple expression of opinion, however, even if adverse to you. I should give him notice, through an attorney, that any further undue disparagement of the property would result in the bringing of an immediate action.

—

Question: Krepp & Co., Philadelphia, Pa.—Kindly let us know if this card does not comply with the ordinance passed by Councils.

Answer.—The ordinance referred to is that of March 31, 1900, forbidding the placing of circulars, dodgers, etc., in the vestibules of Philadelphia houses. The circular inclosed with the above is a business postal card, printed on the back with a grocery advertisement and on the front addressed "To the Lady of the House." A large number of local firms use these advertise-

"Here's Something New, Madam"

There's nothing like something new—a novelty—to breeze up trade. It gives you something to talk about. It gives you a chance to sell more goods. Without occasional new things stores get in a rut.

Winorr Canned Corn will be brand new to your trade, You can sell it not only on its newness, but on its delicious quality. The **Winorr** brand is fine sugar corn with the hulls removed; all other corn is canned with the hulls on. You have no idea what a difference it makes.

Make a window display of **Winorr** Corn, turn a can out in a dish, use a placard telling where it differs from ordinary corn, and you'll sell more corn in the next week than you usually do in a month.

We also pack a full line of finest quality Berries and Vegetables, moist and condensed Mince Meat, Catsup and Salad Dressing.

We are the largest canners of Sauer Kraut in the United States.

THE CORN WITHOUT HULLS

THE PRESSING & ORR COMPANY
NORWALK, OHIO

Better Than Milk or Meat

¶ **Royal Peanut Butter** is one of the most healthful food products ever manufactured. We want you to tell this to your customers, and as a real incentive for you to do so we are going to give you the money we would otherwise use to tell consumers of its merit. Universal Coupons packed in every case from January 1, 1908. Remember, it is the best thing of its kind ever made. You make a splendid profit on it and the coupons are exchangeable for any article of merchandise you may need for your home or store.

Cleveland Health Food Co.
Cleveland, Ohio

ments, but whether they strictly comply with the ordinance depends wholly on the way they are distributed. If they are placed in the hands of the householder the ordinance does not interfere with them; if thrown in the yards or upon the steps the ordinance forbids them.

—

Question: "Subscriber," New York.—To avoid the necessity of carrying liability insurance on a building or factory, cannot the owner require the help to sign a release releasing the owner from all liability in case of accident or bodily injury? If so, kindly give form of a release that would be binding in any and all cases.

Answer.—I do not consider this feasible at all. In the first place, it is a decidedly improper and inequitable request to make of employees that they sign away their rights to recover damages for their employers' negligence. Particularly since no consideration for such a valuable promise seems to be contemplated. No sane man or woman would sign any such agreement. In the second place, even if the employees did sign it no court would in my opinion hold them to it, in the case of accidents caused by their employers' negligence. There are many decisions that railroad companies cannot relieve themselves from the consequences of their own negligence by any contract with passengers. While the principles involved are somewhat different, the railroad being a public corporation, I have no doubt that the courts would take the same stand with an ordinary employer.

Look! Look! Look!

I will build you a push cart of any description for $15, and guarantee it for one year.

B. HAWKINS' SONS
609 Lombard Street PHILADELPHIA, PA.

LOOK FOR THE
GLOBE

On Hams, Bacon, Lard and Sausage; it you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

JACOB C. SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.

The New York Letter

Retailers Will Give Food Show in Spring. Jobbers Say Christmas Trade is Below Par. American Can Co. Gets Renewal of California Trust Contract. Olive Oil Duty Dispute. Sago Squabble Still Waging. Small News of the New York Market.

Special correspondence of "Grocery World."

New York, Dec. 20, 1907.

Preliminary arrangements have been made for a pure food show to be conducted in the Lenox Lyceum, by the New York Retail Grocers' Union, in the spring, the date to be announced later. Ten years ago this association gave a food show and it has not given any since. Fifteen years ago it had a show in the same hall, which is to be utilized this time, and cleared a profit of $12,000.

Last year a committee, headed by L. J. Callanan, had the arrangements for a show well under way when there was a hitch in getting the hall, which had been promised for the purpose, and the affair was postponed. The members of the old committee, with several additions, are acting again and Mr. Callanan has agreed to be the manager.

That the show will be a huge success goes without saying. The Brooklyn Association at its last meeting received a proposition from the promoters who conducted several food shows in the last year or two, but decided to give the New York organization a clear field this year, so that there will be no food show in the sister borough in 1908.

The Members of the New York Association are to give their time personally to the work of making the show memorable. That is one of the things upon which Mr. Callanan has always insisted—that no outsiders or professional show people are as competent to get up a really fine food show as are the grocers themselves. He promises to make the exhibit far surpass any conducted by outsiders and the members are already inspired by his enthusiasm.

It has been decided by the directors of the United Retail Grocers' Association, of Brooklyn, to start an agency for the purpose of bringing together those who wish to buy and those who wish to sell grocery stores. The details of the plan are to be worked out and made known later.

The talk among some, at least, of the jobbers is that the Christmas trade does not come up to the standard as well as the Thanksgiving trade did. It is said that the discharging of employees in various industrial centres has now begun to make itself felt in the jobbing trade in the way of reduced sales of various articles, for which cheaper substitutes may be had. One jobber gave as an instance of the trend of affairs that he is selling cheaper grades of teas and coffees on an average than he did a few months ago, indicating that many people are economizing in the quality of these products.

Importers of various kinds of fancy groceries are also noting the difference in conditions now and what they were only a short time ago. While people must eat, as the jobber is wont to observe, yet it is equally certain that they can exercise a great deal of discrimination as to what they shall eat.

* * *

The American Can Co. secured a renewal of the $5,000,000 contract by which the management will continue to supply the California Fruit Canners' Association with fruit and vegetable cans until December 31, 1912. The old contract, which will expire December 31st next, was made in 1902 by F. A. Assman, who was then president of the American Can Co. It was made for a period of five years and called for 50,000,000 to 60,000,000 cans per annum, according to the size of the crops, and involved over $1,000,000 a year. Under the contract in force, the California Fruit Canners' Association leases its factory to the American Co., which concern operates it.

* * *

An importing firm brought a quantity of olive oil into this country a year ago and the value was fixed by the local appraiser at upwards of 60 cents a gallon, thus subjecting the importation to a duty of 40 cents a gallon. The valuation was based on the market price at Marseilles, the port from which the oil was shipped here. The importers kept the oil in bond and after a time sent it to Liverpool and then brought it back to New York. Then the importers claimed that the valuation should be reduced, as prices had fallen and were not so high at Liverpool as they had been at Marseilles some months before. If the valuation was placed under 60 cents, the oil would be entitled to admission free of duty.

It was admitted that the oil was fit only for mechanical uses. The Board of United States General Appraisers decided this week that the original valuation, according to the Marseilles market prices, must stand, as it would be unwise to permit importers to resort to plans such as were pursued in this case in order to escape the duty. The importers made no effort to deceive the Government as to what they were doing, but believed that they had the right to free entry of the oil if the values fell in the manner indicated.

* * *

Among the witnesses at a second hearing, which took place Wednesday, in the sago cases before the General Appraisers, were Mr. Stein, of Stein, Hersch & Co., manufacturers of sago products. Mr. Walden, of the Corn Products Refining Co., and a number of experts from the Government's departments. The National Spice Co. and Austin, Nichols & Co., were represented by counsel.

The importers submitted testimony that the German sago, the article in controversy, is, in fact, the only sago used for eating purposes in this country, although it is made from potato starch. The sago made from the sago palm, it was said, is used entirely for starch and for sizing purposes.

The Pure Food Bureau, has, however, decided that the German sago must not be imported as sago after this and as a result of this ruling, the customs authorities are trying to collect the duty which applies to starch.

One of the importers testified that since the trouble began he had attempted to deliver real sago, made from the sago palm, in place of German sago, and now he is threatened with a suit for breach of contract. He says that sago pudding can no longer be made of sago, but must be made of something bought under another name. The importers say that for forty years they have been getting the

German sago, simply as sago, free of duty, and they object to having its name changed and a duty added at the same time.

* * *

Beans, peas, cranberries and hickory nuts are to be sold by the pound after this instead of by measure by the members of the Rochester (N. Y.) Grocers' Association, a resolution to this effect having been adopted at the last meeting.

* * *

It is said that the jobbers, organized in the National Wholesale Grocers' Association, instead of refusing as a body to buy from certain manufacturers who sell also to large retailers are acting individually, but that the result is likely to be much the same as if they acted together in accordance with a resolution.

* * *

The annual dues of the New Retail Grocers' Union have recently been increased from $4 to $6 a year. The association is to hold a smoker on the evening of January 6th.

* * *

The Winters & Prophet Canning Co., Mt. Morris, N. Y., filed a certificate of incorporation this week and is to manufacture tin cans and canned goods, with a capital of $50,000. The incorporators are J. C. Winters, J. M. Prophet, J. C. Winters, Jr., J. M. Prophet, Jr., all of Mt. Morris.

FRED. A. MCGILL.

Western Packer Says Advance Prices By Pennies Instead of Nickels

Suggestion Is That in These Days of Money Stringency Retailers Could More Easily Raise Their Prices By Using Penny Advances Instead of the Old Nickel and Dime Advances.

Touching the prevalent money tightness, which has made it impossible for a retailer in many cases to advance his prices in proportion to the advances made to him, one of the large Western meat packers has issued a suggestion to the retail trade which is certainly worthy of consideration. The packer suggests that instead of jumping the retail price 5, 10 or 15 cents, as has been the habit for several years, the retailer would find it easier to advance his prices if he would move up in jumps of 1, 2 or 3 cents, as the need may require. The salient part of the packer's suggestion follows:—

For a number of years, the retail trade has been educating themselves and their customers to use goods that could be sold at even figures, such as 5 cents, 10 cents, 15 cents, etc., and the manufacturer has cooperated in this education by endeavoring to make his packages fit these even prices.

For a long time this was a convenient and practical method, but the great changes that have recently affected all cost conditions make it important that manufacturer and merchant consider the advisability of discontinuing this method.

With the tremendous advance in the cost of everything that goes into tin cans and glass bottles, and the increased cost of cans, bottles, cases and labor, it is evident that the consumer cannot continue to buy the same size package, of the same quality of foods, at the same price, as he has in the past. He must either buy a poorer grade, a smaller package, or pay more for it.

The economical and logical solution of this problem is the changing of the price of goods that formerly sold at 5 cents, 10 cents and 15 cents to 10 cents, 15 cents and 20 cents, or else splitting the nickels and selling them at 7 cents, 12 cents and 18 cents. In almost every section of this country pennies are plentiful now, and there is no reason why a product should not be sold for 7 cents or 12 cents. In the sections of this country and in foreign countries where competition is keenest and where business methods are analyzed the finest, it has been demonstrated that "odd" prices are practical and advantageous to the merchant and the consumer, and we predict that this condition will become general all over the United States.

Another important point to be considered is that with the advancing cost of goods and the necessarily increased capital required to conduct a business, with the higher cost of rent, labor, etc., the merchant must increase the amount of profit that he makes on each package of goods that he handles, and where he used to be satisfied with a profit of 25 cents a dozen on an article that cost him 95 cents a dozen, he will not be satisfied with a profit of 25 cents a dozen on this same article if it now costs him $1.25 a dozen, and he should therefore increase the difference between his cost and his selling price, thus getting a fair renumeration under present industrial conditions for the money he has invested and the labor and brains that he uses in his business.

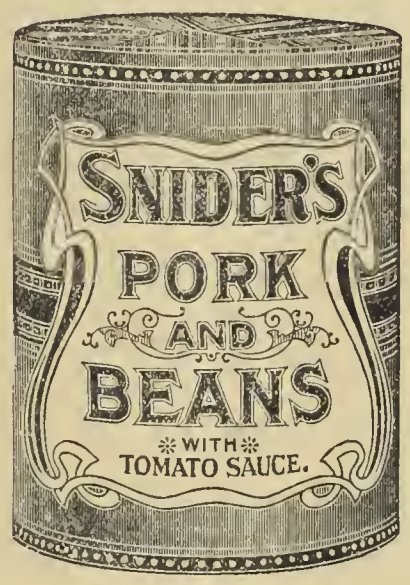
The best way he can do this is to advance his prices on goods that he used to sell at 5 cents, 10 cents and 15 cents, and now insist upon getting 7 cents, 12 cents and 20 cents, etc., for them. We strongly urge that in selling goods to the retailer, you point out to him that he can get 20 cents or 25 cents for a glass jar of dried beef, 7 cents for a can of potted meat, 12 cents for a can of Vienna sausage, etc., etc.

DON'T WAIT

Write at once to the nearest office and secure the information about the

Special Offer to Retail Grocers on

Snider's Pork and Beans



The T. A. Snider Preserve Co.

Makers of Snider's Catsup CINCINNATI, OHIO

NEW YORK OFFICE 105 Hudson St. | BOSTON OFFICE 46 Clinton St. | CHICAGO OFFICE 12 & 14 State St.

On Page 15

Our Grocers' Fixture Department has the most beautiful line of tin Spice Cabinets you can see anywhere. Every one, regardless of price, has that distinctive beauty which gives tone to any store.

Turn to page 15 of our Catalogue No. 4 (Grocers' Tinware). See our "Persian Spice Cabinet"—ever see anything handsomer?

Note the seven compartments, each holding 15 pounds, with the patented revolving label. This bears the names of eight spices—simply turn the label to the one you need. One particular convenience about this cabinet is that you don't have to dig in the top to get out the goods. Each compartment has a rolling door at the base. Two scoops supplied with each cabinet.

Write for price. Have you sent for Catalogue No. 4 yet?

American Can Company

NEW YORK CHICAGO SAN FRANCISCO

MAPLEINE

MAPLEINE

The new vegetable extract with the genuine old-fashioned maple flavor. A product that sells rapidly wherever introduced. Makes **syrup better than maple** at a nominal cost and is most delicious for flavoring candies, cakes, ice cream, puddings, etc. Write us or ask your jobber.

Crescent Mfg. Co., Seattle, Wash.

E. E. HARDING & CO., Agts., Philadelphia

CHAS. W. JACOBS & ALLISON, Agents, NEW YORK CITY

GOING SOME!

THE SALE OF

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Over the same month last year. Each month, except one, has shown a decided improvement. THE INDEX, reliability, quality, prompt deliveries, the F. O. B. destination by Express, EXPRESS CHARGES PAID BY US, please old customers and they bring us new ones.

"Have used your books for twelve years. Enclosed find order from N. C. Campbell.
BOYD & LYFORD, Humboldt, Neb."

Books in all sizes. INDEXED. The most convenient made. Relieve you from bookkeeping, forgotten charges and troubles of various kinds. Let us send you free samples. They are waiting for you.

J. P. FORBES, Forbes Building, Coshocton, Ohio

SHOW IT!

Pile Up Your Stock of

DEPENDABLE

MILLBOURNE

FLOUR

where it can be seen. Get the benefit of the advertising. Don't let the other fellow please your customers first. BE QUICK.

SHANE BROTHERS & WILSON CO.
Proprietors
City Offices, 672-686 Bourse, Philadelphia
MILLBOURNE MILLS
63d and Market Sts.

THE GROCERY MARKETS

Tea.

The tea market has shown a fair demand during the past week. There has been no weakness, in fact the contrary is rather the fact. The markets have closed on the other side, and the exact amount of tea which will now be available is known. Since the amount is small, the market has strengthened somewhat, and it seems reasonably certain that low grades will be higher after the turn of the year. Foochow Oolongs, among other grades, are likely to advance another cent.

Coffee.

The market for Brazil coffee has ruled very stupid during the past week, and transactions have mostly been small. As to price, the situation is practically unchanged. The receipts in Brazil continue to show a sharp deficiency as compared with last year, and are hardly equal to those of 1905. The coffee business in this country is going through the ordinary dullness as the year ends, and the general opinion is that an increased demand and higher prices will come shortly after the first of the year. Buyers are still buying from hand to mouth, as they have done for six months past, and this has made stocks in second hands less than normal. Mild coffees are steady and unchanged, and so are Java and Mocha.

Sugar.

The raw sugar market is somewhat weaker. European quotations have declined slightly during the week, and sales of Cuban sugar for early shipment also show a decline. There has been no change in refined sugar, and the demand is seasonably fair.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is selling fairly, only for immediate wants, however, at ruling prices. Sugar syrup is in fair demand at unchanged prices. Molasses is selling in a small way at prices unchanged from the last reported advance. Fine molasses has advanced 5 cents per gallon from the lowest point.

Fish.

The mackerel market shows a little activity and a good deal of firmness. There have been considerable sales of Irish mackerel and fair sales of Norways. It seems to be generally expected that the prices of mackerel will show an advance after the first of the year, and the business now doing is largely anticipatory. The stock of all grades is extremely low. Cod, hake and haddock are in light demand. Down East holders are talking an advance, but it could scarcely come unless the demand improves beyond its present volume. Salmon is unchanged. New red Alaska pack is now getting in and shows fine quality. Deliveries were full. Prices on all grades of salmon remain unchanged. Domestic sardines remain unchanged, with talk still rife about an advance after the first of the year. Imported sardines are scarce and very firm.

Canned Goods.

There has been little activity in the canned goods market during the past week. Tomatoes are unchanged around the 80-cent basis, and the demand is very light. The market is not weak, however, and there are predictions of an advance by February 1st. Corn is dull at ruling prices. There is some inquiry for fancy Maine corn at about $1, but the surplus is very small. Peas are selling very moderately at unchanged prices. Orders are being taken for New York State brands, 1908 pack, at prices slightly above last year. Not much interest has been shown as yet. Peaches are unchanged and unimproved. Apples are weak, with almost no demand. Probably $3 could buy New York State gallons. The small Baltimore line is unchanged and dull. Some California canned goods are selling from first hands, but not many. Where a packer has any to sell they can usually be bought at about the opening price.

Dried Fruits.

Prunes are unchanged on the coast, but Eastern markets seem to be weak, owing to certain holders' desires to unload. Before a cut in price which occurred during the week, Eastern markets were already ½ cent below the coast basis; the week's declines carried prices to about ¾ cent below the coast. Peaches are dull, but still very strong. Apricots are high, scarce and inactive. Currants are wanted at ruling prices. Raisins show even more weakness. Seeded goods have now declined to slightly below the

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for he right man to take charge of its "Window-Dressing Department" nd contribute a good, suggestive weekly article. We have tried everal, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, robably every one of whom has some technical knowledge of win-ow-dressing. What we want is articles clearly describing window isplays that can be made by the average retailer; not necessarily new r original—in fact, those which have been used successfully are erhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an verage price of $5 each. All matter sent in under this arrangement hould be addressed to the "Window-Dressing Department." If rawings are also sent they should be made throughout in black ink iot pencil).

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pening prices. Loose raisins re unchanged. Citron is un-hanged and in fair demand.)ates are wanted at ruling prices. 'igs, by reason of large receipts, re easy.

Beans and Peas.

Pea beans are about $2.25, both n spot and to arrive. The mar-et on beans to come forward has dvanced 15 cents per bushel in Michigan. Marrows are about nchanged. California limas how an advance of about ¼ cent. 'he demand for beans is fair. Both green and Scotch peas have dvanced 10 cents per bushel. 'ellow splits are about un-hanged.

Butter.

The butter market has not yet een checked in its upward tend-ncy. Fine fresh butter shows a urther advance of 1 cent per ound during the week. The re-eipts are very light, and only a ew lots are grading extra. 'ancy fresh butter is particularly carce. The make of near-by reameries is very small. Fine eld or storage creamery is higher nd in better demand. Medium-rade creamery, ladle-packed and airy butter is quiet and un-hanged. The trade look for a rm market from now until the rst of the year.

Eggs.

The receipts of fresh eggs are ncreasing and the market has de-lined 2 cents during the week. 'he increase is chiefly from near-y shipping points. A large part f the receipts are still storage ggs and are being sold at the est prices obtainable. The narket on fancy held eggs is teady and sales are active at present market prices. The pros-pects are, if weather remains favorable, for a declining market from now on.

Cheese.

The cheese market continues firm. More buyers have come into the market and prices have advanced a fraction during the week. Fancy September cheese is firmly held and holders refuse to shade prices. Later made cheese is selling fairly at un-changed prices. Part skims are in fair demand at present prices. Prospects are very good on fine cheese and higher prices are looked for from now on.

Provisions.

The provision market is dull, as is usual at this season. Smoked meats, hams of all grades, bellies and bacon are all about un-changed and in light demand. Lard, both pure and compound, is practically unchanged and in fair demand. Canned meats, dried beef and barrel pork are all unchanged and quiet.

Produce.

Jersey potatoes, 45 cents per basket; York State, 75 cents per bushel; Pennsylvania, 75 to 80 cents per bushel, demand fair; sweet potatoes, primes, 90 cents to $1 per basket; culls, 65 to 70 cents per basket, scarce and good demand; carrots, 40 to 50 cents per basket, $1.75 to $2 per barrel, demand fair; yellow onions, $1.50 per 2-bushel bag, 40 cents per bas-ket; white, $1.50 to $1.75 per bushel crate, demand fair; domes-tic cabbage, $1.50 to $2.50 per bar-rel; Danish, $2.50 to $3.50 per 100; Savoy, 50 cents per barrel, de-mand fair; horseradish, 10 cents per bunch, demand fair; water-cress, 3 cents per bunch, demand fair; white turnips, $1 per barrel, 20 to 25 cents per basket; yellow turnips, 40 cents per basket, de-mand good; celery, York State, 40 to 50 cents per bunch; Pennsyl-vania, 5 to 12 cents per bunch, de-mand fair; parsnips, $1.50 to $1.75 per barrel, demand fair; pump-kins, $2.50 to $3 per barrel, de-mand good; oyster plants, 3 to 3½ cents per bunch, demand fair; beets, 2½ to 3½ cents per bunch, demand fair; spinach, $1.50 to $2 per barrel, demand fair.

Green Fruit.

Bananas, jumbo, $1.75 to $2.25; firsts, $1.25 to $1.75; 8-hands, $1 to $1.25; 7-hands, 75 to 90 cents; 6-hands, 50 to 65 cents, demand poor; lemons, $2.50 to $3 per box, demand fair; apples, Kings, $4.50 per barrel; 20-ounce, $4 per bar-rel; Baldwins, $2 to $3.50 per barrel; Hulbersons, $3 to $3.25 per barrel; Greenings, $3.50 to $4.50 per barrel; Pippins, York State, $3 per barrel; 20-ounce, $3.50 per barrel, demand fair; California oranges, $2.50 to $3 per box; Jamaicas, $2 to $2.25 per box, demand fair; Florida grape-fruit, $3.50 to $6 per box, demand good; Jamaica, $2.50 to $3.50 per box, demand fair; tangerines, $4.50 to $5 per strap, demand fair to good; pineapples, $2.25 to $2.75 per box, demand fair.

Nuts.

Peanuts, green, choice, 4¼ cents per pound; fancy, 5 cents per pound; jumbo, 6½ cents per pound; roasted, choice, $1 per bushel; fancy, $1.25 per bushel; jumbo, $1.50 per bushel, demand fair; almonds, 19 to 20 cents per pound; Brazils, 11¾ cents per pound; fil-berts, 10¾ cents per pound; pecans, 11 cents per pound; walnuts, mar-bots, 13 cents per pound; grenobles, 12 cents per pound, demand fair.

INDIVIDUAL MARKET REPORTS.

Spices.

The market is fairly active, de-mand being for immediate needs. It is evident that buyers do not want to increase their stocks dur-ing this month.

Pepper.—Prices are holding steady under a fair demand. There is little business being done in forward shipment, and cable prices are unchanged.

Cloves.—Somewhat firmer under a good demand. Foreign markets are higher.

Mace steady and in very fair demand. Prices are unchanged during the week.

Cayennes.—Demand fair; prices unchanged.

Pimento (Allspice) is steady, prices being unchanged.

Nutmegs.—Spot market re-mains low; in fact, the prices in effect are less than import cost, and are, by the way, lowest on record.

Cassias.—All grades are in fair demand. Prices firm but un-changed.

Gingers are in better demand; prices steady. Cables quote Cochin at higher prices.

Seeds.—Caraway seed is in fair demand; price steady. Poppy and mustard unchanged and sell-ing in a satisfactory way

Rubbed sage and sweet herbs now in season and selling satis-factorily.

McCormick & Co.
Baltimore, Md.

Baltimore Canned Goods.

No. 1

Buying this week has been of the same character as we have re-ported right along for the past month, and the market seems to be holding its own very well. The comparatively firm feeling which is now being shown by many packers is probably not due so much to the business which is being done as it is to the belief which most holders have that the market is down to bottom and will do better later on. Whether their hopes in this direction will be realized time will tell, but there is no doubt but what the total quantity of tomatoes being held in Maryland, Delaware and Vir-ginia constitutes a comparatively small percentage of this season's packing.

The market here has been dull on corn.

There are some people who think apples will surprise us some of these fine days, as there is no large stock of them on hand any-where. This may come about in a very natural way, as it is well known that all other kinds of pie fruits, such as peaches and small fruits, are pretty nearly ex-hausted.

Conditions for packing oysters in Baltimore have been a little more favorable this fall than usual, and some good oysters are being offered by Baltimore pack-ers, which are strictly Baltimore-packed goods.

Thos. G. Cranwell & Co.
Baltimore, Md.

No. 2.

Holders of tomatoes, in this section at least, feel more cheerful over the outlook because of the developments in the market dur-ing the past ten days. The buy-ing of them in carload lots on orders for immedate shipment in the face of the chance of freezing on the road is pretty good proof that they are wanted for immedi-

ate use, not for speculative purpose, and surely not to fatten up the inventory in January. The orders for them came from the West as well as from the East, and it is not so much the quantity purchased that cuts as much figure in the outlook as the fact that the goods are wanted now. The buyer may take only one carload at a time where ordinarily he would take five carloads, the fact of buying them at all is what counts. The other reason for the better feeling in that article is, as we mentioned last week, the action of the banks in again accepting canned goods as collateral against loans to canners. As yet there has been no advance from the low point on tomatoes, but, barring unlooked-for developments in the money market, there is more than a probability of some improvement before long.

Outside of tomatoes business here in the general line of goods was of the same character as in the preceding week, namely, the orders were confined almost altogether to small lots of assorted goods to piece out broken stocks, though they embraced nearly every article in the list. Cove oysters, sweet potatoes, string beans, peas, kraut and spinach were the articles wanted most.

THOS. J. MEEHAN & CO.
Baltimore, Md.

—

Sugar.

The raw market has continued strong and prices are higher. A big business has been transacted in new crop Cubas at 3.86 cents. It is estimated that over 250,000 bags have been sold.

Strong European markets, the lateness in starting the Cuba crop, and a slightly improved demand for refined, have all contributed to the better raw situation. Europe has arrived at a point in the reaping of her beet crop where she can form definite conclusions, fairly definite, as to the probable outturn, and they expect a decreased yield. They have also had some trouble in getting supplies to market because of closed navigation on the rivers and canals of the continent. They have advanced quotations. Cuba at this time last year had 91 factories grinding and the reaping of the cane was well under way. This year the crop is delayed about three weeks, meaning that three weeks' working time has been taken out of the period available for grinding. It is also expected that because of the drouths during this past season the canes to be reaped from the present crop will contain less juice. Labor for plantation work is about as scarce as ever. A cable received to-day states that seven factories have started, opening the island's 1908 sugar season. The world next year will outturn a lower sugar production in both beet and cane. Consumption next year in all likelihood will be greater than it has this. The statistical position of sugar is good and prices next year will average higher. The situation is good to-day. What interests refined sugar buyers is how long it will remain good. Contracts are in, there is 5 points profit in them, and the demand won't be hurt any because of uncertainty due to fluctuations. We have not advised our friends to place contracts for more than enough sugar to carry them through 30 days. The first few months of a new year is a hard period for sugar; prices are never able to withstand the excessive supplies of raws that are shipped to our refinery ports. The crops of Cuba, Porto Rico and San Domingo are then in full operation. They don't hold their stock. This year, with conditions as they are, it looks as though a good market would hold over for a longer time than is usually the case, but supplies of raws in abundance will be getting here after the 15th of January and dealers in refined should keep this fact before them. In the meantime the contracts placed and the sugar held in store should yield a profit.

Refined Sugar.—Prices are held firm and the market is strong. The American Sugar Refining Co., Howell, and Arbuckle, quote f. o. b. net basis of 4.70 cents, less 1 per cent. cash, privilege of customary delayed shipment. The Federal is selling on a basis of 4.60 cents, less 1 per cent. cash, but they would accept orders for prompt shipment only. All refiners guarantee their own prices on day of arrival.

Domestic Beet Sugar.—Granulated is quoted at 4.60 cents, less 1 per cent. cash, but could possibly be bought at 10 points less.

M. G. WANZOR & CO.
New York, N. Y.

MARKET NOTES.

Florida oranges are ruling about the same. Anything fancy brings $4.00 a box, and from that the price drops to $2.50. The demand is fair.

—

Bermuda potatoes have not waked up yet, and the bulk of the receipts seem to sit around. No. 1s average $6, and No. 2s $7.

—

Florida grapefruit is still high—$3 to $6 per box. The quality is good and the demand excellent.

—

Tangerines are very scarce and high, commanding $5 to $6 per box. They are eagerly wanted.

—

Florida beans are slightly weaker and range from $3 to $3.50. Some good beans are coming forward and the demand is fair.

—

Florida peas range from $2.50 to $3 per one-third barrel. The demand is fair.

—

Hothouse cucumbers are much in evidence and range from $1 to $1.25 per dozen. The demand is fair.

—

Florida salad ranges from $1.50 to $2.50 per one-half barrel, and the demand is fair.

—

Florida tomatoes range from $2.50 to $4.00 per crate, and the best of the receipts is very fine. Hothouse fruit averages 25 cents per pound. The demand is fair.

—

Florida peppers average $2 per crate and are in fair demand. The quality is good.

—

Red radishes range from $3 to $3.50 per 100 bunches, and white command $4. The demand is slow.

Northwest Jobbers and Retailers Lie Down Like Lambs Together.

Washington State Jobber Says the Relation Between Them is So Close That "Partnership" Would Best Express It.

Special correspondence of "Grocery World."

Spokane, Wash., Dec. 16, 1907.

At the recent banquet of the Spokane Jobbers' Association a significant statement was made by E. L. Powell, of the Powell-Sanders Co., regarding the relations of the jobbers with the retailers. It evidences an ideal condition which does not exist in most other sections of the country. The statement was as follows:—

> Their relations are closer than in any other city in the United States. Mr. Powell gave the dictionary definition of the words "wholesaler" and "retailer," which, he said, did not fully express the difference. He said the word "partnership" would more closely express their relations in Spokane. He added:
>
> The wholesaler here realizes that he must help the retailer to help himself. In furtherance of that policy the jobbers here sell only to dealers and not to consumers. We foster the retailers and have saved them money. How many eastern wholesalers do that with the western dealers who buy from them? In return for this policy the local dealers ought to be loyal to the home jobbers.

—

Retail grocers in Spokane are opposed to the public demand for a reduction in the prices of their goods just now, for the reason that the greater portion of them was bought or ordered before the slump. They are willing to reduce all local foodstuffs and necessaries, providing they receive the co-operation of the wholesaler, the manufacturer and their business associates. The dealers also say they will not introduce the copper coin until it is adopted by other tradesmen. At present 5 cents is the smallest coin.

AUGUST WOLF.

Do You

handle a Cough Remedy that is guaranteed to sell and cure—one that satisfies your customers, gives you large profits, and sells without any effort on your part?

If not, let us give you our proposition—a plan that is both novel and effective. It means money to you and brings new customers and holds the old ones. We do not ask you to pay one cent until you have sold the goods. Write to-day and learn about

German Fir

Dilliard Remedy Company
EAST BANGOR, PA.

How'd You Fare on Canned Goods?

Well, your futures are about all in—how did you make out?

On the things you didn't care much for you probably got 100 per cent. deliveries; but how about the things you wanted? Did you get 100 per cent on those?

We can tell you how to get 100 per cent, deliveries on all the canned goods you buy next year. Stipulate **Blue Bell** and **Clover Farm** goods with your jobber—not only because you get full deliveries, but because no better canned goods are packed in Maryland.

We make a 100 per cent. contract with the jobber—he can make it with you.

Strasbaugh, Silver & Co.
ABERDEEN, MD.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Germantown, Phila., Nov. 30, 1907.
Editor Science of Advertising.

Dear Sir:—What is your opinion of this circular as a trade winner?

Yours respectfully,
GEO. C. WORTHINGTON & Co.

The circular inclosed is of a sort hat Worthington & Co. have nade characteristic of their store. t is a small, rather elegantly rinted affair 4 x 6 inches, printed n thin bristol board instead of aper. Here is the photographic eproduction, natural size:—

WEEKLY SPECIALS

Monday, Dec. 2—Saturday, Dec. 7

☞ Open Saturday evening until 10. Other evenings until 6.

SPECIALS

☞ Let us have your Saturday orders for turkeys and chickens. Ours are the kind that please.

Standard Java and Mocha Coffee--
5 lbs. $1.75, reg. 38c. lb.
A smooth, "always the same," drinking coffee that wins in the contest.

"Old-Fashioned" Buckwheat . 5c. lb., reg. 6c. lb.
Grown in Bucks county, and ground in the old-fashioned stone mills. The only kind that makes the *good* buckwheat cakes.

Cut String Beans . . . $1.25 doz., reg. $1.50 doz.
A tender, almost stringless bean, cut in two or more pieces. A leading brand this, too.

Norway Mackerel . . . . . $3.25 kit, reg. $3.50 kit
Large, white, Norway fish (1½ pounds each). A special bargain.

Salted Educators . . . . . 25c. lb.
Very popular we find these. A little square whole wheat salted cracker, mixed and baked by the Dr. Johnson process.

"Golden Rule" Tomatoes . $1.35 doz., reg. $1.50
Follow the "Golden Rule" and buy these tomatoes and you will not go astray. Red ripe and solid

Assorted Canned Fruit . . . . . $3.50 dozen
Cherries, Peaches, Bartlett Pears, and Plums of our best brand. Equal quantities of each only.

Penna. Potatoes . . . 90c. bushel, reg. $1 bushel
Regular size, mealy cooking Potato. Lower now than you'll see them again this winter.

Paper-Shell Almonds . . . . 5 lbs. $1.25, reg. 28c. lb.
Princess almonds, thin shell, sweet, rich kernel, fair size

Eggs, Fresh . . . . . 42c. doz.
Did you know there was a difference in eggs? Well there is just now, as our increased sales indicate. Some people must know we sell the fresh ones.

☞ Brownback Butter, 45c. lb., is here when you want it.

GEO. C. WORTHINGTON & CO.,
DEALERS IN
FINE GROCERIES, DELICACIES, Etc.,
Corner Main Street and West Walnut Lane, Germantown.

I say unhesitatingly that in my udgment this is good advertis- ng. I speak more particularly of he matter; it is a question whether the type is not too small. The small lines underneath the oldface are set in about the mallest body type ever used. It ooks a little minute. Worthing- on & Co. may have a special rea- son for using a card of this size, such as that it fits in an envelope or something like that, but it is a question in my mind whether it isn't too small, or at least, if it doesn't contain too much matter. I happen to know that the firm have been using this same style of advertising for years, and I should suppose they were pretty well posted on whether it pays or not. If I were to use my own judgment I should increase the size of this card sufficiently to allow one or two sizes larger type all through. It will make it much easier to read and will not interfere in the least with the exclusive appearance that I imagine Worthington & Co. work to give their printed matter.

European Beet Sugar Prospects Poor.

In a report from Liege, Belgium, Consul H. Albert Johnson says it seems that the beet sugar situation this year is far from satisfactory, and that both the farmers and the sugar manufacturers have good grounds for uneasiness. The beet crop is decidedly short and the percentage of sugar, which it was hoped would be rather larger than usual, proves to be much below the average heretofore obtained. The period of sugar making will be short, and as prices are disastrously low, it is expected that more than one sugar factory will be obliged to suspend operations for next year.

How One Merchants' Association Solves the Christmas Present Question.

Germantown (Philadelphia) Business Men's Association Gives Its Customers a Christmas Entertainment.

The time is at hand when grocers and general storekeepers fuss and feaze over the question of giving Christmas presents to their customers—possibly the way the Business Men's Association of Germantown (Philadelphia) escape this worry may be interesting.

During the last week the Germantown Association has given to the customers of its members a complimentary Christmas entertainment. The same plan has been followed for several years. The association publishes a souvenir of the affair in which its objects are stated as follows:—

> The association of the business men of Germantown into an organization for the mutual protection of its members and the advancement by all fair and honorable means of such objects and the carrying out of such principles as will further the business interests of the town, and to encourage on the part of our townspeople a disposition to give precedence to its home industries and trade.

This entertainment was quite an elaborate affair. The largest public hall in Germantown was engaged; there was a humorist from New York, a cornet soloist, a harpist, an elocutionist, a contralto singer, and some moving pictures. Naturally the expense was heavy, but it was borne by the members co-operatively, so that each man's share was probably less than it would have cost him to give gifts to each customer. Each member of the association was given a certain number of tickets which he distributed among his customers. The hall was crowded and everybody went home happy.

How many of you have taken advantage of the offer made by S. B. Goff & Sons Co., of Camden, N. J.? All that have, appreciate by this time the benefits it contains. Those that have not do not realize exactly what they are missing. To the up-to-date storekeeper 70 per cent. is an attraction, and that is what the firm offers. Remember, Goff's remedies are standards, and are sold by 14,000 grocers.

AGENTS WANTED

To Solicit Subscriptions to

"The Grocery World"

Write for Information.

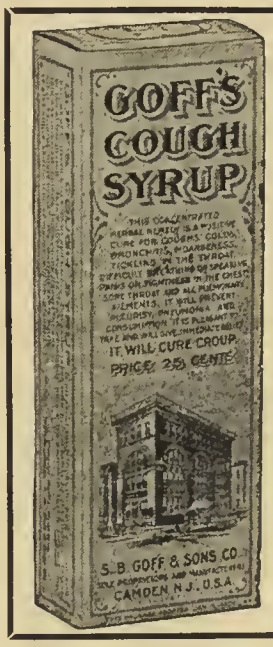
LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as side line.

How to Make New Trade

New trade and Cash sales are always in demand. If you will send for our new Catalog of Beautiful Premiums (*we send it without cost*) it will tell you how you can not only increase your cash sales, but also how to get new trade.

B. L. Williams & Co.
Successors to WILLIAMS, RIDGWAY & CO.
132 Market Street PHILADELPHIA



QUICK SALES
BIG PROFIT

Goff's Cough Syrup

Write for special prophsition and new advertisiug plans.

S. B. Goff & SonsCo.
CAMDEN
NEW JERSEY
ESTABLISHED 1872

Tourist Almoco Golden Drip

These are the coffees which make and *hold* trade for grocers. If you will write us we will give you some coffee knowledge that will make money for you.

Levering Coffee Co.
Baltimore, Md.

Established 1842

PENNYWASH

A FAMILY WASHING IN 30 MINUTES FOR 1 PENNY
NO BOILING NO RUBBING
THROW AWAY WASHBOARD, BOILER & MACHINE
Absolutely harmless. Can be used in hard and soft water; saves money, bad temper, lame backs; cleans and purifies everything washable; saves coal and gas
AT ALL GROCERS
Pennywash Co. 1920 Park Ave., New York

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

(One Account at a Time)
Patented March 20, 1906; October 29, 1907.
Other patents pending

DOES YOUR BUSINESS NEED A DOCTOR?

Do you know how much to the penny is outstanding when you close in the evening?

Do you know the condition of each customer's account?

Do your customers "kick" when they settle?

Do mistakes cause customers to get angry?

"The Bennett" Account Always Posted System Cures All Business Ills!

Catalogue for the asking.

The Bennett Register Co.

No. 2 Park Avenue LISBON, OHIO

What's the Real Christmas Spirit?

I had a talk with a certain grocer the other day about Christmas that interested me a good deal.

It may interest you.

I was in his store on business and was just about to leave.

"Well, old man," I said, "I won't see you again before Christmas. I hope you have a Merry Christmas and a Happy New Year."

"Much obliged for the wish," he said, "but I ain't going to have it."

"How do you know you're not?" I asked him. "Why shouldn't you have?"

"I'm poor this year," he replied, "I've had a bad year. I've made some losses and business has been particularly slow for two months. A couple of mills have closed down here."

"I don't see what that's got to do with your having a good Christmas," I said.

"You don't!" he answered; "it looks to me as if it had all to do with it."

"What would have to be your condition so you could have what you'd call a good Christmas?" I asked him. I had put down my grip by this time; I'd rather get into an argument than spend money.

"Well, I'll tell you," he said. "I had a good Christmas last year. I'd had a fine year. Business was all right the whole year. The mills had been running full, everybody had plenty of money, and I'd made money. Besides that I'd cleaned up a little on the side in some deals I put through, and I was on Easy Street. I had a nice little pile of loose money in the bank. I didn't owe anything, and—well, I was feeling comfortable. This year I'm squeezed. I owe some bills, collections are rotten, and I haven't got any spare cash. Nobody could enjoy Christmas the way I'm fixed this year."

"Old man," I said, "you and I have known each other for a good many years, and I know you ain't going to take offense when I tell you that your idea of the Christmas spirit is plumb rotten."

He didn't take offense; as a matter of fact, he didn't understand.

"Your idea is that there's nothing in Christmas unless *you're* well heeled at Christmas time," I said. "You're wrong. I believe the real Christmas spirit is generosity toward other people. Even a bum can be generous."

"All right," he said. "Can't a man be more generous if he has more money to be generous with?"

"No," I replied, "generosity ain't a matter of amount at all."

And then I told him of a dear old friend of mine who up to last year had a big general store down in Maryland. He was a splendid fellow, but as poor a business man as ever lived. His troubles culminated in December, 1906, and on Christmas Day he knew that the next week he was going to be pushed into bankruptcy.

Now you'd think that if anything could spoil Christmas, that would, wouldn't you?

And yet that fellow told me afterward that he'd had one of the best Christmases he ever had in his life. He had no family, he only gave two presents, and those two took darned near all the ready cash he had at the time.

One of 'em was a chicken he gave to an old midwife who had gotten down on her luck and had no prospects for any Christmas, and the other was a dollar's worth of coal to a poor old nigger mammy who had been burned out of her little cabin the month before and was having hard work to get herself together.

That sort of thing always gets a lump in my throat. Think of it—that poor old bankrupt, everything he owned to be taken from him the next week, spending his last cent to give other people a taste of Christmas!

But that's the way to get the meat out of it all right.

As I say, I told my friend about this case, but it didn't sink in.

"I like to give things to people, too," he said, "and that's why I want money—so I can."

"But don't you see," I said, "that Christmas ain't a matter of so much *money*?"

Why, I'd rather get a Christmas card from somebody who sent along with it a warm wish for my good luck, than a check for a thousand dollars from somebody who threw it at me

imply because he thought he had o.

Say, that reads like a fearful lie, lon't it? My friend the grocer et out a scornful yawp when I aid it. But I mean it—I'd *rather* ave the card. Of course I might et a man force the check on me, ut it would only be so he vouldn't be mortified by my anding it back.

I warn all you fellows not to end me any thousand-dollar hecks unless you really want me o have 'em; I may refuse 'em and urt your feelings.

Why at Christmas time I fairly ong sometimes for somebody to nake me a little present that omes because they want me to ave it and not because they think I'm going to give them something nd they'll have to hold up their nd.

I often wonder whether I couldn't do that by stopping giving any presents at all—simply receive. In that way I'd give people the pleasure of giving me things out of pure good feeling instead of in return for something they think I'm going to give them.

I believe I'll try that on my wife this year. I'll tell her in advance that if she gives me anything it'll have to be because she wants to, because there's not going to be anything doing from me.

And then on Christmas morning I'll wait in rosy anticipation for her to come to me with a sweet smile and a handsome present borne not of a selfish idea of give-and-get, but of pure unselfish generosity.

Drop in and see me that day any time you can. I'll be there, still waitin'.

THE STROLLER.

Grocery Failures Show Large Increase.

General Store Failures Also Increase, But in Smaller Measure. Record for November, 1907, and November, 1906.

The month of November did contradictory things to the general store and grocery business so far as failures are concerned. General store failures it increased a little as compared with November, 1906, but grocery failures it increased a great deal.

The figures are as follows: General stores, November, 1907, 143; liabilities, $745,568; November, 1906, 216; liabilities, $1,075,048.

Grocery stores—November, 1907, 248; liabilities, $651,207; November, 1906, 161; liabilities, $539,666.

Two-Minute Sermons for the Retail Grocer

XXIII.—Keeping Goods Up to Sample.

Samples are often better than the stock which they are supposed to be exactly like.

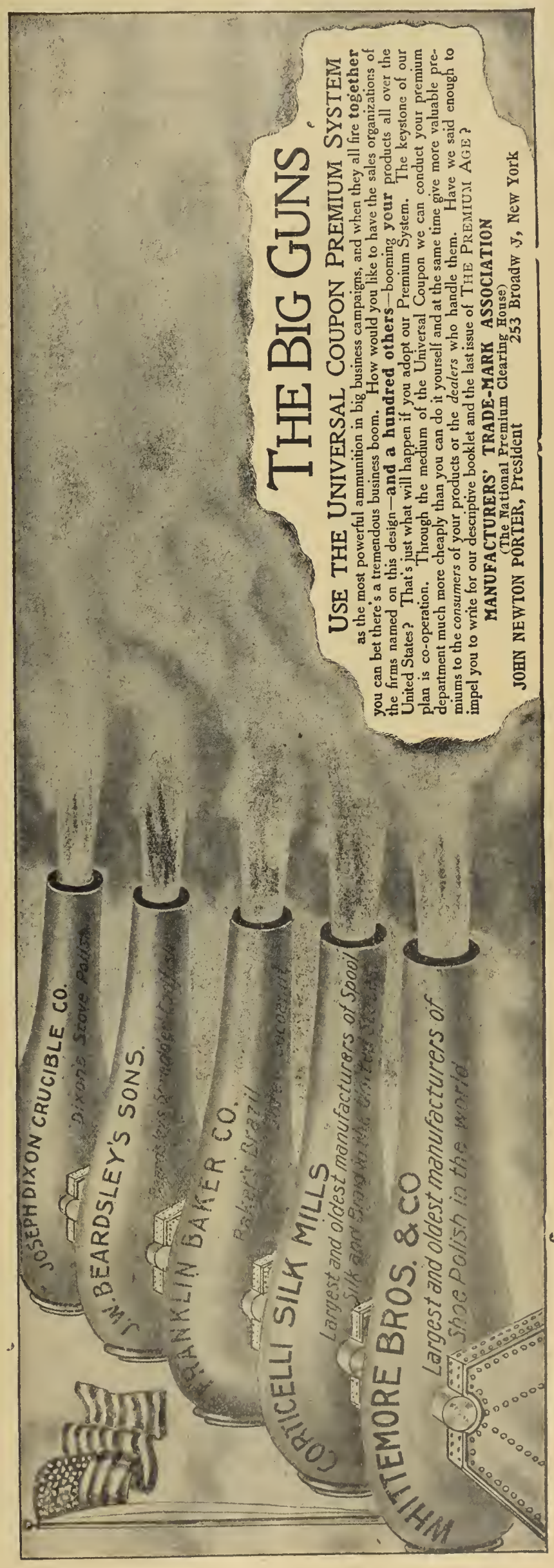
Buyers know samples are always carefully selected, and in filling orders the goods are not selected, so when the goods arrive in the house they should be gone over in a thorough manner to see that they come up to the sample in every respect.

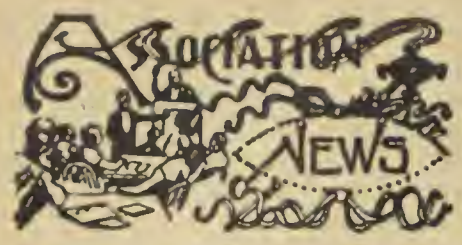
Some houses are so crooked the owners would never enjoy another night's good sleep if they sent out a bill of goods that exactly compared with the sample, while other houses have careless employees who do not carry out the strict orders of employers, so it is never safe to fail to inspect all goods as soon as they arrive.

That is the logical moment. Look them over carefully, note the shortcomings and write your letter of complaint without delay, while the entire transaction is fresh in the minds of all parties. If you bought from a house which wants to treat you right it will thank you for calling attention to such things, as it can then change its place of buying, weed out undesirable employees, or rectify the trouble, whatever it may be, so it will not continue to occur. If you bought from a house which does not want to treat you right, then you have all the more reason for standing up for all of your rights and seeing that you get them.

A thorough inspection of goods on arrival is the first step to insure exact justice for your own business, and it is your own business which you must protect.

F. A. P.





New Orleans, La.

As a result of the stand taken some weeks ago by the New Orleans Retail Grocers' Association to have the Quaker Oats Co. to eliminate the retail price from its advertisements, the company is now pasting stickers on the packages, thus giving the retail grocers full swing to make a reasonable profit on all Quaker Oats goods. The association sent a letter to the company requesting that the price of 10 cents be eliminated from all advertising matter, especially with reference to the "Saturday Evening Post" and "Collier's Weekly."

South Bethlehem, Pa.

The Commercial League of South Bethlehem, Pa., has sent out notices warning its members to look out for the vinegar law.

Pennsylvania State Grange.

The Pennsylvania State Grange, composed largely of farmers, pledged itself at its annual meeting in West Chester last week, to work for a modification of the present national oleomargarine laws. Through the following resolutions the present laws were denounced and a reform demanded:—

Whereas, Investigations made by officials of the Pennsylvania Dairy and Food Division, together with members of the Pennsylvania Pure Butter Protective Association and Patrons, have clearly shown that serious defects exist in the Federal laws which deal with oleomargarine, butterine, renovated and adulterated butter; and

Whereas, At the annual meeting of the Pennsylvania Pure Butter Protective Association, held in Philadelphia, May 4, 1907, it was admitted by a representative of the Federal Department of Justice that defects in national oleomargarine laws were so numerous that it was "almost impossible and also most humiliating" for prosecuting officers of his department to attempt to secure convictions of oleomargarine law violators, and that the Federal laws would have to be changed to obtain requisite protection for the dairy interests; and

Whereas, The word "knowingly," which is generally used in connection with every offense in the statutes under the Federal laws, practically nullifies successful prosecution, should be removed.

The definition of oleomargarine under the Federal act of August 2, 1886, should be so changed that butter, with or without coloring matter, shall not be used in the manufactture of oleomargarine. The permission to use butter, colored or uncolored, in olcomargarine, is objectionable, because it makes a fraudulent product more difficult of detection.

The word "knowingly" has apparently with design been omitted in the Federal law which relates to sale of oleomargarine imported from foreign countries. Common fairness requires the same provision shall apply to a person who sells or offers for sale oleomargarine produced in the United States.

The United States revenue laws should be changed so as to require a record to be kept of the serial number or stamp on each package of oleomargarine, renovated and adulterated butter that is placed upon the market, as is the case with other articles subject to taxation, so that every package, wherever found may be successfully traced to the dealer or manufacturer.

The national law should be so changed that it will not be necessary to prove that the yellow color of oleomargarine is due to a foreign substance introduced for the purpose of giving color. If the Federal law was amended so as to make it practically conform to the Pennsylvania law on this subject, it would afford protection to pure butter which is not at present given by national law on this color question.

As the revenue law now stands, revenue collectors can, by and with consent of the Secretary of the Treasury, settle by compromise all civil and criminal cases arising from violations of the law. This opens the way for abuses on the part of violators who are able to bring men of prominence and influence to their rescue; consequently, any such feature or provision of the law should be eliminated.

The present internal revenue laws have been so interpreted by United States District Judges as to permit the concealing of stamps, marks and brands, after they are placed on packages of oleomargarine, renovated butter and adulterated butter. This statute requires to be so changed that stamps, marks and brands shall be exposed to the public.

Applications for revenue license should be required to certify that the location given is true and correct as to address, and if oleomargarine is sold by the applicant at any other location than that designated in the revenue license, it should be a misdemeanor; and

Whereas, It is very evident from samples of oleomargarine obtained in the open market and now in our possession, that officials connected with the internal revenue department, and who are charged under the Grout Bill with fixing the tax of 10 cents per pound on colored oleomargarine and the tax of one-quarter of a cent per pound on uncolored oleomargarine, are manifestly derelict in the enforcement of the law; and

Whereas, The seriously defective Federal laws and the apparent system of non-enforcement of the same by certain officials is a great menace to the important dairy interests of the nation; therefore be it

Resolved, That the worthy master be empowered to appoint a special committee of five patrons to co-operate with the Pennsylvania Pure Butter Protective Association and the Dairy and Food Commissioner of Pennsylvania, and at as early a date as practicable, interview the President of the United States with regard to this important subject.

Whereas, From evidence produced in the court of Delaware County, Pa., it has been proven that oleomargarine colored with coal tar dye has been sold as butter by women and children to numerous citizens, in direct violation of the Pennsylvania oleomargarine law; and

Whereas, It is evident that this is the part of an organized plan of the Oleomargarine Trust to create sympathy and thereby dispose of a spurious butter product in violation of Pennsylvania law; and

Whereas, It is the sworn duty of the Pennsylvania Dairy and Food Commissioner and his agents to enforce existing laws, we most earnestly protest against any judge who fails or neglects to administer in keeping with his sworn duty the laws as he finds them on the statute books.

Whereas, We believe that the dairy interests of the State would be benefited by such change in the law which will give one official full charge of enforcing the laws which deal with dairy products; therefore be it

Resolved, That we would respectfully ask the Governor of the commonwealth to favor the enactment of a law which will provide for the office of Dairy Commissioner, who shall have power to enforce laws on adulterated butter, renovated butter, oleomargarine, butterine butter and other dairy products.

Resolved, That the laws which deal with other food products and beverages shall be placed in charge of the State Health Department.

Here Is a Good Scheme!

Grocers sometimes demonstrate these with fine results. The demonstration shows two things—first, the ease with which beef tea, bouillon or soup is made from these capsules, one of which has simply to be dropped in a cup of hot water; then it shows the delicious, spicy flavor.

You can sell hundreds of boxes, and every one at a profit.

Anker's Bouillon Capsules

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

Slices Everything from 6-pound Knuckles to half-ounce Ends.

No Fear of the Price Cutter

The retailer equipped with Johnson's "EVERSHARP" Slicer can smile serenely at his rivals' advertised bargains. They have no sting for him, they affect neither his trade or his profits.

As a bid for patronage: moist, soft cured beef, freshly cut in full-size wafer slices will draw more trade than any bargain your price-cutting rival can offer, and while the increased trade is permanent, it is more profitable ten times over than a line of price-cutting bargains.

No Risk of Competition

There is no other machine on the market can slice dried beef that can be sold in competition with these freshly-cut, pink-tinted, full-size wafer slices, transparently thin, smooth and glossy, handsome to look at, delicious to eat. Goods that sell as quick as shown and set the town to talking of their goodness.

Only one machine allowed in your town. You had better secure it while you can. Send for a sample of Johnson's sandwich-sliced beef, the beef that beats the world.

A. W. JOHNSON, New Brunswick, N. J.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Three Christmas Displays.

No. 1.

The floor is covered with green wall paper. Red wall paper about 10 inches up on sides and back.

Then place about four electric fans in the bottom of window about one foot from front of window; then put the platform in the window and take black mosquito

The tables are made of box lids set on a roll of wrapping paper and covered with crepe tissue paper of holly design. The chairs are baby or doll chairs.

The sign in the background is on paper tacked on a frame the length of the window. There are signs on the side walls with a border of crowfoot around them. The wreath and drapery are also made of crowfoot.

The goods (suitable for Christmas meals) are set on the shelf and one table with a dish containing some of the goods in front of each kind. Some you will not have to fill, like the butter dish, soup tureen, syrup cup, etc., which will have covers on them.

E. W. Alexander.

Oxford, Pa.

—

No. 2.

The first step necessary in producing this window is to make a platform, about the shape of sketch shown below the window and outlined by the heavy lines, and put legs about 15 to 18 inches long where the heavy dots are placed.

netting and tack to front edge of platform and stretch fairly tight to window and tack to a light stick which has previously been nailed from one side of window casing across front window to other casing and the same distance from bottom of window as the length of the platform legs. You are now ready to begin trimming.

The barn shown to the left of sketch is made of candy boxes. The doors may be left open and a small sleigh containing Santa Claus and drawn by reindeers may be in the doorway as if ready to start out.

The uprights of the arch are made of candy boxes placed cross-wise of each other. The upper part of arch may be made of wood and covered with "turkey red" calico, and the letters forming the words "Merry Christmas" should be made of silver tinsel, and the curved part of the arch should also be outlined with silver tinsel. A large pyramid of oranges is placed slightly in back of arch so that point of pyramid comes about midway between two uprights, and suspended about ten inches above point have a large bunch of Malaga grapes hung by a black linen thread attached to either top of arch or ceiling of window. Next place open candy boxes (filled with candy) on a slightly inclined plane so that candy may easily be seen from sidewalk. Between uprights of the arch and extending possibly 18 or 20 inches toward front glass of window have very neat little cards in each box giving price of that box of candy in plain figures

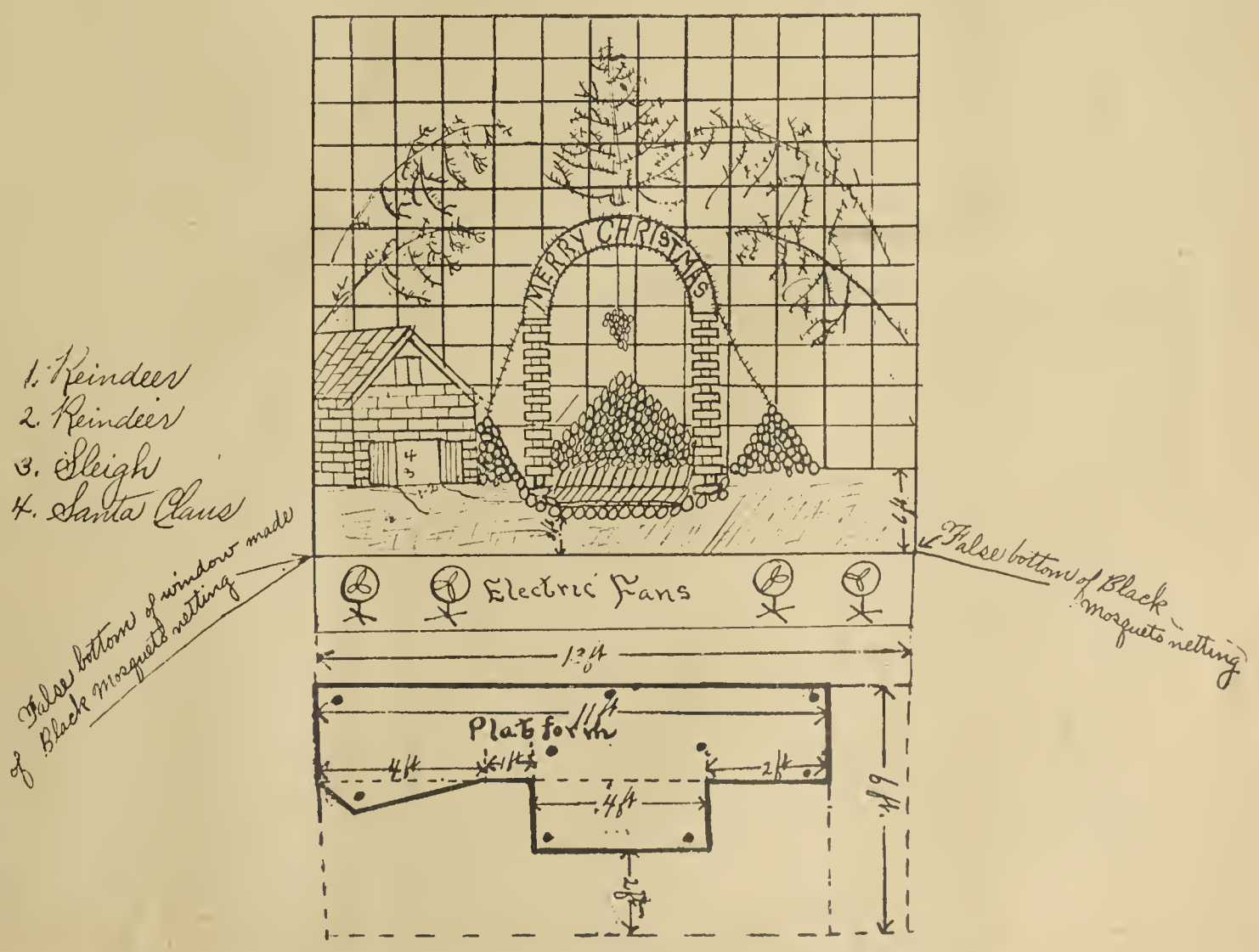
On each side of arch have a small pyramid of oranges with a string of silver tinsel extending from point of pyramid to the curve on the arch and a single row of oranges from one pyramid around front of arch to the other pyramid.

The background may be made of evergreen boughs, as shown in sketch, with here and there a small colored electric bulb. However, the most of light should come from front of window from concealed electric bulbs.

Then have your job printer cut up about a peck measure full of cheap white paper into squares about a quarter of an inch large. He can easily do this for you on his cutting machine. Toss this paper on to your mosquito netting and start your electric fans, and you will have a very real snowstorm scene, which will not fail to attract attention if you are clever in hiding the fans so that they cannot be seen from the front of window.

G. F. Henry.

Warren, Pa.



"The Limit of Rare Quality"

You may or may not have seen our trade mark, the **"Pure Food Boy."**

If you haven't, we've both missed something: We, because we haven't had your trade; you, because you have so far missed knowing the purest, sweetest brand of corn, peas, string beans, etc., packed—the **Olney** brand.

Guaranteed as pure as the growing things themselves. But the flavor is the strong point. "Our Products Retain the Harvest's Ripe Flavor." This point has always distinguished **Olney** canned products from others. It's partly produced by our knowledge of how to grow fruits and vegetables which reach the limit of rare quality, and partly by advanced canning processes that are matched nowhere else in this country.

Burt-Olney Canning Co.
ONEIDA, N. Y.

What The Seven Washings Are For

WE believe we are not unjust to our competitors when we say that probably no one of them goes to the length we do in the manufacture of starch.

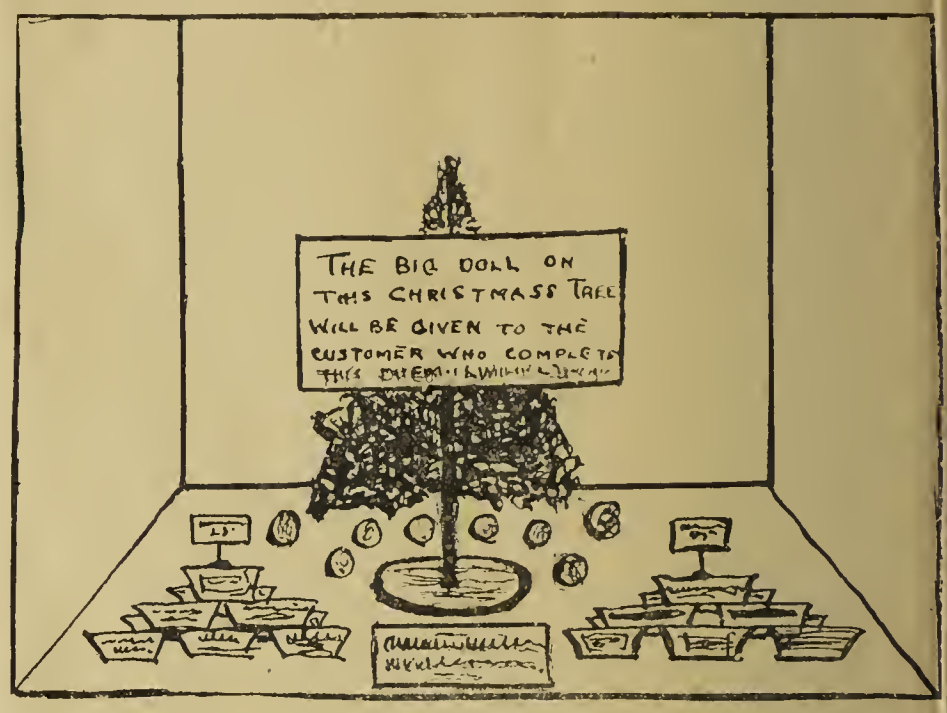
Why the raw materials in ***Murdoch's Laundry and Corn Starch*** go through *seven* washings before we are satisfied. Why? To eliminate every atom of gluten, so that the starch will have the snowy whiteness that users of our brands have come to associate with them.

Every other manufacturing detail is taken care of in the same way. We must, we will and we do make the cleanest, purest, snowiest starches on the market. Both the laundry and corn starch are now packed with universal coupons.

OSWEGO MAIZE PRODUCTS CO.
OSWEGO, N. Y.

No. 3.

Here is a design of a window display suitable for this season of the year. It is inexpensive and when followed out with more detail it makes a very attractive display. Procure a small Christmas tree and decorate with various novelties and sweets. Also hang up a doll on the tree so as it will attract attention. On a card at the base of the tree write a verse of poetry (the latest ad. craze) and on a card placed in the window in front of the tree state that the doll will be given to the person giving the best and most appropriate final line to the verse,



Around the tree display plum pudding, fruits, nuts and various other fancy eatables that are suitable for Christmas. The same idea of a display can be made for any season of the year by substituting some other decorations than the Christmas one.

The real value of the display comes in on the verse, as it is new and is always sure of starting a lively competition for the prize, whether the prize be article of ornament or some grocery article.

Then again, a verse can easily be composed referring to the goods displayed in the window.

J. N. A. KNOOP.

Philadelphia, Pa.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued June 25, 1907.

858,313. Display novelty. R. L. Wells, Attleboro, Mass.

858,300. Cuff holder. L. L. Mallard, Atlanta, Ga., assignor of one-half to W. A. Sims, same place.

858,330. Marking or pin tag. L. N. Bishop, Dayton, Ky., and L. Mapes, Cincinnati, Ohio, assignors of one-fourth to J. S. Stors, Fort Thomas, Ky., and on fourth to W. E. North, Cincinnati, Ohi

DESIGNS.

38,634. Comb. J. E. De Wyngae Newark, N. J., assignor to Scofield & I Wyngaert, same place.

38,642. Set of silk-woven initials. C. Kluge, New York, N. Y.

38,644. Collar. H. E. Trevor, Ne York, N. Y.

TRADE-MARKS.

which will be registered unless oppos tion is entered within thirty days.

For ladies' hats and hat frames. Ai ken, Son & Co., New York, N. Y. T letters "A. S. & Co." upon a malte cross against a background of radiati lines.

For corsets. Kops Bros., New Yor N. Y. The word "Relief."

For ladies' and children's cloaks, coat dresses, skirts and waists. Aitken, S & Co., New York, N. Y. The letters S. & Co." upon a maltese cross against background of radiating lines.

For linen, cotton and linen and cott piece goods. Marshall Field & Co., Ch cago, Ill. The representation of thr sheaves of wheat upon a shield su mounted by a sheaf of wheat, associat with the words of "Honor Virtutis Pr mium."

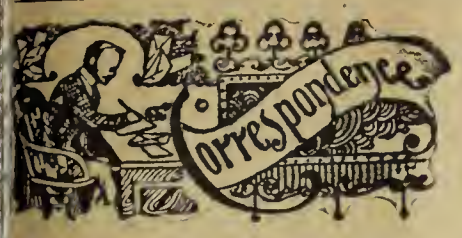
For unbleached sheetings, shirting drills and flannels woven of cotton yar China & Japan Trading Co., Ltd., Ne York, N. Y. The representation of a ostrich and a frog.

For ladies' and children's aprons. I. Liebenstein, Peoria, Ill. The wor "Chic" within an oblong.

For cloth and piece goods, consistin of woolens and velvets available for us in manufacturing men's, ladies' and chi dren's garments and wraps. Morr Rosenbaum's Sons, New York, N. The word "Royal" associated with t representation of a shield bearing t letters "M. R. S." and surmounted by crown with floral ornamentations.

Take a promissory note from yo credit customers. It is easier to colle than an account and pays interest. A of Forbes Indexed Coupon Books ar equipped with notes. See advertisemen

ELTON J. BUCKLEY
Editor "Grocery World"
Attorney and Counsellor at La
730-731 Drexel Building, Philadelphia, Pa.
Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION



We would be pleased to have for publication this column the ideas of our readers upon de topics, it being understood that we do t hold ourselves responsible for any views pressed therein. All communications must accompanied by the writer's name and ad- ess as an evidence of good faith, but not cessarily for publication. All inquiries thin our power to answer will also be ticed in this department.

s to the "Outlook" and the Standard Oil Company.

Boston, Dec. 13, 1907.

ditor "Grocery World."

Dear Sir:—I noticed an edi- rial in your paper several weeks go criticising the "Outlook" agazine seriously for publishing article praising the business ficiency of the Standard Oil Co. our paper even intimated a be- ef that the article was paid for as advertisement.

As a constant reader of the Outlook" I do not think that the Grocery World" is quite fair in ich criticism. There is a good de to even so black a corpor- ion as the Standard Oil Co. No ne can deny their business ficiency, and the "Outlook" has own no special tenderness to- ards any of the offending cor- orations. In my opinion the usiness ability of all corporations a thing apart from said corpora- on's morals, or rather the mor- ls of its directors. The "Out- ook" gave a reason for the article which you object on its edi- rial page in the same or a pre- ious issue.

Yours truly,
FRANK W. TUCKER,
Stickney & Poor Spice Co.

* * *

Wholesale Oyster Dealers.

Editor "Grocery World."

Dear Sir:—Find inclosed ad- ressed envelope. Could you fur- ish us with names of several ood wholesale oyster places in Philadelphia? Thanking you in dvance, I am,

Yours truly,
MRS. L. S. FISHER.

F. H. Milden & Co., 1212 Fil- ert street; Thomas Bros., 128 ock street; Wm. F. Huff & Co., wenty-ninth & Market streets; . O. Holbrook, 1104 Filbert treet. All Philadelphia.

* * *

Who Wants This Man?

Warrior's Mark, Pa.,
Dec. 18, 1907.

Editor "Grocery World."

Dear Sir:—I take a matter up vith you not knowing whether it s you or Warner & Co. that has harge of this line, and also I on't know whether you or either one of you can do anything for me. I wish to take up with some good firm on the road as sales- man, or take charge of some store (grocery) of from $7,000 to $10,- 000 stock.

I have been in the grocery busi- ness for the past five years and the last two years I have taken charge of the entire business for my father of a stock of $5,000.

I have had a little experience on the road for H. D. Soyster Co., Altoona, Pa., which I refer you to as to character, habits and way of conducting business while with him.

For reference I will send you fifty or more names of people to whom I have had business rela- tions in the past two years.

Please let me hear from you whether you can do anything. Upon word from you I will gladly call.

Yours truly,

* * *.

We will supply this correspond- ent's address if requested.

* * *

A Variety of Matter.

Troy, N. Y., Dec. 13, 1907.

Editor "Grocery World."

Dear Sir:—Your question de- partment has been of such use and interest to us, in common with many others, that we are encour- aged to make still another in- quiry.

We would like to have another word in regard to our queries of two weeks since, if you are not tired of the subject.

Your advice in regard to the in- surance association is no doubt good, but the People's Mutual, of Syracuse, has not, as you seem to think, a low rate. The death benefit on a payment of $1 per month is only $100, or only one- fourth of what the old line com- panies pay. Then the Mutual does not actually pay, or claim to pay, a dividend of $250 on a total of $250 payments in five years, but on your payment of $250 and some one else's payment of $250 or more that he has allowed to lapse. What we contend is that the scheme or plan of this com- pany is entirely feasible, and is much more just to the policy holders than that of the old line companies, who have made in lapses 66 per cent. of total insur- ance written and returned nothing of it to their policy holders.

The Klondike never revealed such a gold mine as the old line companies have been to financiers who started with nothing. After building $12,000,000 and $15,000,- 000 office buildings, paying their officers salaries of from $25,000 to $100,000 per year, they have had such a surplus that they actually did not know what to do with it, loaning it to their own and other financiers, often with- out proper security, to speculate with and swell their already over- grown fortunes. Why should not a portion of the enormous profits of the insurance business be re- turned to the policy holders, where it belongs?

The other proposition we sub- mitted to you was that of an order route, conducted, together with the other business of the store, for two years; sales, $150 per week, or $15,000 in all; profit, 16 per cent., or $2,400 in the two years (we could not run business on the 10 or 12 per cent. you esti- mate; what do we take the "Gro- cery World" for? (We certainly think the intelligence of the mar- kets and the business hints that it gives adds 5 per cent. to our profits.) Debts on route, weekly and monthly accounts, $250, not over $25 of which is uncollectible; expenses only wear and tear, sales largely tea and coffee; estimate expenses this way because we have to have two teams anyway, and clerk who does the order route also does all the bookkeep- ing for the store, also the buying. Now, is the above amount of out- standing accounts exorbitant for this route, and if so, how can it be reduced? If Mrs. A buys of us for a year, say, $15 per month, and at the end of that time owes us about $10, which is never much more or less after the month's payment, is it not clear that it takes an average of about $18 capital to run the account? And how are you going to help it if you cannot collect it without can- celling the account when, as Mrs. A is reckoned perfectly good by the trade, your nearest rival will step right in and give her all the credit she wants?

With best wishes, we are,
Yours truly,
B. & R.

As to the insurance scheme, this correspondent's argument does not convince the writer that it is a safe plan to adopt. The writer has never known a scheme to succeed whose prospect of profit was based mainly on the expectation of lapses. It has al- ways seemed to be a particularly loose and unbusiness-like founda- tion on which to build the expec- tation of making a profit—the hope that members would violate their contracts and default in their payments.

As to the amount of outstand- ing bills receivable, in the order route described, the writer still thinks there is a little too much on the books. How to remedy it, however, we do not know, unless by being more strict in collections. Many a dealer fails to be strict through fear of losing customers, but nevertheless there seem to be quite a number of dealers who

"X-MAS PRESENT"

USEFUL AND BEAUTIFUL

No other firm could afford this but us

This is the first time we have ever made this offer—this beauti- ful 4-piece set of Silverware (guaranteed); full size for family use packed in case; **for only** 97c

It is done solely to advertise our prod- uct and only one set will be sent to each family, with **positively no duplicate orders.** The plate is heavy and the pat- tern one of the latest and most fashion- able—the famous "Rose." The pieces are **Fit to Grace any Table and Will Last for Years.**

ORDER TO-DAY—This price in- cludes all packing, shipping and delivery charges prepaid to your door. Send cash, money order, or 2c. stamps to

Rogers Silverware Co.
Dept. C. No. 114 Fifth Ave., New York

Attention!

Mr. Grocer, did you ever stop to think that very often the cheap prices quoted you are in excess of the quality of the goods you buy?

Lustre Lamp Chimneys

are the one price to every- one, made by union work- men and from the best material money will buy. A trial will convince you

R. E. TONGUE & BROS.
Allegheny Ave., Amber & Collins Sts.
PHILADELPHIA
BRANCH, NEWARK, N. J.

Nothing Like Tabasco

There are other sauces and sauces—plenty of them—but not even the best of them compare with **Tabasco Sauce.**

The original and only genuine extract of Tabasco Pepper is **Moss' Green Heart,** made near the coast of the Gulf of Mexico, in a little parish called Iberville, from the famous Tabasco pepper.

Everybody won't like **Tabasco Sauce,** but no matter where you are, you will find a select and good-sized coterie waiting for it, who will use it year after year.

NEW IBERIA EXTRACT OF TABASCO PEPPER CO.
NEW IBERIA, LA.

120 PER CENT. PROFIT

Don't send your customers to the Drug Store for Chewing Gum when you can get

PULVER'S KOLA GUM

at a price that will net you 120 per cent. profit. Sell Kola Gum to a customer **once** and she'll go out of her way to come to you to get it again.

	RETAILS
1 Jar 100 5-cent Packages, - - -	$5.00
1 Box 20 " " (GRATIS) - -	1.00
1 " 20 Metal Gum Containers (GRATIS) - (FOR THE VEST POCKET) -	$6.00
Cost to Retailer, - - - -	2.75
NET PROFIT, - - -	$3.25

Pulver Chocolate & Chicle Mfg. Co., Rochester, N.Y.

We've Made "EXTON" Oyster Crackers for 60 Years

In itself, and by itself, that fact is significant.

Nothing but a superior article could last so long, and none but a ***very*** superior cracker could retain its leadership as the "EXTON" Oyster Cracker has done.

It MADE the standard of quality by which all other oyster crackers can safely be judged, and by which they HAVE been judged.

It's the Cracker King now as it has always been, and makes its sixty-first annual bow to the trade with a vigor that's growing steadily.

It's ready for the fall business whenever you are, and guarantees the same ideal quality which has made the name "EXTON" famous wherever oysters are known.

A. EXTON & CO., Trenton, N. J.

PIONEER BAKERS *of the* CELEBRATED TRENTON OYSTER CRACKERS, STAMPED "EXTON"

"The Best Known and Known as the Best"

hold their customers straight to the line.

A Big New York Concern to Share Their Profits With Retailers.

The Knickerbocker Chocolate Co., of New York, who have for years very extensively advertised their Barker's Hasty Lunch Chocolate and Bedford and Blue Ribbon Cocoas, have recently made an arrangement to share their profits with retail grocers. They have identified themselves with the Manufacturers' Trade-mark Association of New York, and are packing Universal Coupons for dealers with their goods to give them an extra inducement for pushing them.

This proposition should interest grocers everywhere because of the character of this firm and the well-known popularity of its produets. Universal Coupons are the most valuable premium vouchers ever issued because they are exchangeable for such high-class merchandise and because they come to grocers from so many sources, they can accumulate enough of them in a shor time to entitle them to such articles a roll-top desks, platform scales, deliver wagons and even pianos and automo biles.

In pushing Barker's Hasty Lunch Chocolate, Bedford Cocoa and Blue Rib bon Cocoa grocers are certain of two things which are important—pleasin their trade and getting an extra profi which they can't get with any othe chocolate or cocoa on the market.

The cranberry market seems t be badly slumped. Cape Co berries of fair quality are coming in for as low as $4 to $5, and fanc berries have been sold at $6 dur ing the week. New Jerse berries are going begging at $1.7 per crate and it is hard to get ove $2.00 for the best fruit coming.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Groce Tucks in Each Clerk's Weekly Pay Envelope. Some Ad vice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED]

LANDING GOOD ORDERS.

Now's the time to sell big orders and push out the best goods. The country customers will begin to buy during the coming week. Keep the low price goods out of sight and out of mind. The 40-50 prunes in 25-pound boxes at $3; the 5-pound boxes Delatour chocolates at $1.75; the quarter boxes table raisins at $1.35; 3-pound tins plum pudding at 65 cents. Things like these keep before you for our liberal buyers.

THE SUGGESTION TABLE.

It takes an experienced salesman a very short time to size up a buyer. The men often take the Christmas order in hand. He likes to do it big. He enjoys being told that "Papa knows a good thing when he sees it." Let "Papa" see things. Give him his fill of the suggestion table. He only buys groceries once a year, and then he wants the finest—nothing short of the finest. He has the price for stuffed prunes, salted almonds, glace fruits, brandied peaches, dollar tea, imported biscuit, and so on. But he needs attention. He needs encouragement. Give him both liberally, gladly. Take good care of his order.

OPEN EVENINGS.

Beginning Monday store wil be open every evening; not tha we will sell much, but that w will keep the work and the order and the store's appearance in ship shape. Make things shine. Kee the Christmas sellers at you ready hand. Be ready to do busi ness when the doors are opene every morning. Sell profitable goods. Let your customer leave you well impressed with the store's real business integrity Get into the Christmas spirit.

GET INTO THE CHRISTMAS SPIRIT.

The joyous spirit of doing business under pleasant surroundings. Indifference is a terrible calamity to get into the brain of any young man. Don't harbor it for a moment. If you do it will work ruin. Be earnest, concentrate your mind on what should be a pleasant task. Selling good goods is a pleasant task. Handling cranky people is a pleasant task. Adapting yourself to different temperaments in the course of a day's business is an extremely interesting and instructive task.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—Two of the best located grocery businesses in Bristol, Pa. For particulars apply L. M. Worthington, Bristol, Pa. 26

FOR SALE—Silent cutter used only a few times; also Rotary dried beef cutter and counter coffee mill. Call or address Fred. C. Berrien, 7930 Frankford avenue, Holmesburg, Pa. 27

FOR SALE—Fixtures of grocery store; Enterprise coffee mill, 4 show cases, meat block, Lamson cash carrier (2 stations), butter refrigerator, cheese safe, fire-proof safe (Stiffel & Freeman), meat and other scales, coffee, tea and spice caddies, 7 paper holders, 8-bbl. oil tank and pump, peanut roaster, barrel truck, etc. For particulars address James T. Gault, Trustee, West Chester, Pa. 26

MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results Complete outfit mailed on 30 days' free trial. It will cost you only $2, if satisfactory. May we send you full description?—FREE. American G. Collecting Agency, Castorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free. tf

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price inventory.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 to $500 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town. This advertiser will exchange for Philadelphia store, and will buy the real estate connected, if necessary.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,000. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 315.—Near Wayne Junction, Philadelphia. Store 12 x 20 feet. Does $200 weekly, all cash. Stock $700. No team used. Small dwelling connected. Clear net profits 25 per cent. as expenses are low. Owner making business change. Price, inventory.

No. 316.—In Wayne Junction, Philadelphia. Size 18 x 25 feet. Does $300 weekly, two-thirds cash. Stock $600, clear net profits 20 per cent. One team. Dwelling connected, for sale or rent. Illness cause of selling. Store thoroughly established. Will sell at inventory.

No. 317 and 318.—In West Philadelphia. Two stores owned by same owner or will sell separately. No. 1 is 22 x 30 feet, does $350 weekly, three-quarters cash. Stock $400. Nets 20 per cent., as sells many meats. No. 2 is 16 x 25 feet, does $250 per week, two-thirds cash. Stock $250-$300. Net profits 20 per cent. These stores are extremely profitable little places and can be bought at inventory prices, which means less than $1,000 each.

No. 321.—In West Philadelphia working neighborhood, not aristocratic but busy. Store 17x35 feet. Does $250 weekly, all cash, on stock of $400. Owner takes $40 in cash out of the business every week. No team. Dwelling connected. Owner retiring and will sell at price about representing inventory. This store has been established 17 years.

No. 322.—In Wissahickon, Philadelphia. Store 16x25 feet. Does $500 weekly, all cash. Stock $1,000. Nets actual 14 per cent. profit. Low fixed charges. Sickness cause of selling. Price inventory. No team, but business could be greatly increased by using one.

No. 323.—In a good section of South Philadelphia, store 18x30. Does $300 weekly, all cash. Does large tea and coffee business, which increases net profits on whole business to 15 per cent. Stock carried $500. Push cart delivery. Fixed charges low. Owner cannot get reliable manager. Price inventory. Good little dwelling connected.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 325.—In best business part of Frankford avenue, Philadelphia, store 18x35 feet. Does $300 weekly, all cash. Stock $350. Push cart delivery. Clear 10 per cent. This store is making a good cash income every week, but owner does not like the business, and wants to return to trade. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 327.—On outskirts of Philadelphia grocery, ice cream and confectionery. Only store of kind in place. Store 20x35 feet. Does $350 to $400, two-thirds cash. Good house connected. Second story used for ice cream and restaurant. Stock $600 to $700. Net profits 10 per cent. Fixed charges low and business profitable, but owner cannot attend personally and cannot get satisfactory manager. Price inventory.

No. 328.—In West Philadelphia, store 15x27 feet. Does $500 weekly, all cash. Stock $400; One team, Business thoroughly profitable, netting 10 per cent. Good house. Owner financially independent, and wishes less responsibility. Price inventory.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 331.—In North Philadelphia, good neighborhood. Size of store 20x50 feet. Yearly business $30,000, balance weekly and monthly. Stock $1,500; clear net profits 10 per cent. Uses one team, hiring the horse. Good dwelling connected. Owner's wife ill and must take her to California. Price inventory. This store has been established 40 years.

No. 332.—In West Philadelphia. Size 20x30. Does $350 weekly, two-thirds cash. Stock $500 to $600. Nets 15 per cent. above everything. Dwelling connected. Team if wanted. Owner has not sufficient time owing to other business. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 335.—In Germantown, on main business street. Store 30x40 feet. Does $600 weekly, half cash, balance mostly weekly. No dwelling. Stock $1,500. Uses two teams. Net profits 10 per cent. Owner going on farm, and will sell at inventory. Some of the fixtures belong to the real estate and are rented with it. Easy terms to good buyer. This store has been established for 15 years.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SEASHORE GROCERY DEPARTMENT FOR SALE.

The owner of a large department store in the cleanest seashore resort on the Atlantic Coast offers his grocery department for sale; the whole place is too big for him. Does $42,500 yearly; 20 per cent. cash; 50 per cent. weekly, 20 per cent. monthly and 10 per cent. seasonable. Present stock $4,300, but this includes a lot of futures and can be reduced. Fixed charges moderate. Net profits 9 to 10 per cent. Price inventory. This is an unusual chance.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONE OF THE BEST WEST PHILADELPHIA STANDS.

Located on one of the principal streets of West Philadelphia. Size 25x72 feet. Doing $550 weekly, mostly cash. Stock about $2,000. Nets 10 per cent. Uses one team. The owner is not at home in the grocery business, and wishes to retire from it. Store is very profitable, and will stand the deepest examination. Price inventory.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

PHILADELPHIA GROCERY STORE AS A BARGAIN.

A veteran Philadelphia grocer, who has conducted one store 29 years, wishes to retire. The store is in good part of North Philadelphia. Size 18x30 feet. Does $300 weekly, greater part cash. Stock now $1,000. but could be reduced several hundred dollars. Uses one team. Nets a clear 10 per cent. Real estate for sale or rent. Owner will sell stock at inventory, and to sell quickly will make very low price on fixtures.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $1,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

HELP WANTED.

SALESMAN FOR ROYAL ELECTRIC COFFEE MILLS AND MEAT CHOPPERS.

Between now and January 1st we intend to make several changes and enlarge our sales force. We will have some choice openings for a few experienced and successful specialty salesmen, who are familiar with the retail grocery and meat trade. Men, who are workers, receive an income ranging from $3,000 to $6,000 per year. For particulars, address

THE A. J. DEER CO.,
67 Pearl St., Buffalo, N. Y. 26

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

MISCELLANEOUS.

HOW TO MANUFACTURE BAKING POWDER.—Where to buy materials from first hands. Cost $2.50 to $5 00 per hundred. Formulas and instructions $1.00, postpaid. H. Riebeling, 1625 Spruce street, Indianapolis, Indiana. 26

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

SHOW CARDS AND POSTERS

When properly used make the sale of goods easy. *We have nearly anything you can use already printed* at prices *so low* that you cannot afford to be without them.

GROCERS' PRINTING COMPANY
108 N. Front Street, Philadelphia

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.

Philadelphia, Pa.

PATENTS

obtained on Inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 G St., N. W., Washington, D. C

A BAD HITTER

His Bunches and Bruises can be removed quickly without stopping work with

ABSORBINE

This remedy cures Lameness, kills Pain, removes any Soft Bunch without blistering or removing the hair, and pleasant to use. $2.00 per bottle, delivered, or at dealers. Absorbine, Jr., for mankind, $1.00 bottle. Allays inflammation rapidly. Cures strains.

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

DANDELION VEGETABLE BUTTER COLOR

A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.

MANUFACTURED BY

WELLS & RICHARDSON CO., Burlington, Vt.

Would You Like to Make More Money on Foreign and Domestic FRUIT?

If you would write us, we will tell you what to buy, when to buy and where to buy. We know this business like you do yours, and we expect to make you a customer by showing you how to increase your profits.

If you want to keep posted on the Foreign and Domestic Fruit and Produce Market, write

R. DAETWYLER & CO.

New Market and Callowhill Streets

PHILADELPHIA

FOREIGN AND DOMESTIC FRUITS,

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, December 23d. Terms, net 10 days.

First orders must be accompanied by references.

HOLIDAY FRUITS THAT PLEASE.

IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.	
Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch
We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.	
Cocoanuts, 100 to bag	$3.65 per bag
FANCY FLORIDA ORANGES.	
Fancy Brights, 126 size, per box	$2.75
Fancy Brights 150-176 size, per box	2.75
Fancy Brights, 200-216 size, per box	$2.50 to 2.65
Fancy Brights, 250 size, per box	2.40
Golden Russetts 10 to 15 cents per box less than above prices.	
FANCY FLORIDA GRAPE FRUIT.	
Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.00
Fancy Bright, 80's, per box	5.00
Golden Russctts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00
CALIFORNIA WASHINGTON NAVEL ORANGES.	
Fancy quality, 96 and 112 to box	$3.00
Fancy quality, 126 to box	3.00
Fancy quality, 150-176 to box	2.75
Fancy quality, 200-216 to box	2.65
Fancy quality, 250-288 to box	2.40
Extra choice, 96-112 to box	2.75
Extra choice, 126 to box	2.75
Extra choice, 150-176 to box	2.65
Extra choice, 200-216 to box	2.50
Extra choice, 200-250 to box	2.40
CALIFORNIA LEMONS.	
Fancy quality, 300 to box	$3.00
Fancy quality, 360 to box	2.75
Fancy quality, extra large, 270 to box	2.70
Choice quality, 240 and 270 to box	2.60
Choice quality, 300 to box	2.65
Choice quality, 360 to box	2.65
MESSINA LEMONS.	
Fancy Messina, 360 size, per box	2.75
Choice Messina, 300 size, per box	2.50
Choice Messina, 360 size, per box	2.40
ALMERIA GRAPES.	
Fine Quality, kegs, 61 lbs.	$4.50 to 5.00
Choice, kegs, 61 lbs.	4.00
Good Quality, kegs, 62 lbs.	3.50
Good Quality, kegs, 60 lbs.	3.00
NEW CROP PERSIAN DATES.	
Finest Hallowee, weighing about 65 pounds, per pound	.05
Finest Khadrowee, weighing about 65 pounds, per pound	.04¼
Finest Sair, weighing about 65 pounds, per pound	.04
Finest Fard, weighing about 60 pounds, per pound	.06½
Finest Fard, in cases containing 9 boxes, weighing 13 to 14 pounds per lb.	.08
NEW CROP TURKEY FIGS.	
Extra fancy quality 5-crown, 10 to 12-pound boxes, per pound	0.10
Extra fancy quality, 4-crown, 10 to 12-pound boxes, per pound	0.09
Extra fancy quality 3-crown, 10 to 12-pound boxes, per pound	0.08
Fancy quality glove boxes weighing about 14 ounces, per box	0.10
Fancy quality locum pulled boxes, 4 to 5-pound boxes, per pound	0.14
FANCY JERSEY SWEET POTATOES.	
Fancy Prime, per barrel	$3.75 to $4.00
Choice Prime, per barrel	3.50
Fancy Medium, per barrel	3.00
Choice Medium per barrel	2.25
CRANBERRIES.	
Cape Cod, fancy, large	$8.00
Cape Cod, Early Black, per bbl.	7.00
Cape Cod, not so dark, per bbl.	6.00
Fancy Cod, large dark, bushel crate	2.25
Fancy Jersey, medium dark	2.00

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.

	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.13
No. 1 Rio	.12
No. 2 Rio	.10
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ... per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ... per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb., plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.95
Standard Shoepeg, 2 lb., 2 doz	.90
Standard, 2 lb., 2 doz	.80
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz.	1 45
Belle Brand, 2 doz	1.00
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz.	1.20
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	1.00
Gallons	
String Beans—	
2 lb., 2 doz	.85
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	1.10
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.95
Standard, 3s, 2 doz	.92½
Gallon, ½ doz.	3.15
Fair Quality, 3s.	.90
2s, 2 doz	.80

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1 45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.50
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 caus	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Staudard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.05
Blackberries, 2 lb., 2 doz	1.25
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.50
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 25
Grated Pie Pineapples, James, 3 lb., 2 doz.	.95
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1 50
Standard Peaches, Sunset 3 lb., 2 doz	2.40
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.12½
Evaporated, 1 lb. packages, 4 doz	13
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.14
Best, 25 lbs	.15½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	.08½
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ... per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	.06½
Stuffed, 1 lb ... per doz.	
New Prunes—	
30- 40, 25 lbs	
40- 50, 25 lbs	.09
50- 60, 25 lbs	.08½
60- 70, 25 lbs	.08
70- 80, 25 lbs	.07½
80- 90, 25 lbs	.07
90-100, 25 lbs	.06½
100-120, 50 lbs	.04¾
Raisins—	
3 Crown, 50 lbs	.08½
2 Crown, 50 lbs	.08
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs ... per box	2.10
Seedless Sultana, 50 lbs	08½
Seeded, 36 1 lb. packages	.10
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¾
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.04
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, Large Sack	.90
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ... per cwt.	.95
Shaker, 2 doz. in case ... per doz.	.80

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.40
Lady Washington Beans, about 200 lbs. to bag	2.50
Green Peas, dried, about 165 lbs. to sack	2.20
Black-Eyed Peas	2.50
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¼
Imported Lima Beans, about 90 lbs. to sack	.06¼
Split Peas, 210 lbs ... per bbl.	7.90
Less quantity	.04
Lentils, about 100 lbs. to sack	.08¾

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.45
Kingsland, N. O.	.35
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
Orange Brand Syrup	.35
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz.	1.90
California Amber Drips, 2½ lb. cans	2.20
California Amber Drips, 3 lb. cans, 2 doz.	2.50
California Amber Drips, ½ gal. cans, 1 doz.	2.15

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.75
Fine Granulated, 100 lb. sacks	4.75
Confectioners' A	4.70
No. 1, A	4.70
Light Yellow	4.25
Fine Granulated, 2 lb. bags	5.05
Fine Granulated, 5 lb. bags	4.95

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.35
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.65
Red Cross, 4 doz	4.60
Star, 4 doz	4.65
Dime Brand, 4 doz	4.00
Lion, 4 doz	4.60
Premium, 4 doz.	4.35
Hires' Silver, 4 doz	4.75

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4.35
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.75
Our Pet, baby size, 6 doz	3.00
Peerless, small size, 4 doz	2 20
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75
Van Camps, 4 doz, in cans ... per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof bandles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ... per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ... per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl White Floating	100	4.00
Ark	100	2.20
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.50
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 caus	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3 25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb.	per lb.	.08
White Castile, 36 lb.	per lb.	.10
Conti, imported Castile, 36 lb.	per lb.	.13
Oat Meal	per doz.	.40
Glycerine	per doz.	.40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.60
Old Dutch Cleanser, 4 doz.		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New Yorl

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 8 dozen per case,	2.80
Quarts, 2 dozen per case,	2.80
Sugar Syrup—	
Pure, extra fancy	.85@.88
Puro, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen per case,	1.95
Tins, 2½-lb., 2 dozen per case,	2.30
Tins, 8-lb., 2 dozen per case,	2.50
Tins, 5-lb., 1 dozen per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, connt 85@ 95	40.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30 00
Medium Irish 2s, count 450	22.00
Norway, count 400@450	25 00
Norway, count 800@350	28.00
Norway, count 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.20
Bloaters, Cromarty, 100s	2.00

TEAS.

Gnnpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Cholcest	.45@.65
mperial—	
Common to fair	.20@.25
Superior to fine	.30@.85
Extra fine to finest	.40@.45
Cholcest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
xtra fine to finest	.35@.40
holcest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Cholcest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Cholcest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fino to finest	.25@.35
Cholcest	.40@.65
ouchoug—	
Common to fair	.16@.18
Superior to fine	.20@.25
Extra fine to fuest	.30@.35
Cholcest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.86
Old Government—Best	.29
Old Goverument—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracalbo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.18½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 8	.14½
No. 4	.14
No. 5	.18½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twaio	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.88
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleacned	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75–80s.	.25@ 35
Nutmegs, 105–110s.	.18@.20
Nutmegs, 130–140s.	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.16
White Pepper, Singapore	.18@.19
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.39½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Msm. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif.	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sance, 2s	.75@ .80
Standard, plain or sance, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@ .85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1 00@1 10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@ .80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

—3—

Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@ .80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 8s	1 10@1.20
Fancy, gallons	2.50
Squash—	
Fancy 8s	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey	1.60
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3 00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cnt 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Saner Kraut 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s.	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Faucy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s.	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	8.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	4.50
Flat ½s	2.50
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	
Choice Red 1s	1.35@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons	.1'½
Smyrna Suit., fancy, 6 cr., 30 lbs	.15
Smyrna Suit., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

Loose Raisins—		Per lb.
Valencia, 4 cr., 28 lbs		.08
California, 4 cr., 50 lbs		.09
California, 8 cr., 50 lbs		.08
California, 2 cr., 50 lbs		.08
Figs—		
Baskets, 1 lb. and 2 lb	.15	@.18
Layers, 2¾-in., 10 lbs		
2½-in., 12 lbs		.10
2¼-in., 12 lbs		.09
2-in., 12 lbs		.08
Currants—		
Fancy, 1-lb. cartons		.10
Cleaned, 1-lb. cartons, choice		.09
Bulk, choice, 50 lbs		.08
Natural, choice		.07
Citron—		
According to quality	.19@	.22
Lemon Peel—		
According to quality	.13@	.14
Orange Peel—		
According to quality	.13@	.14
Fard Dates—		
60 lbs., bulk		.07
1-lb. pkgs., 80-lb. case		.1
Persian Dates—		
60 lbs		.05
Prunes, California, 25-lb. boxes.		
Epineuse, 20x30		
30x40, choice		.11
40x50, choice		.09
50x60, choice		.07
60x70, choice		.07
70x80, choice		
Choice, 50-lb. box—		
60x70, 80x 90		
70x80. 90x100		
Prunes in cartons—		
Fancy 40x 50		.11
50x 60		.10
60x 70		.09
70x 80		
Prunes, Oregon, 25-lb boxes.		
30x40		.09
40x50		.08
Apples—		
Fancy, 50 lbs.		
Fancy, 1-lb cartons		
Prime, 50 lbs		.11
Choice, 1-lb. cartons		
Peaches—		
Fancy, peeled, 25 lbs.		
Unpeeled, fancy, 25 lbs.		.15
Extra Choice Muir		.14
Apricots—		
Royal, extra fancy, 25 lbs		
Moorpark, fancy, 25 lbs		
Royal, fancy, 25 lbs		.27
Royal, choice, 25 lbs		

NUTS.

Almonds—		
Jordan, shelled, large, 28 lbs	.39	@.46
Valencia, 28 lbs	.33	@.40
Fiot, shelled		
In shells—		
California P. S., 80 lbs		.21
French Princess		
Tarragona, 120 lbs		.15
Hard Shell, 100 lbs		
Brazils—		
New, large, 180 lbs		.12½
Filberts—		
Turkish		
Sicily, 130 lbs		.12
Jumbo Naples, 110 lbs		
Long Naples, 110 lbs		.14
Pecans—		
Polished, 80 lbs	.12	@.14
Louisiana Paper Shell		
Walnuts—		
Chilli, 1907 crop		
Grenoble, 220 lbs		.16
Marbots, 110 lbs		
Cornes, 110 lbs		.13
Mixed Nuts—		
Strictly fancy, boxes, 25 lbs		.18
Extra choice, boxes, 25 lbs		.14½
Choice, bags, 125 lbs		.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
Freuch quarters, with bones	14.50@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ½s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	18.00@20.00
String Beans, according to qual	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.	.08@ .09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

ny subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.	Column.
utter	7
heese	27

DECLINES.	Column.
Eggs	27
Corn Meal	29
Raisins	36
Lard, Swift & Co.	44

ADDITIONS.	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
larm Cash Drawer	33
lum	47
mmunition	4
xle Grease	5
ags, Paper	41
ag and Twine Holders	33
aking Powder	5
arley	29
askets	62
ath Brick	59
eans	29
lacking, Shoe	6
luing	6
orax	47
rooms	61
rushes	63
uckwheat Flour	28
ung Borers	33
utchers' Sundries	44
utter Dishes	62
utter	7
utter Color	47
amphor	47
andles	15
andles	7
anned Goods	8
California Fruits	10
Vegetables	8
Fish.	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc.	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Puddine	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	60
Tacks	59
Tapioca	3
Tar	4
Teas	
Tobacco, Chewing	6
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

onfectioners' Lozenge, XXXX	5.05
" Powdered	5.05
" Crown A	5.25
" Crystal A	4.40
" Coarse Granulated	5.15
agle Tablets	6.20
rystal Dominoes	7.25
ut Loaf	5.70
atent Cubes	5.15
owdered	5.00
xtra Fine Granulated	5.00
oarse Granulated	5.00
ranulated	4.90
ine Granulated	4.90
" in 50-lb. bags packed 2 in 100-lb. bag	4.95
" in 25-lb. bags packed 4 in 100-lb. bag	4 95
" in 10-lb. bags packed 10 in 100-lb. bag	5.05
" in 5-lb. bags packed in bbls	5.10
" in 5-lb. bags packed in 100-lb. bags	5.10
" in 2-lb. bags packed in bbls	5.20
" in 2-lb. bags packed in 100-lb. bags	5.20
" in 2-lb. cartons in cases	5.10
" in 2-lb. paper packages in cases	5.10
onfectioners' A	4.70
1—Keystone A	4.65
2—American A	4.60
3—Centennial A	4.55
4—California A	4.50
5—Franklin B	4.45
6—Keystone B	4.40
7—American B	4.35
8—Centennial B	4.30
9—California B	4.25
0—Franklin Extra C	4.20
1—Keystone Extra C	4.15
2—American Extra C	4.10
3—Centennial Extra C	4.05
4—California Extra C	4.05
5—Franklin C	4.00
6—Keystone C	4.00

TEA.

	Per lb.
apans—Basket-fired	18 @ 35
apans—Pan-fired—Common to fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
ORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
OOCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	13 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	17 @ 38
CEYLON—Common to Fine	17 @ 40
ENGLISH BREAKFAST—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

	In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, Nn. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, nnly packed in No. 1 quality, $2 00

Levering Coffee Co.—
Tourist, ¼s and ⅛s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea .... .50
Almoco, lead foil package teas, ¼s and ⅛s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas 40

Tetley's Tea— Per lb.
¼ lb. or ½ lb in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.
Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades ....per doz.	.90

Caricol Blend, Martindale & Co.:— Per lb.

5-lb. Silver Sacks	.22
1-lb. Silver Sacks	22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—

100 lb. barrels ....per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

—3—

McCormick & Co's Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz ....per doz.	.75
Colburn's, quarts, 1 doz ....per doz.	.90
Colburn's, quarts, 3 doz ....per doz.	.90
Colburn's, ½ gals., 1 doz ....per bbl.	1.80
Violet, pints, 2 doz ....per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross ....per gross	9.25
Mica, ¼ gross ....per gross	8.40
Peerless, ¼ gross ....per gross	4.40

BAKING POWDER. Per Doz

¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16 75
Davis' O. K., ¼-lb., 4 doz ....per doz.	.45
Davis' O. K., ½-lb., 3 doz ....per doz.	.90
Davis' O. K., 1-lb., 2 doz ....per doz.	1.65
Davis' O. K., 5-lb., ½ doz ....per doz.	7.20
Cleveland's, 10-c. size, 4 doz ....per doz.	.84
Cleveland's ¼-lb., 4 doz ....per doz.	1.23
Cleveland's, ½-lb., 2 doz ....per doz.	2.28
Cleveland's, 1-lb., 1 doz ....per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans, 1 doz. cases	1.65
Leslie's, 5 lb. cans, 6 cans in case ....per lb.	.12
Sea Gull, 6 oz., glass, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass, 4 doz	1.04
6 oz. glass, 6 doz	1.03
6 oz., 1 gross, in bbl ....per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz ....per doz.	.45
10c.-can, 4 doz. in box ....per doz.	.90
½-lb. cans, 2 doz in case ....per doz.	1.25
1-lb. cans, 1 doz. in case ....per doz.	2.50

—4—

Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4 65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case....per doz.	12.00
" 1 " 1 " .... "	2.50
" ½ " 2 " .... "	.55
" ¼ " 3 " .... "	.75
Purity Brand 5 " ½ " .... "	6.00
" 1 " 1 " .... "	1.50
" ½ " 3 " .... "	.80
" ¼ " 3 " .... "	.45

BLACKING—Shoe. Per Gross.

Shinola ....per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free ....per gross	8.75
Bixola, 3 doz. in hox, with knife cleaner, free, per doz.	.78
Blackola, 3 doz ....per gross	6.90
Bixby's Best, No 1	2.75
" " B. B. B. M ....per ¼ gross	4.50
Jacquot Blacking, No 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French ....per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09¼@.10
" Prime	@.08½
" Choice	@.08
Santos Peaberry, extra fancy	.12½
" Fancy	.09¼@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.12
" Choice	@.11½
Washed Caracas, Fancy	.13½@.14
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ½ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.12
" Prime	@.11
" Choice	@.09½
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	$15\frac{35}{100}$
Lion	13⅛	13¼
B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins,		.26
Saindo, lbs		.20
" 50-lb. tins		.19
" barrels		.18
Viv, lbs		.16
" 50-lb. tins		.15
" barrels		.14

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

	Per lb
German-American Coffee Co.—	
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	$.14\frac{1}{10}$
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box.....per box	3.90
12 tins in box.....per carton	.95
2 lb. tins.....per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans.....per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends.....per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin.....per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross.....per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	2.00
BB. bags, 25 lbs	2.25

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz.	5.20
Sawyer's, No. 1, 6 doz.	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz.	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz.	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.33
" First, "	.31
" Second, "	.29
" Third, "	.27
" Imitation, 30–60 lbs	.25
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.34
Ladles, 30–60 lbs., bakers' use	.23-.24
Print Butter:—	
Star or S. D. brands, 1 lb., 20–50-lb. bxs.	.36
B. B., E. D. brands, 20–50-lb. boxes	.35
J. J., C. V., Gilt Edge, Gold Medal, 20–50-lb. boxes	.34
Sheaf ("400") Elgin, 20–50-lb. boxes	.33
Sheaf	.30-.32
B. S. Gilt Edge, cartons	.36
Gurnse, pounds or half pounds	.33
Belle Spring	.31

CANDLES.

	Per lb
P. & G., 8's, 30 lbs	.10⅞
" 16's, "	.11⅞
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¾
Peerless " " "	.10¼
Bright Light, " " .....per box	2 50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	.19
Martha Washington, long 12s.....per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints.....per gross	4.20
Mason's, quarts.....per gross	4.45
Mason's, half-gallons.....per gross	6.20

—8—

Jelly Tumblers—	
Barrels, 22 doz.....per doz. (No charge for barrels.)	.16
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.7
Jar Rubbers—	
Lip, wide.....per gross	.85
Acme, wide, 1 doz. cartons.....per lb.	.45
" medium, 1 doz. cartons..... "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium.....per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram.....per doz.	.35
" Sage..... "	.35
" Thyme..... "	.35
" Savory..... "	.35
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory.....per case	1.0
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—	
½-lb. cartons, 1 doz.....per doz.	.40
¼-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 doz.....per doz.	.9
¼-lb. square cans, 2 doz..... "	.8

CANNED GOODS.

	Per Doz.
Tomatoes—	
Mrs. Hancock's Frying	1 25
Frying, Good Luck Brand	1.15
DuBois' Frying	1.12
Jersey King, No. 3, Standard Jersey	1 0
Blue Hen Chickens, No. 3	.95
Rio Grande, fancy, Jersey	1.05
Silver Lake, fancy, Jersey	1.10
Alta, No. 2	.70
Alta, No. 10, 1 doz	3 10
Bull Dog, No. 2	.67
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1 05
Little Darlings	1 30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.65
Cloister, fancy N. Y.	1.45
Mikado, Penna., fancy	1.00

You Want to Make Money—Here's One Way

Sell Spring Garden Tea to every customer who wants tea—you'll please most of them. You can get 60c. per lb. for it, and you buy it from us at the prices named below—600 per cent. profit.

In 100-lb. Barrels	18	cents per lb. net
In 5-lb. Silver Bags	19	cents per lb. net
In 1-lb. Silver Bags	19½	cents per lb. net
In ½-lb. Silver Bags	20	cents per lb. net
In ¼-lb. Silver Bags	21	cents per lb. net

(Packed in cases containing 100 Pounds)

Thomas Martindale & Co., Philadelphia, Pa.

You Can Use Kerosene Gas or Gasoline

The **Acme Peanut Roaster** is equipped to use either of the three and give the same results—*i. e.*, perfectly roasted peanuts in the smallest amount of time, with the least expense and no labor.

The **Acme Peanut Roaster** is the cheapest and yet the most effective automatic roaster on the market. By its use you can earn at least from one to three dollars per day more than you now are making, and have an added attraction in your store. Full particulars and price on application.

ATSATT BROS.
24 Pearl St. MATTAPOISETT, MASS.

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, Philadelphia
Agents for SAMUEL RAE & CO., Leghorn, Italy

What's in a Name?

We'll tell you. We have picked out the name **Apelpi** for our Evaporated Apples, so that every time it is thought of particular people will think of the finest fruit of this kind ever put on the market.

We have adopted the sentence, "The bottom as good as the top," because that is unusual with evaporated apples, and we pride ourselves on the fact that it applies to ours. Put them in, and your troubles in this direction are over.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON Distributers — 28 So. Front Street Philadelphia, Pa.

—9—

oyer's, 2s .82½
corn, 3s 1.05
corn, No. 2 .77½
afe, No. 2 .60

lte Wax Beans—
corn .75
hampion .65
Vinsom, N. Y., No. 10, 1 doz 3.75

ed Beans—
. & M., No. 3 1.35
. & M., No. 3, tomato sauce 1.55
ampbell's, No. 2, plain .92½
ampbell's, No. 2, sauce .92½
xford, No. 3 .90
arragansett, No. 2, tomato sauce .97½
arragansett, No. 3, tomato sauce 1.37½
an Camp's, No. 1, sauce, 4 doz .87½
an Camp's, No. 2, sauce, 2 doz 1.32½
loore & Brady, No. 3, plain .82½
loore & Brady, No. 3, sauce .87½
loore & Brady, No. 1, picnic size, plain .40
loore & Brady, No. 1, picnic size, sauce .45
ictory, No. 1, tomato sauce, 4 doz .47½
lartin Wagner Co., No. 3, plain 97½
lartin Wagner Co., No. 3, tomato sauce 1.05
lartin Wagner Co., Midnight Lunch, No. 1, 4 doz .52½
chimmel's, No. 1, sauce .50
chimmel's, No. 2, sauce .87½
chimmel's, No. 2, plain .82½
unker Hill, No. 3, plain .77½
unker Hill, No. 3, tomato sauce .80
ilder's Pork and Beans, in tomato sauce—
3-lb. cans, 2 doz. per doz., 1.80
2-lb. cans, 3 doz. " 1.40
1-lb. cans, 4 doz. " .90
1-gal. cans, ½ doz. " 5.00
unnyside Pork and Beans, plain or in sauce—
3-lb. cans, 2 doz. per doz. .95
2-lb. cans, 3 doz. " .70
1-lb. cans, 4 doz. " .45
1-gal. cans, ½ doz. " 3.00

Kidney Beans—
oan of Arc, No. 2 .82½
artin Wagner's, No. 2, 2 doz .72½
artin Wagner's Extra Quality .80
an Camp's, No. 2, 2 doz. per doz. .82½

n—
ornlet 1.65
aris, fancy Maine 1.20
merican Beauty, extra fancy, Shoe Peg .92½
ream of Susquehanna .95
aker's, G. W., whole grain .82½
hoe Peg, Susquehanna .85
hoe Peg, Osborn's .75
ark, crushed .75
ex, No. 2, Fancy Whole Grain .70
anity, No. 2, Whole Grain .67½
oyal Exchange, Whole Grain .65

—10—

Peas—
French, very fine, 100 cans 14.50
French, fine, 100 cans 12.00
French, medium, 100 cans 11 00
Boyer's, Midgets 1.85
Boyer's, Extra Sifted 1.50
Boyer's, Sifted 1.35
Boyer's, Early June 1.25
Parrot Junes 1.10
Jumbo June 1.15
B. F. F. Junes 1.02½
Little Nell's, Baltimere .65
Hermit Brand, No. 2 .52½
Beets—
Red Jacket, No. 3, small 1.45
Silver Lake, fancy, No. 3 1 00
Bohemian, fancy, No. 2 .85
Succotash—Belle Rose, fancy N. Y. State 1.00
Quaker, extra fancy 1 05
Poland, extra fancy Maine .92½
Spinach—
Champion, No. 3 1.22½
Shawnee, No. 3 1.27½
Farren's, No. 3 1.25
Farren's, No. 10 4.00
Sweet Potatoes—
Plantation, No. 3
Victory, No. 3, 2 doz 1.05
Pumpkin—
Silver Lake, No. 3 .85
Catawba brand, extra fancy, N. Y. State, No. 3 .92½
Andrews & Co., No. 2 .55
Silver Lake, No. 10, 1 doz 2.25
Asparagus—
Extra mammoth, No. 2½ 4.50
Superior, large, No. 2½ 4.10
Staple, medium, No. 2½ 3.95
Swan, medium, No. 2½ 3.85
Del Monte Tips, No. 1½ 3.75
Extra Tips, No. 1½ 3 70
El Dorado Tips, No. 1½ 3.60
El Rio, medium, No. 2½, 2 doz 3.50

CALIFORNIA CANNED FRUIT.

Per doz.
Apricots—
Extra Quality 2.75
Extra standard 2.65
Pears—
Bartlett, extra quality, 2½s 2 65
Bartlett, extra standard, 2½s 2.60
Bartlett, standard, 2½s 2.40
Cherries—
Extra quality, 2½s 3.40
Standard, 2½ 3.00
Peaches—
Goddess, No. 2½, ex. stand'd lemon cling 2 65
Tioga, No. 2½, ex. standard lemon cling 2.62½
Wild Rose, No. 2½, ex. stand'd lemon cling 2.47½
Valley, No. 2½, standard lemon cling 2 30
Thistle, No 2½, standard lemon cling 2 27½
Agate, No. 2½, standard lemon cling 2.22½

—11—

Lake View, No. 2½, lemon cling 2.10
Lake View, No. 2½, yellow free 2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz 1.60
Columbus, No. 2½, pie peeled yellow free 1.87½
Columbus, No. 2½, pie peeled lemon cling 1 90
Plums—
Extra standard egg 1.75
Extra standard green gage 1.75
Standard egg 1.65
Standard gage 1.65

DOMESTIC CANNED FRUIT.

Apples—
Derby, No. 10, 1 doz 3.40
Pride of Shenandoah, No. 3, 2 doz 1.10
Blackberries—
Farren's, extra preserved, No. 2 1.30
Silver Lake, heavy syrup, No 2 1.20
Nigger Head, No. 2 1.07½
Spring Garden, No. 2 .90
Jersey Duke, 2s 1.10
Blueberries—
Loggies, No. 2 1 50
Loggies, No. 10 6.85
Cherries—
Silver Lake, pitted, No. 2
Flour City, white, No. 2 1.85
Peaches—
Maryland Leader, yellow, No. 3 1.97½
Maryland Leader, white 1.92½
P. & B. yellow, No. 3 1.87½
Gypsum, No. 3, pie 1.50
Pears—
Silver Lake, No. 3 1.50
Fowling Creek, good, No. 3 1.30
Raspberries—
Red Farmside, extra, preserved, No. 2 2.55
Pride of Rochester, fancy, preserved, No. 2 1.90
Rhubarb—
Ayres, No. 10, 1 doz 3.00
Strawberries—
Anchor, No. 2 1.40
Jumbo, No. 1, 4 doz 1.50
Silver Lake, No. 2 1.90
Defence, No. 2 2.25
Pine-apple—
Phonograph, grated, No. 2 2.00
Phonograph, sliced, No. 2 1.05
Acorn, grated, No. 2 2 00
Acorn, E. & C., No. 2 1.90
General, E. & C., sliced, No. 2 1.85
Indian River, E. & C., No. 2 1.70
Terrapin, E. & C., sliced, No. 2 1.65
Wagner's, E. & C., No. 2 1.60
Orange Grove, E. & C., No. 2 1.50
Wallace, grated, No. 2 1.40
Singapore Chunks, No. 1½, 4 doz 1.12½
Wallace, E. & C., sliced, No. 2 1.35
Singapore, cubes, No. 1½, 4 doz 1.10
Wagner's, No. 1, cocktail, 2 doz 1.00
P. & B., grated, No. 3 1.00
James, No. 3, pie, grated .95
Singapore, cubes, No. 1, 4 doz .85

—12—

The Paul Taylor Brown Co's
Singapore Pineapple, extra preserved.
Tan Chop Hin, ¾-lb. chunks per doz. .80
" 1 " " " .87½
" 1½ " " " 1.17½
" 1½ " sliced " 1.35
" 1½ " grated " 1.35
" 2½ " whole " 1.85
Packed in their own juice:—
1½-lb. chunks, extra heavy syrup per doz. 1.45
1½ " sliced " 1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

Per doz
Crabs—
Devilled, No. 1, 4 doz 2.20
Devilled, No. 2, 2 doz 3.25
Clams—
Gold Label, No. 1, 4 doz
Star, No. 1, 4 doz 1 05
Lobster—
B. & M., No. 1, flat, 4 doz 4.20
B. & M., No. ½, flat, 4 doz 2 20
B. & M., No. 1, tall, 2 doz 4.15
B. & M., No. ¾, flat, 4 doz 2.90
Star brand, No. ¼, flat, 4 doz 1.35
Star brand, No. ½, flat, 4 doz 2 25
Star brand, No. 1, tall, 4 doz 3.85
Star brand, No. 1, flat, 4 doz 4.35
Shrimps—
Peerless Brand (Barataria), new dry, No 1, 2 doz 1.20
Peerless Brand (Barataria), new pickled, No. 1, 2 doz. 1.15
Cotton Bale, pickled, No. 1, 2 doz 1.12½
Mackerel—
Picker's, soused, No. 1, 4 doz
Pickert's, soused, No. 2, 2 doz 2 50
Pickert's, soused, No. 3, 2 doz 3.15
Underwood, soused, No. 1, 4 doz 1.52
Underwood, soused, No. 2, 2 doz 2.45
Underwood, soused, No. 3, 2 doz 3.10
Oysters—
Boyer's, No. 1, 2 doz 1.02½
Boyer's, No. 2, 2 doz 1.90
M. & B., No. 1, 2 doz 1.00
Stewart's, No. 2, 2 doz 1.95
Stewart's, No. 1, 2 doz .95
Victory, No. 1, 2 doz .97½
Kippered Herring—
Maconache's, 2 doz., plain 1.47½
Gold Label, No. 1, spiced, 4 doz 82½
Salmon—
Foust, Sockeye, 1 lb, flat 1.8.½
Gibralter, Sockeye, No. 1, tall 1.90
Gibralter, Sockeye, No. ½, flat 1 25
Hapgood's, No. 1, tall, 4 doz 1.85
Hapgood's, 1 lb., flat 2.05
Hapgood's, 1 lb., flat, keys 2.15
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz 1.67½
Humes, Karluk, No. 1, tall, 4 doz 1.35

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

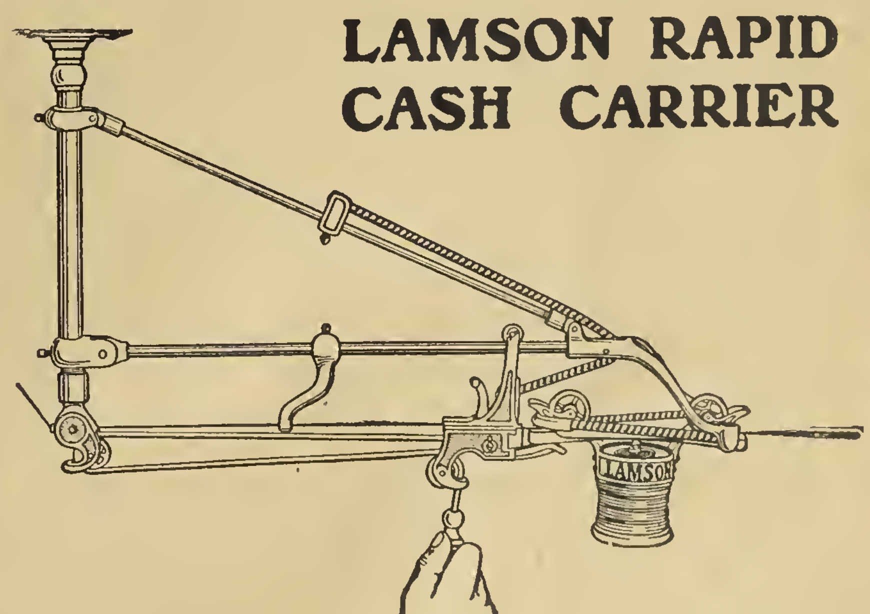
CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company
Philadelphia, Pa.

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.35
White Raven, ½s	.95

Plain.

Chancerelle, ¼s, key	25.00
La Champagne, ¼s, key	17 00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00

SARDINES—Boneless.

La Champagne, ¼'s, key	17.00
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	13.25
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8 00
Mustard—	
¼s, Irma, 100 cans	3.40
¼s, Eureka, key, 100 cans	3.27½
¼s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3 40
¾s, Underwood's, 50 cans	3.95
¾s, Irma, 50 cans	3.45
¾s, Harbor, 48 cans, wrapped	3 40
¾s, Booth's, extra, in cartons, 50 cans	2.75
¾s, Continental, key, 48 cans	2.50
¾s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
¼s, Le Baron, 100 cans	3.20
Gold Label, ¼s, oil, 100 cans	6. 40
" ¼s, mayonnaise dressing, 100 cans	6·40
" ¾s, " " 50 cans	4.30
Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13 00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.25
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	6.90
" with key, No. 14, ⅛ doz, per case	8.65
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Dried Beef.

No. 1, 2 doz	2.00
No. ½, 2 doz.	1.15
Glass, No. ½, 2 doz	1.45
Glass, No. 1, 2 doz	2.45
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.82½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.75

—14—

Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz.	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.65
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1 30
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.32½
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.15
Kingan's, No. 2, 1 doz	2.15

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.45
Libby's, No. ½, 4 doz	80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2 25
Tongue	1.25	2 25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted 1 lb., 4 doz	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6. 50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONERY

Croft & Allen Co.—		Per
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09
Elcroften Mixtures	"	.08
Nobby Mixtures	"	.09
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13
French Creams	"	.09
American Mixtures	"	.08
Variety Cut Drops	"	.08
Darling Mints	"	.08
Golden Drip Bar	15-lb. boxes	.13
Sour Balls	30-lb. pails	.08
Pancella Cream Chocolate	"	.11
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13
No. 1 Fine Assorted Chocolate	"	.16
Nonpariel Drops	"	.1
Chocolate Covered Caramels	"	.13
Dairy Chocolate Chips	25-lb. pails	.16
Chocolate Mints	30-lb. pails	.11
Honey B Comb	21-lb. pails	.17
Cream Cocoanut Balls	28-lb. pails	.10
Cream Peppermint	30-lb. pails	.09
" Wintergreen	"	.0
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Losengers	"	.09
Mint "	"	.09
Assorted "	"	.09
Conversation "	28-lb. pails	.09
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.1
Rock Candy, assorted	10-lb. boxes	.09
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.8
Campbell's. No. 8, Tobasco	.8
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.2
Gallons, 6 jugs in crate...per jug	.8

How to Make Other Cocoas as Good as Ours

Take the average cocoa on the market and carry it through another process or two, and you may have an article about as good as **Croft's Swiss Milk Cocoa.**

The trouble is that other manufacturers will not use that "other process or two," because of its cost. They prefer to send out their product half made, as it were—containing indigestible and ill-tasting ingredients which should have been eliminated—so that they can save a little on the cost of making.

Croft's Swiss Milk Cocoa has everything taken out that should be taken out, and for that reason, among others, it has the smoothest, finest flavor of any cocoa made.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. *Philadelphia PENNSYLVANIA*

You Cannot Afford to be Without It!

No up-to-date grocer can afford to allow his competitor obtain the business that should and would come to him if he stocked

Buchan's Toilet Soaps

Number "363" is known throughout this entire country as a symbol of soap purity, because it was the first, and we belive the only serial number given to a soap firm by the United States Government.

Buchan's Toilet Soaps contain phenol absolut, the greatest antiseptic known. That is why they are the cleanest and purest soaps made.

Let us show you how to make big profits.

Buchan's Soaps Corporation

FLATIRON BUILDING, NEW YORK CITY

—17—

KETCHUP.

ırtice's "Blue Label" Tomato Ketchup:—	Per Case.
Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

	Per lb.
alter Baker & Co's:—	
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.32
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.32
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
'. H. Baker s:—	
Best Cocoa, ½-lb. size ... per lb.	33
" ¼-lb. " ... "	.34
Premium Chocolate, ½s, 12 lbs	.31
" ¼s, 12 lbs	.31½
Best Sweet Chocolate, ¼s	.20
Best Sweet Chocolate, 1-5s	.20
ersbey's—	
Milk, ⅙s, 6 lb ... per box	1.55
ocoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Honten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.43
" " ¼s, 6 lb	.45

ɛnsdorp's Royal Dutch Cocoa, 12-lb. cases—

		Per can.	Per doz.
¼-lb. round cans		.19	2.27
½-lb.	"	.30	3.60
1-lb.	"	.59	7.08
1½-oz.	" 50 cans in case	.07	
			Per lb.
5-lb.	"	2.75	.55

ensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36
looker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box ... per doz.	1.88
½-lb. tins, 2 doz. in box ... "	3.50
1-lb. tins, 1 doz. in box ... "	6.50
5-lb. tins, 1 doz. in case ... per lb.	.52
10-lb. bags, 1 doz. in case ... "	.50

—18—

Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes ... per lb.	.37
" ½-lb. tins, 6-lb. boxes ... per lb.	.36
Wilbur's Chocolate—	
Premium, ⅛s, 12-lb. ... per lb.	.30
Sweet Clover, ⅙s, 6-lb. ... per box.	1.65

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ½s	.36
Cocoa, labeled, ⅕s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30
Ideal Chocolate and Cocoa Co.:—	
Ideal Cocoa, ½-lb. size ... per lb.	.40
" " ⅕-lb. " ... "	.41
" Baking Chocolate, ½-lb size ... "	.27
" " " ¼-lb. " ... "	.29
" Milk Chocolate, 6-lb. box ... per box	1.65
" Vanilla, Sweet, 6-lb. " ... "	1.65
Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box ... per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs.	
6-lb. boxes, 12 boxes in case ... per lb.	.27
12 " " 6 " " ... "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Peter's Milk Chocolate:—	
No. 61—½ lb. size, croquettes ... per lb.	.48
No. 62—¼ lb. " " "	.48
No. 63—½ lb. " flat packets ... "	.48
No. 64—¼ lb. " " " "	.48
No. 93—⅛ lb. " " " "	.48
No. 66—⅙ lb. " " " "	.50
No. 67—1/16 lb. " " " "	.50
No. 68—1/80 lb. " " " "	.50
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ⅛s, 2 doz. in box	1.95
" " ¼s, 6 lb. "	.39
" " ½s, 6 lb. "	.38
" " 1s, 12 lb. "	.37
" " 5 lb., 6 cans in box	.37
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Superior Sweet, 6 lb. "	...
" Premium, ¼s, 12 lb. "	...
" " ½s, 12 lb. "	...
Hawley & Hoop's Breakfast Cocoa—	
A No. 1, ½-lb. tins, 12 in box	.34½
" ¼-lb. " 24 "	.35½
Cocoa Shells, cleaned, bags ... per lb.	.01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes ... per lb.	.30
½-lb. " " 24-lb. " ... "	.29
Special 10-c. packages, 30 to box ... per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36⅛
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ⅕-lb. " 6-lb. "	.31½
" ⅕-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ⅛s, 6-lb. boxes	.26½
" ⅛s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes ... per box,	1.35
" 3-c., 72 " ... "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

—20—

Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	4.50
Defiance, 4 doz	4.30
Magnolia, 4 doz	4.80
Rose, 4 doz	4.65
Dime, 4 doz	3.90
Winner, 4 doz	4.65
Baby, 1 doz., glass	1.90
Red Cross	4.60
Peninsular	4.60
Dr. Hand's, 2 doz	3.10
Leader	
Banner, 4 doz	4.50
Star, 4 doz	4.60

EVAPORATED MILK.

Peerless, family size, 4 doz	3 70
Peerless, 5c. size, 4 doz	2 20
Yacht, family	3 50
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	3 95
Silver Cow, 5c. size ... 6 doz.	3.25
Pet, 10-c. size, 4 doz ... per case	3.30
Pet, 5-c. size, 6 doz ... per case	2.80
Van Camps, 6 doz., small	2.90
Van Camps, 4 doz., family	3.55
Van Camps, 4 doz., large	4.00

HIRES CONDENSED MILK AND CREAM

	Per case.
Hires Condensed Milk	5.60
Queen	4.60
Blue Ribbon	4.35
Premium	4.35
Silver	4.75

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	4.25
Five cases or more	4.20
Twenty-five cases or more	4.15
Fifty cases or more	4.10

A Balloon Race

ıas recently been held, in which all records for distance have been eclipsed. Be careful and ;ystematic handling they were kept near enough to the ground to accomplish the purpose)f the test. They were under perfect control at all times, except for direction.

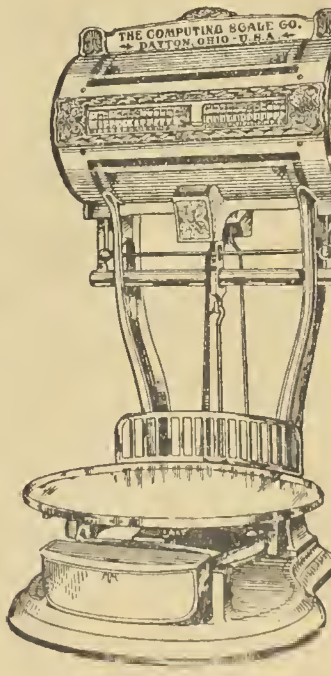
Think of the perfection of the bag which retained the gas sufficient to carry the weight!

A SMALL LEAK would have made these results impossible; the gas would escape ınd the balloon come down.

THE SUCCESS of your business depends upon the degree of protection secured in ıandling your goods. A small loss on each weighing will surely and steadily decrease your profits. You must avoid it.

MONEYWEIGHT SCALES are proven to be the only scales which will handle your goods without loss. The immense number of successful merchants using them is proof of our claims.

A short demonstration of our scale will convince you that they will save you money. Will you let us prove it? If so, send in the attached coupon.



The new low platform No. 140 DAYTON Scale

Date.......................................
Moneyweight Scale Co., 35 State St., Chicago.
Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.
This does not place me under obligation to purchase.
NAME.......................................
STREET and NO..............................
TOWN.......................................
STATE......................................

Moneyweight Scale Co.

35 State Street, Chicago

The Computing Scale Company. Manufacturers Dayton, Ohio.

LOCAL OFFICES

11 E. 14th Street, New York City, N. Y. 1651 N. 8th Street, Philadelphia, Pa.

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ½s.	.26
" ¼s.	.28
" ½s and ¼s.	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10½
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

—22—

Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.c8
Salted Strips	.c8½	.0)
S ltines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07

Package Goods—	Per doz.
Animals	.5)
Butter Thin	1.00
Gingerettes	1.0)
Gold Medal Soda (small)	.50
" " (large)	.90
Graham Wafers	1 c0
Ivinettes	1 00
Milk Lunch	1.c0
Our Ginger Snaps	5)
Pink Tea	1.00
Sugar Snaps	.50
Saltona Biscuit	1 0)

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN
WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish.p.dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish.p.dz.	1.75

—23—

Wein Senf, in bbls....per gal.	
" 1 gallon stone jars....per jar	.75
" 5 gallon kegs....per keg	2.50
Prepared Mustard, in bbls....per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 1 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub.	.26
....loaf,	.26½
Sap Sago, 3 to a lb....cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
in tin....per lb.	.26
" 1-lb. tins....per case	3.25
Camembert, in wood boxes....per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1....loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each....per lb.	.19
Limburger Cheese, No. 1....box, 18; ½ box, 18; less	.19
Muenster Cheese....per lb.	.19
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box....per box	3.00
" (Gem size), 6 in box "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case....per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size.per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.25
Neufchatel (Cow brand), 25 in box....per box	1.10
Star Cream, or Phila., 12 " "	2.30
Miniature Cream, or Phila. 12 " "	1.15
Hand Cheese, 8 doz. "	1.45
" 4 " "	.75
" 4 " Thuringer "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.4[illegible]
Schutzen Cheese, 12 in box "	1 2[illegible]
American Mountain Cheese (Alpen Kase), 50 1-lb. packages....per lb.	.1[illegible]

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight)....per lb.	.4[illegible]
Wiener Wurstel, 16 in tin....per doz.	4.7[illegible]
" 8 " "	2.7[illegible]
Carlsbad Speck (Imported Bacon) "	.3[illegible]
Imported Cervelat Sausage (Rolff's)....per lb.	.4[illegible]
Imported Frankfurters....per doz.	3.7[illegible]
Goose Breast, imported, marked weight, per lb.	.6[illegible]
Pate de fois Gras, small size....per doz.	3.0[illegible]
American Holsteiner..by bbl. 12 less, per lb.	.1[illegible]
" Landjager, short....per lb.	.2[illegible]
" " long "	
" Mortadella, Dry....per lb.	.2[illegible]
" Knackwurst, 25 in box, per box, $4.75....per doz.	2.4[illegible]
" Cervelat (E), 50 and 100-lb. boxes, .21½; less	.2[illegible]
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.2[illegible]
" Cervelat, Crescent, 50 and 100-lb. boxes, .16½; less	.1[illegible]
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	.1[illegible]
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23½; less	.2[illegible]
" Salami (E), 50 and 100-lb. boxes, .21; less	.2[illegible]
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.2[illegible]
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less	.1[illegible]
" Tongue Sausage....per lb.	.1[illegible]
" Smoked Braunschweiger Liver Sausage....per lb.	.1[illegible]
" Lachs Ham "	.2[illegible]
" Petit Delicatess Frankfurters, plain, per doz.	.9[illegible]
" Petit Delicatess Frankfurters, with Sauer Kraut....per doz.	.9[illegible]
" Lebanon Beef Bologna....per lb.	.1[illegible]
" Paprika Speck "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen....per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2 50
Calves' Head, in round tins....per doz.	1.65
Pickled Meats, in glass "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

Karo
CORN SYRUP

Why?

Anybody who knows will tell you that Corn Syrup has almost completely supplanted sugar syrup in some sections of the country.

Why? Because it is smoother, mellower and lacks the sharp twang that makes sugar syrup disliked by many.

Karo Syrup is the acknowledged best of the Corn Syrups. Its superfine quality never varies, and *all* jobbers handle it—two important things to remember.

Sealed at the factory in 10, 25 and 50-cent sizes.

CORN PRODUCTS MANUFACTURING COMPANY
Davenport, Iowa

It Is Spelled R-A-M-L-Y

If you want to sell a really delightful smoke, get the **real** Ramly, don't take something gotten up to **look** like the Ramly, because there the similarity ends.

No cigarette ever made has jumped into such immediate popularity. It has become famous on its quality alone.

If you put Ramly Cigarettes in stock you will be assured of the permanent patronage of every man to whom you sell a package.

Don't get confused on the name—it is spelled R-A-M-L-Y.

Mentor Cigarette Company
404 Atlantic Avenue
Phila. Rep., ARTHUR HAGAN & CO.
151 North Third Street
BOSTON, MASS.

—25—

eel Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	
amb tongues, in glass	"	1.60

IOLLAND AND SCOTLAND HERRINGS.

		Kegs or Pails.
Iolland Herring, mixed, "Y. M." ½bbl.	5.50	60–75
" milkers, " ½ bbl.	6.50	75–85
" mixed, Standard, bbl. ½ bbl.		5.50–6.50
Iolland Herring, milkers, Standard, bbl. ½ bbl.		
cotland Herring. mixed, large fulls, bbl. ½ bbl 8.00		
" milkers, large fulls, bbl ½ bbl. 8.00		
Iarinirte Herring, Imported, abont 40 in pail.		1.25
Ioll Herring, Imported, about 25 in pail		1.00
piced Herring, Imported, about 40 in pail.		1.00
Iorway Stockfish, dry	per lb.	15
Iatjes Herring	per pail	

BISMARCK HERRING.

Pint size, round tins, with key	per tin	.20
Quart " " "	"	.35
Qt. " " "	"	.55
Qt. " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
Russian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

Original Package	per ½ bbl.	5.50
Repacked in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" in 5-gal. kegs	per keg	2.75
" in ½-lb. flat tins	per doz.	.95
" in ½-lb. tall tins	"	1.50
" in 1-lb. tall tins	"	2.00
Fancy Kegs—1¦1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg		.20

SALT SARDELLEN.

Original Package, 1902	per anker	16.00
Repacked—kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz	19 50	½ kilo Cans, per dz.	19 50
½ " "	10.50	¼ " "	10.50
¼ " "	5.50	⅛ " "	5.50
⅛ " "	2.75	1/16 " "	2 75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—abont 2000	per cask	
50 " bbl.— " 1200	per bbl.	
15 " keg— " 500	per 100	
10 " keg— " 300	"	1.00
5 " keg— " 150	"	
10 lb. pail— " 50	"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitzkngein	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg...	per bundle	.30
Basler Lebkuchen, No. 1, 6 " ...	"	.50
" " No. 2, 6 " ...	"	.75
" " No. 3, 6 " ...	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb, bags, per bag		2.50
Green Kern	per lb.	.10½
Potato Flour	"	.08
German Dried Pears	"	.14
Dried Mushrooms	" .60–	100
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

COTTOLENE.

30 2-lb. tins	per case	6.50
15 4-lb. "	"	6.50
6 10-lb. "	"	6.50

Freight prepaid on two-case lots.

—27—

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.36
Western	24–.35
Storage	20–.23

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.15½
New York, Full Cream, new, 1st's, 40-lb. bxs.	14–.15
Picnic, Full Cream, new, fancy, 20-lb. bxs	.16

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb	.27
Anchovies, in oil, ⅜ bottles	4.50
" " ¼ "	3.25
Anchovy Paste, fancy, per doz	4.75
" plain, per doz	3.75
Bouillon, Burnham, pints, 2 doz. in case	3.75
" " ½ pints, 2 doz. in case	2.00
Capers, Nonparlel, ½ gallon kegs	1.50
" " Quart, glass.......per doz.	7.00
" " bottled, ⅜ size... per doz.	2.35
" " " ½ " ... "	1.90
" " " ¼ " ... "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.65
" med. " " 12 " "	5.00
" small " " 24 " "	4.75
Cherries in Maraschino, in glass, 1-doz. case	7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" " 3 lb., 2 dz. case "	2.20
Currie Powder, pints, per doz	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ⅛'s	2.85
" ¼'s	5.50
" ½'s	10.50
" 1's	20.00
French Peas, Extra Fins, per case	18.00
" Fins, per case	16.00
" Moyen's, per case	13.00
Kippered Herring, 6 doz. in case.......per doz.	1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb	.19
" " Dinner Biscuits, per lb	.29
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz	1.25
" " ½ pints, per doz	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz	6.50
" " " 2 oz., "	3.55
Armour's Beef Extract, 2 oz., "	4.45
" " " 4 oz., "	8.20
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz.........per doz.	4.00
" " " 8 oz......... "	7.25
" " " 16 oz......... "	13.50
Theodore Marquet Mushrooms:—	
First Choice	28.00
Choice, 100 tins per case	26.00
Extra, " "	
Hotel, " "	24.00

—28—

Truffles, 1/16	per tin,	.30
" ⅛	"	.55
" ¼	"	1.15
" ½	"	2.25
Shrimps, Pickled, small size		1.00
Dunbar's Shrimps, 2 doz., per doz		2.25
" Figs in Cordial, 1 doz., per doz		5.00
Bishop's Figs in Cordial, 1 doz., per doz		6.50
Crystallized Ginger, 1-lb. tins, per doz		4.00
" " ½-lb. " "		2.25
Rose's Lime Juice, per doz		3.60
Victor Rose Water, per doz		2.25
" Peach Water, per doz		2.25
Pitted Olives, per doz		5.25

FLOUR.

	Per Bbl
King Midas	6.80
Gold Medal	6.35
Millbourne	6.35
On Top	6.70
Ceresota	6 40
Pillsbury's Best	6.35
Taylor's Fancy	5.50
Semper Idem	5.00
Pride of the West	5.25
Sunbeam	5.15
Quaker City	6.00

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages		2.85
Franklin Pancake, 30 2s		3.50
Uncle Jerry's Pancake, 40 packages		2.50
Hecker's Buckwheat, 32 3s	per case	4.10
Hecker's Buckwheat, 64 1½s	per case	4.60
Hecker's Flapjack Flour, 24 packages		1.90
Log Cabin Pan Cake Flour, 36 2s		3.25
Ralston's Purina Pancake Flour, 36 2s		3.00

HONEY.

Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz	per doz.	.95
Selser's, medium bottles, 2 doz	per doz.	1.35
Schimmel's, 10-oz. bottles, 2 doz. in case		1.45
" 6-oz. " " "		.90

YOU SHOULD HAVE THESE FISH

I am now prepared to supply you with the finest of imported fish, such as Holland Herring, Scotch Herring, Norway Mackerel, Norwegian Anchovies, Sprats, etc., at the lowest prices consistent with high-class goods.

I am also in position to sell you New Grass "Ementhaler" Swiss Cheese, the very best that comes to America.

Don't forget that I am headquarters for all kinds of Delicatessen and fancy groceries.

My prices will appeal to you.

CARL WILDE, 357 North Second Street, Philadelphia

These Will Attract Your Fish Trade

There is nothing more inviting and appetizing than good Sardines. We believe we have reached perfection in our

"VITA BRAND"

These are **Norwegian Smoked Sardines**, packed in **pure olive oil.** We have never seen or tasted any quite their equal, as only the very best of autumn fish and the purest of olive oil is used in the packing.

Try a few, you will send for more.

F. H. PHILLIPS & CO.

444-446 Greenwich Street NEW YORK

Philadelphia Representative, F. H. FROMM & CO., 10 South Water Street

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

—29—

FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, Table, 100 lbs.	2.10
" yellow, granulated, 100 lbs.	2.10
" " table, 100 lbs.	2.05
Western yellow, 100 lbs.	1.79
Mother's, 36 packs	
Quaker, 36 packages	
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.15
Beans—	
California Lima ... per lb.	
Marrows, Fancy N. Y. State, grain bags ... bush	2.32½
Marrows, Extra Choice, N. Y. State, grain bags ... bush.	2.27½
Medium, Fancy N. Y. State, grain bags, bu.	
Pea, fancy, N. Y. State, grain bags, bushel	2.40
Pea, fancy, Michigan, grain bags ... bushel	2.35
Red Kidneys ... "	2.35
Peas—	
Green ... per bushel	1.95
Scotch ... "	2.20
Split, yellow ... "	2.15
" green ... "	
Lentils—	
110-lb. bags ... per lb.	.08
Less quantity ... "	.08½
Shaker Corn—	
Fancy, barrels ... per lb.	.06¼
Less quantity ... "	.06½
Hominy—	
Lea's Breakfast, 10 pkgs. ... case	1.65
Lea's Pearl, 100 lbs. ... per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.35
Western Pearl, 100 lb. bags	1.65
Western Grits, 100 lb. bags	1.65
Barley—	
OO	.07
No. 3, 100-lb. bags	4.10
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c.	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl.	8.15
" " kegs 100 lbs., per keg	4.22½
Oaten Goods, in cases—	**Per case**
Avena, 18 packages	1.50
Banner Oats, 20 packages	4.15
Friends' Oats, 36 packages	3.00

—30—

H. O. Oats, 24 packages	3.00
Mother's, 18 packages	1.57
Quaker, 18 small size	1.55
Quaker, 10 large size	2.10
Rolled Oats—	
Avena, per bbl., 180 lbs.	7.10
Avena, per keg, 90 lbs.	3.65
Standard, 180-10. bbls.	6.75
" 90-lb. bags	3.35
Sago—	
Fine, bags about 160 lbs.	.05½
50-lb. lots	.06
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs.	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs. ... per lb.	.06
" " less quantity ... "	.06½
" Pearl, 150 lbs. ... "	.04½
" " less quantity ... "	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs. ... case	3.05
Purina Cream Graham ... per bbl.	
Ralston Barley Food, 24 2's ... per case,	3.85
Purina Health Food, 36 2's, Cartons "	4.50
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour, 20 5's ... per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2.70
Cook's Malto Rice, 36 2-lb. packages	4.20
Cerealine Flakes, 36 packages	2.60
Force Food, 36 packages	3.60
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.60
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.80
Presto, 36 packages	3.35
Quaker Puffed Rice, 36 packages	2.60
Quaker Wheat Berries, 36 packages	2.75
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.85
Zest, 36 packages, 10 cent size	2.25
Zest, 24 packages, 15 cent size	1.80
Zest, 20 packages, 25 cent size	3.90

—31—

HOLLAND RUSK

The Original

	Per case
Cases, 5 doz. pkgs.	4.75
Cases, 3 doz. pkgs.	2.90

HOLLAND RUSK CRUMBS

For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling ... per doz	1.10
" Acidulated ... "	1.10
Cox's, large ... "	1.57½
" small ... "	.95
Plymouth Rock, Pink or White ... "	1.20
Nelson's ... per doz.	1.35
" small ... "	.95
Bromangelon, assorted 3 doz. ... "	.87½
Fruit Puddine, 2 doz., asst. flavors ... "	.80
Jell-O, assorted flavors, 2 doz. ... "	.87½
Jell-O Ice Cream Powder, 2 doz. ... "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.90
Tryphosa ... per doz.	.92½
Imperial Wine Jelly ... per doz.	.95
" " ... per gross	11.00
Gelatine, McKinley's ... per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs. ... per case	2.70
Kusto, 60 5-cent packs ... per case	2.00
Puddine, assorted, 2 doz ... per case	1.60
D-Zerta Jelly, assorted, 2 doz. ... per doz.	.90

—32—

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs.	.05½
" Elbows, " "	.05½
" Marcaroni, long, "	.05½
" " square "	.06½
Larosa Spaghetti, long, 25 lbs.	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05½
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs.	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.95
Spice Drops, in baskets, 20 lbs.	1.60
" in boxes, 12 lbs.	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle ... per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	18.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2 ... per doz.	9.00
" " " 3 ... "	6.50
" " " 4 ... "	4.50

"I Wish I Had Some Real Gelatine"

Every day some woman in your town bemoans the disappearance of old-style gelatine--the clean, delicious, melting kind, flavored with lemon, that we learned to like on our mother's table.

Old-style gelatine has not disappeared, though at times it has seemed to be snowed under by the flavorless imitations that hide their worthlessness behind bright colors.

Chalmers' Gelatine is old-fashioned gelatine—nothing in it but purest calves' stock and spring water. Your customers want it.

James Chalmers' Sons

Williamsville, N. Y.

Compare This Picture With Your Store

We can make your place look like this and we can afford to do it for less money than anybody else.

MILLER & ENGLAND

7012-14-16-18 Woodland Avenue

PHILADELPHIA, PA.

—33—

'obacco Cutters	1.50
larm Money Drawers	2.50
ag and Twine Holder	1.00
arrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
eef Cutters	6.00
ung Borers, Enterprise No. 2, 1⅝ to 2 in	1.60
an Openers, "Never Slip"...per doz.	.90
lopper's Can Opener...per gross	13.80
heese Cutters	8.00
offee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
'ruit Augers, 2 prong	2.50
leasuring Faucets	2.00

'hiladelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

herer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6⅝,	3 feet 8 inches,	9	15.00
8⅝,	4 feet 10 inches,	12	20.00
10⅝,	6 feet,	15	25.00
12⅝,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16⅝,	9 feet 8 inches,	24	35.00
18⅝,	10 feet 10 inches,	27	40.00
20⅝,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from
iese prices, f. o. b., Ilion, N Y.

cales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1⅝
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1⅝
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins. 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

SHREDDED FISH.

	Per doz.
Swansdown, 2 doz	.72½
Osprey, 2 doz	.60
Tidal Wave, 2 doz	.40

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...	50.00	25.60	13.00	2.75	2.25
Ex. Norway, No. 2...	36.00	18.60	9 50	2.05	1.69
Ex. Norway, No. 3...	28.00	14.60	7.50	1.65	1.37
Ex. Norway, No. 4...	24.00	12.60	6.50	1.45	1.21
Ex. Bloaters, xxx...	42.00	21.60	10.95	2.35	2.03
Ex. Bloaters, xx...	40.00	20.60	10.45	2.2	1.95
Fancy Shore, No. 1...	38 00	19 60	10.00	2.15	1 77
Med. Shore, No. 1 ...	27.00	14 10	7 25	1 60	1.33
Large Irish, No. 2...	23.00	12.10	6.25	1.40	1.17
Extra Irish, No. 2...	22.00	11 60	6 00	1.35	1.13
Medium Irish, No. 2..	21 00	11 10	5 75	1.30	1.09
Small Irish, No. 2...	20 00	10.60	5.50	1.75	1.05
Irish, No. 3...					
Large, No. 3...	20.00	10.60	5.50	1.25	1.05
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...	6.50	3.85			
Ocean Whitefish...	6.00	3.60			
Salmon, Halifax ...					
Shad, No. 1, Mess...	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess...					
Haddock, Pickled ...					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06½
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
White Rose, 1 lb. cakes, 24 lbs	.08⅓
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

—35—

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.18
Small Extra Scaled Herring...per box	.18
Boneless Herring, fancy 10 lb. boxes, per lb.	.15
Smoked Salmon, whole fish...per lb.	.27
New Cromarty Bloaters, 50s...per box...	1.00
" " 100s... "	1 95

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.10½
Fancy N. Y. State, 48 1 lb	.11
Choice N. Y. State, 50-lb. boxes	.10
Apricots—	
Fancy Royals, 25 lbs	.27
Extra Choice Royals, 25 lbs	.22½
Standard Royals, 25 lbs	.19
Cherries—	
California, unpitted, Black, 25 lbs	.16
California, pitted, 25 lbs	.30
Currants—	
Gold Medal, recleaned, 36 1s	.08½
Gold Medal, loose, 25 lbs	.08¼
Private Growth, extra, cleaned, 36 lbs	.08¼
" cleaned, 30 lbs. bulk	.08
Nectarines—	
White, 25 lbs...per lb.	
Peaches—	
Extra Fancy Muirs, 50 lbs	.15
Fancy Muirs, 25 lbs	.14½
Extra Choice Yellows, 25 lbs	.13½
Extra Choice Muirs, 50 lbs	.14
Choice Muirs, 25 lbs	.13
Choice Yellows, 25 lbs	.12½
Pears—	
Fancy California, Bartlett, 25 lb	.13½

—36—

PRUNES. Boxes.	New Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs...				
30– 40, 25 " ...	.10⅛	.09⅞		
40– 50, 25 " ...	.09½	.08¾		
40– 50, 50 " ...				
50– 60, 25 " ...	.08⅝	.08¼		
50– 60, 50 " ...	.08¼			
60– 70, 25 " ...	.08	.07¾		
60– 70, 50 " ...	.07¾			
70– 80, 25 " ...				
70– 80, 50 " ...				
80– 90, 50 " ...	.06⅛	.05¾		
90–100, 25 " ...		.06		
90–100, 50 " ...		.05¾		
100–120, 50 " ...				

25–30, 25 lbs., Red Star, fancy, Silver	.11½
Ensign, fancy, pitted, 50 1s	.09
Raisins—	
Muscatels, 4 crown, 50 lb	.07¾
" 3 " 50 lb	.07½
" 2 " 50 lb	.07
Cal. Thompson Seedless, 50 lbs	.07¾
Cal. Cleaned Sultanas, 50 lbs	.08
Cal. Sultanas, 50 lbs	.07½
Seedless Muscatels, 50 lbs	.07
Roger's, Layer, Valencias, 28 lbs	.07¾
Llano, Layer, Valencias, 28 lbs	.07¼
Gilabert's, Layer, Valencias, 28 lbs	.07¾
Raisins, Seeded—	
Griffin & Skelly's, fancy, 36 1s	.09
Euclid, fancy, 36 1s	.09
Tiger, fancy, 36 1s	.10
Admiral, fancy, 40 1s	.09⅛
Citron, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	.17½
Lemon Peel, fancy, boxes, 10 lbs., net	.13
Orange Peel, fancy, boxes, 10 lbs., net	.12

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb... per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.67½
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

It isn't so much a question of "*Getting Along*"—the other fellow may get along so much faster that you won't be in the race—
What you want to do is to "*Get Ahead*"
Your best asset is "ENTERPRISE"

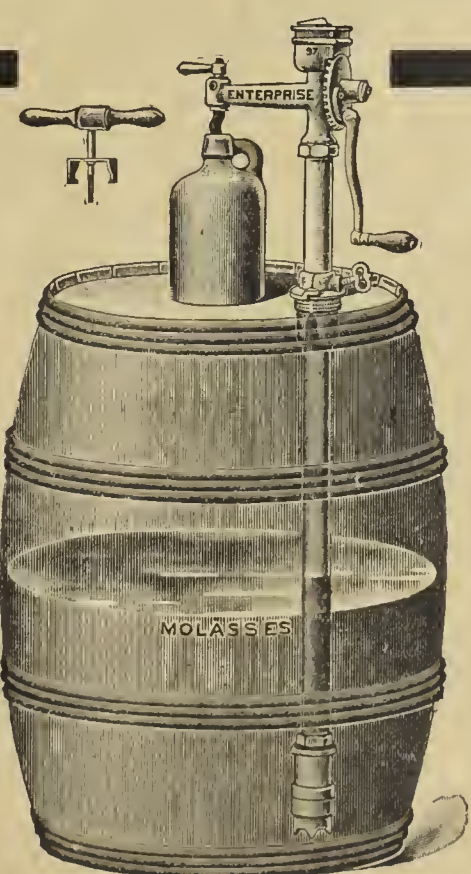
"ENTERPRISE"

With New Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent absence of flies and dirt.



SELF-PRIMING and MEASURING PUMP

Accurately measures molasses, heavy oils, tar and other thick liquids. Has total registering device showing when stock is low in barrel.

No. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube 50 cents a foot.

Write for illustrated catalogue of all the Enterprise Specialties

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.

—27—

INK.

Arnold's, black, 3032.....per bottle	.48
Continental, red, 1 doz.....	.30
" black, 3 doz.....	.25
Royal, black, 3 doz.....	.25
Stafford, Commercial, 3032.....per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top.....	3.90	4.10	4.80
Acme, Victor Top.....	3.60	4.20	4.80
Pure Flint, Luster Top.....	3.00	3.60	4.20
Crystal, Crimp Top.....	2.10	2.70	3.30
No. 0, Tubular Lantern Globes.....5 doz.			2.75
Cold Blast.....4½ doz.			3.38

	No. 1.	No. 2.
Jumbo Chimneys, plain.....per doz.	.75	.85
" " dec., 107, "	.90	1.00

	No. 0.	No. 1.	No. 2
Banner Burners.....	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass.....	per doz	2.25
1- " Galvanized.....	"	2.10
5- " Lenox, Spout.....	"	5.00
5- " " Spigot.....	"	5.50
5- " Columbia.....	"	7.00
5- " Banner.....	"	8.00
5- " Climax, Pump.....	"	10.00
5- " Home Rule, Pump.....	"	12.00
Lanterns—		
No. 0, Standard.....	per doz.	4.75
No. 0. Dash.....	"	7.80
Cold Blast.....	"	8.00

LIME.

Prepared, 2 doz. in case.....per doz.	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.....per lb.	.05¼
" " 25 lb. boxes, ½ lb..... "	.06¼
Acme, 1 lb., sifting, 25-lb. boxes.....	.05½

LYE AND POTASH.

Banner, 4 doz.....per case	3.25
Babbitt's Potash, 4 doz..... "	3.30
Lewis'..... "	3.25
Red Seal, 2 doz..... "	1.87½
" 4 doz..... "	3.65
Popular, 4 doz..... "	1.45

MATCHES.

	Per gro
Swift & Courtney's, 200's, 1-gross case.....	1.75-1.90
" 400's, 1 "	3.50-3.70
" 500's, 1 "	3.75-4.00
Blue Hen, 200's, 1 "	1.50-1.60
" 500's, 1 "	4.00-4.25

—28—

	Per Gross.
Vulcan Parlor, 65's.....	.41
" 100's, 5-gross in case.....	.90
" 500's.....	3.95
Vulcan Safety, 65s, No. 37.....	.55
" 65s, No. 2.....	.45
Columbia Safety, No. 2, 5-gross cases.....	.55
" No. 37, 5-gross cases.....	.50
" 100's, 5-gross cases.....	.90
" No. 15, gross cases.....	1.20
" No. 32, 5-gross cases.....	.55
Safety.....	.45
Mazeppa, Parlors, 500's.....	3.50-3.75
Searchlight, 500's.....	4.25-4.50
Press, 200's.....	1.80-1.90
" 500's.....	4.50-4.75
America, 200's.....	1.30-1.35
American Paraffine, 500's, ex. qual.....	4.15
Telegraph, blue head, 5-gross cases.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
Our Darling, ½ gross, No. 4, 1,000.....	2.75
Superba, 1000s, 1 gross to case.....	5 00
Red Skin, 500s, 1 gross to case.....	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case.....	4.50
Lenox, 400s, 1 gross to case.....	3 00
Red Cross, 200s, 1 gross to case.....	1 30
Blue Ribbon, 165s, 5 gross to case.....	1 00
Blue Ribbon, 165s, 1 gross to case.....	1 05
Astral, 150s, 5 gross to case.....	.85
Astral, 150s, 1 gross to case.....	.90
Planet, 100s, 3 gross to case.....	.80

MINCE MEAT.

John Bower & Co.:—	
Barrels and half barrels, Superior.....per lb.	.08¾
18, 37 and 68-lb. buckets, " ..... "	.09
10-lb. buckets, 6 in crate, " .....per crate	6.25
5-lb. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " .....per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior..per lb.	.13
5-lb. gl. jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Fairmount.....per lb.	.07¾
18, 37 and 68-lb. buckets, " ..... "	.08
Wm. J. Troth:—	
Barrels and half barrels, Famous.....per lb	.08¾
18, 37 and 60-lb. buckets, " ..... "	.09
10-lb. buckets, 6 in crate, " .....per crate	6.25
5-lb. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " .....per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous..per lb.	.13
5-lb. glass jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Golden.....per lb.	.07¾
18, 37 and 60-lb. buckets, " ..... "	.08
Campbell's Mince Meat, 30-lb. pails..... "	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits, per lb.	.06
New Year, bbls and kegs and 30-lb. kits..per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits "	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls...per lb.	.07½
" 18 and 37 lb. Kanakins..... "	.08
" 10-lb. Kkns, 6 to crate...per doz.	9.80
" 5-lb. " " "	5.30
" 5-lb. Glass Jars, 6 to case "	6.25

—39—

National, 30-lb. Kits, bbls., ½ bbls.....per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls. "	.04¾
Atmore & Son, Extra Family—Seedless:—	
No. 5, glass jars.....per case 6 jars	4.50
No. 3, glass jars.....per case 6 jars	3.15
Family—Seedless.	
No. 5, wooden pails.....per box 6 pails	3.75
No. 10, wooden pails.....per box 6 pails	6.40
No. 18, 37 and 68, wooden pails.....	.09¼
Celebrated—Seedless.	
Barrels, Halves, Quarters.....per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs..... "	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz.....	2.00
Cartons Condensed, (3 dozen in case,) per gross.....	11.00
Keystone—	
Barrels, Halves, Quarters.....per lb.	.07¾
Wooden Pails 18, 37 and 68 lbs..... "	.08¼
Wooden Kits, No. 20 and 35.....	.08

OILS.

Stove Gasoline.....per gal.	.18
Headlight, 150test..... "	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz.....	15.50
" Extra, 64 oz.....	13.50
" Mammoth, quarts.....	7.25
" Extra, quarts.....	6.75
" Extra, pints.....	4 50
" Mammoth, ½ pints.....	3.15
" Extra, ½ pints.....	3.00
Fourees, 19 oz., fluted bottle.....	4.75
De Lucques, 10 oz.....	2.40
Farcies.....	3.75
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
Pim Olas, 10 oz.....	3.50
California, quart tins.....	3.50
California, pint tins.....	2.15
California, quart bottles.....	6.50
California, individuals.....	1.50

—40—

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz.....	4.90
" " pts., 2 doz.....	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.....	8.75
" Finest Sublime, qts., 1 doz.....	6.50
" " pts., 2 doz.....	7.50
" " ½-pts., 2 doz...	4.75
" " 8-oz. flasks, 2½ doz.....	7.50
" " 12-oz. flasks, 2½ doz.....	9.00
" Sublime, 8-oz. flasks, 2½ doz...	6.50
" " 12-oz. " 2½ doz...	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case.....	2.35
" " ½-gal. tins, 20 to case.....	2.20
" " 1-gal. tins, 10 to case.....	2.10
" " 5-gal. tins, 1 or 2 to case.....	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles.....	4.75
24 8 oz. bottles.....	7.50
12 18 oz. bottles.....	6.75
2 5 gal. cans, case.....	22.00
10 1 gal. cans, case.....	23.10
20 ½ gal. cans, case.....	24.20
40 ¼ gal. cans, case.....	25.30
80 ⅛ gal. cans, case.....	27.50

Bulk at $20 for 10 gallous.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case.....	7.25
Medium bottles, 2 doz. to case.....	7.75
Small bottles, 4 doz. to case.....	8 50
5 gallon tins, 2 tins to case.....	26 50
1 gallon tin, 4 tins to case.....	11.00
½ gallon tin, 8 tins to case.....	12.00
32 oz. tin, 25 tins to case.....	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.	
Quarts, Cal. style, 1 doz. in case....per case	8.50
Pints, " 2 " " .... "	9.00
½ Pints. " 2 " " .... "	4.75
Oliver's Olive Oil—	
1 dozen quarts.....	6.00
2 dozen pints.....	6.75
2 dozen half-pints.....	4.25
6 1-gallon tins.....per gal.	2.00

Special prices for quantities, on application.

AMERICAN OIL.

Stohrer's, No. 8, 2 doz.....per doz.	.55
Stohrer's, No. 16, 2 doz.....per doz.	.95
Stohrer's, No. 32, 1 doz.....per doz.	1.85
Keystone, bottles, 2 doz.....per doz.	.95

Your Profit on ARIOSA

The idea some grocers have that they can't make a good profit on **Ariosa Coffee** is incorrect.

Ariosa Coffee is the largest package Coffee seller in the world. As with all widely-sold things it is sold closer than things that sell in one quarter the quantity.

Which is better—to sell twenty-five pounds of your own package Coffee a week and make 10 cents a pound profit, or sell 100 pounds of **Ariosa** and make 5 cents a pound profit?

Not to speak of the **Ariosa** vouchers that are practically like finding several hundred dollars a year.

Don't forget that we have already created the demand for **Ariosa** Coffee; there is nothing left for you to do but satisfy it.

ARBUCKLE BROTHERS
NEW YORK

—41—

PAPER.

WRAPPING.

Manila, 15 x 20, full ....per ream .36
" 24 x 36, full, 20 lbs............... " .90
" 18 x 24, full, 10 lbs............... " .37½
" Special, 15 x 20, 6 lbs.......... " .18½
Manilla, Bakers', 15 x 20, 10 reams in bundle ....per ream .12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide........per lb. .03¼
Roll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide................ " .03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide.......................... " 03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide........... " .03¾
White Tea Paper, 12 x 16, reg.....per package .14
Wax Butter Paper.......................per package .11
Parchment Butter Paper 9 X 12... " .40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼......	.48	.29		.31	.35	.45
½......	.53	.35		.37	.43	.55
1......	.71	.45	.78	.49	.55	.73
2......	.89	.53	.97	.61	.71	.93
3......	1.09	.65	1.25	.75	.89	1.15
4......	1.25	.77	1.39	.87	1.05	1.33
5......	1.45	.91		1.07	1.21	1.55
6......	1.73	1.03	1.95	1.23	1.41	1.81
8......	2.09	1.19	2.29	1.49	1.68	2.19
10......	2.27	1.37	2.55	1.65	1.83	2.41
12......	2.69	......	3.11	......	......	2.89
14......	3.37	......	3.97	......	......	3.75
16......	3.87	......	4.41	......	......	4.01
20......	4.39	......	4.79	......	......	4.55
25......	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.
12½-lb. Plain Flour Sacks.....................per M 4.00
25-lb. " " .... " 5.75
50-lb. " " .... " 11 25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints........per doz. 4.75
" " quarts ..... " 5.75
" 10-oz. jars.............. " 2.50
" 10-lb. pails...............per pail 2.50
Tripe, 10-lb. pails..............................per pail .90
" 5-gal. kegs..............................per keg 2.00
Pig's Feet, 10-lb. pails.......................per pail 1.00
" 5-gal. kegs ....per keg 2.25
Pickled Beef Salad, in glass...............per doz. 1.10
" Tripe, " .... " 1.10
" Ox Heart, " .... " 1.10
" Pig's Feet, " .... " 1.10

—42—

Russian Sardines ....per keg .75
" 5-lb. pails ....per pail .50
" 10-lb. " .... " 1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs....................... .18½
Loose, barrels, 30 lbs....................................... .18

POPPING CORN.

Brad's "Tip-Top":— Per case
50 10 oz. packages....................................... 2.10
100 10 oz. packages....................................... 4.00
24 20 oz. packages....................................... 2.05
48 20 oz. packages....................................... 4.00
I-X-L, 40 1s, White Rice.................................. 2.75

PEANUT BUTTER.

MacLaren's— Per doz.
Small, 2 doz.. .92½
Medium, 2 doz... 1.45
Large, 1 doz.. 2.75
Peanutene, No. 2 jars, 2 doz........................... 1.85
Peanutene, No. 4 jars, 3 doz........................... .92½

PICKLES.

William Bros., 32 gal., 1500s......................... 10.75
" " 16 " 800s.......................... 6.10
" " 16 " 600s.......................... 5.25
Barrels, 45 gal., 1200s...................................... 11.50
10-gallon kegs, 700s 3.25
Sweet Pickles, 500s to 600s, 5 gal......per keg, 3.30
Sweet Pickles, 700s, 5 gal....... .... " 3.60
Sweet Pickles, 1,000s, 5 gal.............. " 4.15
Sweet Pickles, 2,000s, 5 gal.............. " 5.00
Chow-Chow, No. 1, 5 gal. kegs......................... 1.95
Chow Chow, No. 2, 5 gallons 1.75
Chow and Mixed Pickles, 2 gal., per pail 1.00
Williams Bros.— Per Doz.
Wilco Onions, 5 gals 3.50
No. 8, Sour Gherkins, 2 doz.............................. .95
No. 8, Sweet Gherkins, 2 doz............................. .95
No. 8, Sour Mixed, 2 doz................................... .95
No. 8, Sour, assorted, 2 doz............................... .95
No. 8, Chow-Chow, 2 doz................................... .95
No. 8, Onions, 2 doz.. .97½
Crosse & Blackwell's:—
Whole bbls., 5 doz.. 3.25
Chow, pints, less quantity................................. 3.30
Mixed, less quantity... 3.30
Onions, pints, less quantity................................ 3.30
Plain, pints, less quantity.................................. 3.30
Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	⅙ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.20

—43—

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	⅙ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:— Per gal.
Pure Apple Vinegar, Extra old, bbls.......... .16
" " " 40 grain, bbls........... .15
Pure Cider, 40 grain .... .12
Pure Cider, 45 grain .... .15
Corson's Gold Seal Cider Vinegar, Pure Apple .16
White Wine, 90 degrees.................................... .20
Crown Brand Pure Cider Vinegar, qts., p. doz. .90
White Vinegar, Distilled, 40 grain................... .08
" " 45 " .... .09
" " Extra Strength...... .15
Crosse & Blackwell's.........................per doz. 2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs............................. .10¼
" 14–16 lbs... .10
" 10-12 lbs... .11
Picnics, 6–8 lbs... .09¼
N. Y. Shoulders, 10–12 lbs................................ .10
Dried Beef, sets (city smoked).......................... .15
" Tenders and Knucks................... .16
" Flats.. .13
" Air Dried, sets............................. .21
" " Tenders and Knucks.. .22
Jersey Pork, Butt............................per bbl. 18.50
" Family .... " 20.00
Breakfast Bacon, rib in...................................... .12½
" boneless .... .14
S. P. Bellies, 14-15 lbs...................................... .10½
Bologna, 25-lb. boxes.. .08
Boiled Boneless Ham... .18
Beef Tongues, smoked, 5–6 lbs..........per doz. 9.00
Cooked Compressed Ham, 25-lb. boxes.......... .10½
Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra
John Bower & Co.—
Honey-cure Brand Hams, skinback............ .12½
" " large .... .12½
" " medium .... .12½
" " small .... .14
" Breakfast Bacon...................... .14
" " boneless .... .16
Beef, air-dried, regular sets........................... .20
" " insides and knuckles............ .23
Ham Bologna.. .10
Beef " .... .10
Boiled Hams.. .22
Beef Tongues .... per doz. 9.00-11.00

—44—

Swift & Co.—
Premium brand Hams, 10 lb....................... .14
Premium brand Hams, 12 lb....................... .13½
Premium brand Hams, 14 lb....................... .12
Premium brand Hams, 16 lb....................... .12
Premium brand Hams, 18 lb....................... .12
Premium brand skinned Hams, 18–20 lb...... .11½
Premium brand boiled Hams, skinned, fatless .23
Premium brand Bacon................................ .21
Premium brand Dried Beef, insides .... .20
Premium brand Beef Tongues, short cut...... .17
Winchester brand skinned Hams, all aver.... .10½
Winchester brand Picnics........................... .09½

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs..............................	10	8⅛
Plain Tubs, 50 and 60 lb. cans........................	10	8¼
10-lb. Tin Pails, 60 lbs..............................	11	9⅛
5 " "	11⅛	9¼
3 " "	11¼	9⅜

John Bower & Co.—
Pure Kettle Rendered, tierces.................... .10¾
" " tubs .... .11
" " 3, 5 and 10-lb. cans. .12
Swift & Co.—
Premium brand, tierces.............................. .11
Silver Leaf brand, tierces... .... .10
Jewel, compound, tierces .... .07¾
Cotosuet tierces.. .08

DRESSED MEATS.

City Dressed Beef— Per lb
Choice, native..08 -.09
Common to fair, native..............................06 -.07
Western Dressed Beef—
Choice, native cattle...................................08 -.09
Common to fair " ....06 -.07
City Dressed Veal—
Prime .... -.13
Good to choice.. -.08
Dressed Hogs—
Pigs .... -.08
Hogs, heavy.. -.08
" 180 lbs.. -.08
" 160 lbs.. -.08
" 140 lbs.. -.08
Dressed Sheep and Lambs—
Lamb, Western, good.................................. .12
Lamb, Western, culls.................................. .09
Sheep, choice .... .08
" medium .... .07

BUTCHERS' SUNDRIES.

Fresh Steer Tongues.................................... .90-1.00
Cow Tongues... .75-1.00

"As Good As I Bought Last Time"

You ought to sell Swift's PREMIUM Hams for your own protection. Can you satisfy your trade unless your hams are uniform? And can they be uniform unless bought from a packer who can keep his raw material uniform?

Few packers have our facilities for keeping hams up to a given standard year after year. Swift's PREMIUM Hams scarcely vary a hair's breadth from one year's end to another. That does us a whole lot of good, as it will do you.

The woman who can always depend on getting good ham—"as good as I bought last time"—is going to buy lots of ham.

Swift & Company, U. S. A.

JOHN BOWER & CO.

GENERAL PROVISION DEALERS

ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia

CURERS OF HONEY-CURE BRAND

Beef, Beef Tongues, Breakfast Bacon, etc. **HAMS** Pure Kettle-rendered LARD a Specialty

BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

You must Advertise or Lose! Then why not Advertise wisely?

The best advertisers in the country—and they are all thinkers—tell you how to advertise successfully in

BRAINS

FOR

The Retailer and Advertiser

The very best examples of clever, money-making advertising in the world are presented weekly.

If you advertise without reading BRAINS you miss the benefit of other men's experience, men who have given years to the study of advertising.

Five dollars a year is all it costs, and its worth it. Sample copy 15 cents.

JAMES KNAPP REEVE
PUBLISHER
DEPOSIT. N. Y.

—45—

Calf Heads, scalded	.50–.75
Sweetbreads, veal ... per pair	.60–.90
" beef ... per doz.	1.00
Calf Livers ... per lb.	.20–.25
Beef Kidneys ... per doz.	1.00
Beef Livers	.c6
Ox Tails ... per doz.	.50–.65
Hearts, beef ... per lb.	.03–.05
Rolls, beef	.12
Tenderloin, beef, western	.18
Fresh Pork, loins, city	.12
" " western	.12

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.18 –.20
" Y. T., 5 to 7 lbs	.17 –.20
Old hens and toms	.16 –.19
Common to Good	.12 –.15
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22 –.24
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.22 –.24
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.22 –.24
Western, 4 to 4½ lbs. to pair, fancy	.18 –.20
" 3 to 3½ lbs. to pair, fancy	.18 –.22
" fair to good	.15 –.16
Fowls—	
Western, fancy	.13 – 14
Heavy Roasters, 4 to 5 lbs	.14 –.16
Fair to good	.12 –.13
Old cocks	.09 –.10
Western capons, fancy, frozen	
" " small, frozen	
Squabs—	Per doz.
Prime, large, ancy	4.00
Mixed	2.50–3.50
Dark	1.00–1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.11 –.13
Large Springers	.11 –.12
Fowls	.10 –.12
Roosters	.09
Ducks	.11 –.12

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4 00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

—46—

SAUER KRAUT.

Extra Quality, 50-gal. tierces	5 60
Extra Quality, 15 gals., kegs	2.25
Victory, extra fancy, No. 3, 2 doz ... doz.	.90
Spring Garden, fancy, No. 3, 2 doz ... doz.	.82½
Compass, No. 3, cans, 2 doz	.82½

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb. per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ½ " "	8.50
P. P. Sauce, 2 doz., No. 1 "	1.50
Atmore's Genuine English Plum Pudding—Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ½ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	1.05
No. 5, toy pails	2.90
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ½ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.90
Apple, 30-lb. pails ... per pail	1.20
Apple, 20-lb. crocks ... per lb.	.07¾
Apple, Schimmel's, 30-lb. pails ... per lb.	.06
Prune, 30-lb. pails ... per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

—47—

	Per Doz
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, "	4.60
Raspberries, "	4.60
Apricots, " peeled	4 85
Pineapple, "	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

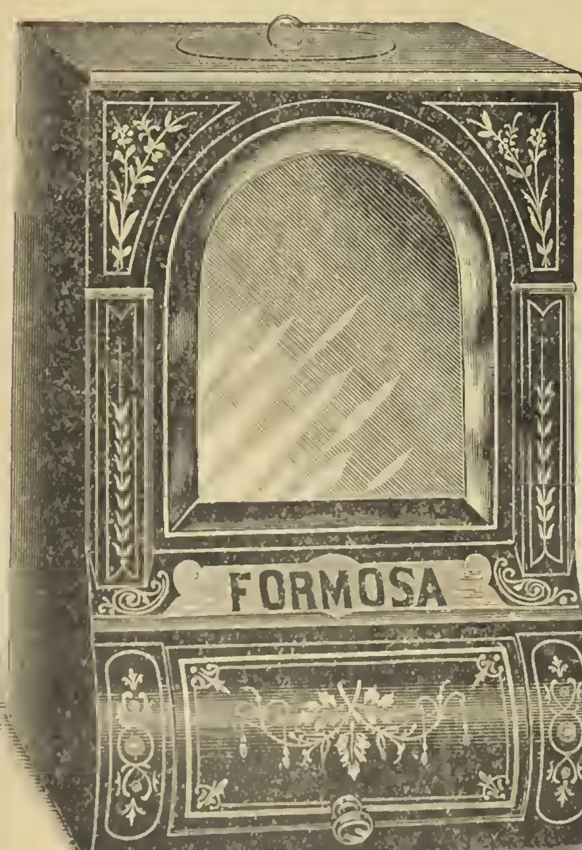
Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		o 85	1.95
Castor Oil	45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1 95
Spirits Camphor		85	1.95
Spirits Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	
Laudanum, 15c.-size ... per doz.,			1.20
Laudanum, 25c.-size ... per doz.,			1.90

5 per cent. discount in gross lots assorted.

Alum ... per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2.60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk ... per lb.	.08
" Lump, bulk ... "	.08
Butter Color, W. & R. ... per doz.	2.00
Bluestone, bulk ... per lb.	.09
Copperas ... per lb	01¾

—48—

Camphor, gum, 1-oz. blocks ... "	1.00
" Flakes, 250 bbls ... "	.02¼
" " less quantity ... "	.02¾
" Tar Balls, bbls., 250 lbs. ... "	.02¼
" " less quantity	.02¾
Castoria, Fletcher's ... per doz.	2.80
" Pitcher's ... "	.85
Carbonate of Ammonia ... "	.11
Epsom Salts ... per lb.	.01½
Glauber Salts ... per lb.	.01½
Glue, ordinary	.09½
Glue, white	.20
Glue ... "	.11
Goff's Cough Syrup, 25c. size ... per doz.	1.75
Goff's Herb Bitters, 25c. size ... "	1.75
Goff's Oil Liniment, 25c. size ... "	1.75
Goff's Sarsaparilla, 50c. size ... per doz.	3.50
Goff's Worm Syrup, 15c. size ... "	1.20
Goff's Horse and Cattle Pwd., 15c. size "	1.20
Goff's Dyspepsia Tablets, 10c. size ... "	.75
Gum Arabic ... per lb.	.55
Haarlem Oil ... per doz.	.40
Licorice, P. & S., 5c. stick, Imported ... "	.36
" M. & R., 5-lb. boxes ... per lb.	.23
" " Lozenges, 5-lb. boxes, "	.27
" Y. & S., " 5-lb. glass front, "	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's, "	.24
" Root ... "	.11
Putty, 25-lb. cans ... per 100 lbs.	1.60
" 50-lb. cans ... "	1.55
Petroleum Jelly, screw top, 5-c. size ... "	.35
" " 10.c. " ... "	.75
Paris Green, 100-125-lb. kegs ... per lb.	29½
" ½-lb. packages ... "	.34
" ½-lb. " ... "	.33
" 1-lb. " ... "	.32
Jamaica Ginger, Hires', flasks ... per doz.	.90
Rosin ... per lb.	04
Saltpetre, crystal, barrels, about 350 lbs. "	.07
" granulated, kegs, " 100 " "	07
Sulphur, Flour, 175-lb. barrels ... per 100 lbs.	2.45
" 100-lb. bags	2.25
" less quantity	.03½
Venetian Red ... per lb.	.02
Whiting ... "	.02
1 oz.	2 oz.
Husband's Magnesia ... per doz.	2.85
Bull's Cough Syrup ... "	1.90
Roach Powder, Omega, 4-oz. cans	.80
" " ... per gross	9.00
Roachsault, 10c.-size, 1 doz ... per doz.	.80
Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75
McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

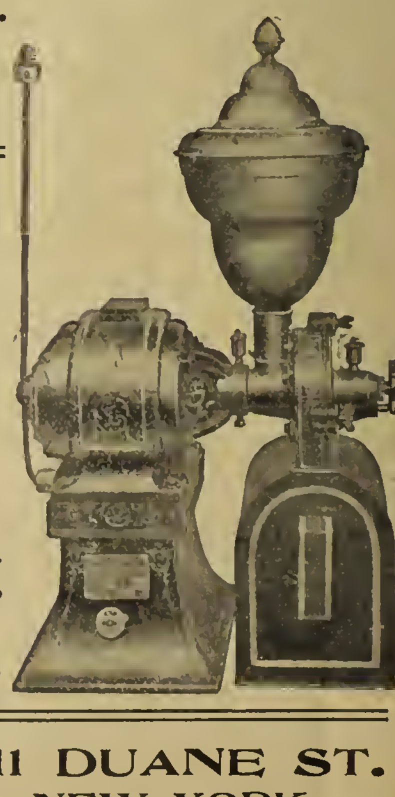


TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES
and the
"STAR" COFFEE MILLS
Electric Coffee Mills



For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also SHERER COUNTERS. WRITE FOR CATALOGUE.

MORGAN & CORNELL - 211 DUANE ST. NEW YORK

—49—

W. F. Young's Veterinary Remedies, wholesale prices—

	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S, Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—

		Per doz.
Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00
Sauer's Flavoring Extracts:—		
No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen, No. 25,	per doz.	2.00
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
" Lemon, " " No. 25,	"	1.75
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
Ingersoll's Flavoring Extracts:—		
High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.85
" Lemon	"	.85
" assorted	"	.85
" small size	"	.45

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

	Per gal.
Corson's Golded Russet, bbl	.20
Corson's Champagne	.18
" Dry Hard	.20
New Juice Cider, bbls	.18
New Juice Cider, ½ bbls., 28 gals	5.60
New Juice Cider, ¼ bbls., 14 gals	3.25
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅜
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	06
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03⅝
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	

SALT.
WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS TABLE SALT PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz	doz.	.87½
Durkee's, large, 1 doz	per doz.	4.00
" small, 2 doz	"	2.40
Schimmel's, small, 2 doz	per doz.	.87½
My Wife's, large, 1 doz		2.30
My Wife's, small, 2 doz		1.45
Snider's Salad Dressing:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Luncheon, 3 doz	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.65
Kegs, 150 lbs	per 100	85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8 2 doz		.77½
North of England Sauce, No. 8, doz		.77½
Chef Sauce, 2 doz., doz		.75
Snider's Chili Sauce:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

A Wonderful New Process

No pickles packed in glass can approach **Hoffman House** little pickles, packed in tin.

They are unquestionably the most delicious little pickles packed, not because they are packed in tin altogether, but because they are prepared by a new process, owned and used by us alone.

Tenders them without destroying crispness, gives them an extra spicy vim, and entirely eliminates that harsh vinegary bite that keeps the eater of some pickles from eating all he wants.

The tins are enameled inside—as safe and sanitary as porcelain.

Packed by THE J. WELLER COMPANY, Cincinnati, Ohio

—53—

SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.07½
Caraway............	.10	Mustard, Yellow..	.06½
Celery..............	.10	Rape, per lb........	.05½
Coriander, bleached	.05	Poppy, per lb.......	.10
Flax...................	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs..................................	per keg	1.80
" bulk, 25-lb. boxes.................	per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes...	"	.04⅝
Arm & Hammer bd., ¼'s, 36 lbs...........	per lb.	.05⅝
" " " lbs., 36 "	"	.04⅝
" " " ¼, ½, 36 lbs..........	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04⅝

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz.................	1.50
Hires' Root Beer, Carbonated, 2 doz.............	.87½
Hires' Ginger Ale, Carbonated, 2 doz............	.87½
Welchs Grape Juice, case quarts, 1 doz.........	4.50
" " " pints, 2 doz..........	4.75
" " " ½-pints, 3 doz.......	4.25
" " " 3-ounce, 8 doz........	6.00
" " " ½-gallons, 1 doz....	8.00
" " " gallons, 6 gal.........	7.50

5 per cent. discount on 5 case lots.

Clicquot Club Co. :—	Per case
Ginger Ale, extra dry, pints, 2 doz............	2.10
Sarsaparilla, extra quality, pints, 2 doz.......	2.10
Blood Orange, extra quality, pints, 2 doz...	2.10
Birch Beer, extra quality, pints, 2 doz........	2.10
Lemon Soda, extra quality, 2 doz...............	2.10
Root Beer, extra quality, pints, 2 doz.........	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross.......................................		2.50
Bon Ami, 10-cent size......................	¼ gross	2.50
Electro Silicon, 1 doz..........................	per doz.	.72
Putz Liquid, large, 3 doz..............	per gross,	16.50
Putz Liquid, large, 3 doz..................	per doz.	1.45
Putz Liquid, small.........................	per gross,	7.00
Putz Liquid, small............................	per doz.	.60
Putz Paste, large............................	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No 2, pint cans	"	32.00
No. 3, quart cans..........................	per doz.	4.50
No. 4, half-gallon cans....................	"	7.50
No. 5, gallon cans	"	13.50

—54—

Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs..............................per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme..	100	3.50
Acora..	120	2.70
Ark...	100	1.85
American...	72	2.80
Bee	100	3.85
Best, Babbitt..	100	3.70
Babbitt's New York City.......................	60	2.95
Benzine-ated	100	4.10
Big Master..	100	4.25
Brown	60	2.40
Borax, Dreydoppel................................	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome......................................	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's.......................................	100	3.80
" Red Seal...	100	3.70
" Swift's	100	4.00
Circus..	100	3.50
Cotton Oil..	100	5.80
Coal Oil Johnny....................................	100	3.50
Cygnet...	100	4.00
Dobbins' Electric..................................	100	4.15
Dewey	100	2.15
Fairy...	100	4.00
Fels-Naptha..	100	4.00
Five-case lots freight prepaid................	100	3.95
German Family.....................................	100	4.30
Good Morning	100	3.85
Glycerine Tar.......................................	100	3.75
Gloss..	100	3.50
Grand Pa's...	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox...	100	3.50
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha...................................	100	4.00
Magic Cleaner......................................	100	3.00
Marseilles, laundry size	100	6.00
" 5-cent size..........................	100	4.00
" toilet size...........................	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha.....................................	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.....................................	100	4.00
Octagon...	100	3.90
Old Mill...	100	3.30
Ozone..	100	3.75

—55—

Oleine, Conway's..................................	60	2.60
" Golden...	60	2.55
" Eavenson's....................................	60	2.50
" Hamilton's.....................................	60	2.50
" Kirk's	6c	2.30
" Philadelphia, 1 lb..........................	60	2.90
" " 14 oz........................	60	2.65
" Pennsylvania	60	1.75
" Procter & Gamble.........................	60	3.00
" Young's Best	60	2.80
Pride, Swift's.......................................	100	3.75
Polo	120	2.45
Quaker City, boxes	100	3.00
" tubs..............................	150	4.70
Sunlight, oval.......................................	100	3.85
" twin bars..................................	100	3.95
Santa Claus...	100	3.10
Saratoga..	120	2.70
Star	100	3.50
Sunny Monday......................................	100	4.00
White Clond..	100	3.85
Wool Soap, large.................................	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo........................	gross	3.50
Buttermilk Cosmo........................	doz.	.60
Buttermilk, Swift's.......................	gross	4.05
Castile, Imported, Conti	lb.	.13½
Castile, Conti, original boxes.........	lb.	.11¾
Cutaneous, Dr. Raub's..................	doz.	.70
Elderflower, large cake..................	gross	4.40
Fleur-de-lis..................................	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers.......................	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box.................	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box....	lb.	.09
Turkish Bath.................................	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross.........	gross	3.25
Witch Hazel, Swift's.......................	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars...	1.80
Brooks' Crystal, 100 bars................................	3.35
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars...	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars..	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars.................................	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes.............	per box	2.70
" 6 oz., 100 packages.............	"	2.65
" 8-oz. packs..........................	"	2.70

—56—

Soapine, No. 7, 100 packs..	2.37½
Soapine, No. 12, 100 packs...	3.90
Soapine, No. 17, 36 packs..	2.42½
Babbitt's 1770 Powder, 100 6-oz..................................	2.35
Finola, 100 packages..	3.25
Gold Dust, Fairbank's, 100 12-oz. packages ...	4.00
" " 24 4-lb. " ...	4.50
Naptha Borax, 100 packages, large..............	4.75
" 100 5-cent packages..............	3.75
Kirkoline, white, 24 4-lb. packs.....................	3.55
Kirkoline, White, 100 5-cent packages............	3.50
Young's Pearl Borax, 60 1-lb. packages.........	3.60
Snow Boy Washing Powder, 24 4s................	4.00
" " 50 2s..................	4.00
" " 100 1s.................	4.00
Nine O'clock Tea, 100 packages	3.25
I-V Washing Tablets, 3 doz..............per doz.	.43
Swift's Washing Powder, 100 1s.....................	3.85
Swift's Washing Powder, 24 4s.......................	3.85
Pennywash, 1 gross and 144-1 cent cakes free..	10.25

SPECIALTIES.

Anker's Bouillion Capsules................................	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade.................	18½	.19½	.21½
Black, Low Grade..................	.14	.15	.17
White, High Grade	....	.32	.34
White, Low Grade..................	....	.23	.25
Cayenne, High Grade.............	....	.21	.23
Cayenne, Low Grade.......	....	.16	.18
Cinnamon—			
High Grade...........................	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade...........................	.31	.32	.34
Low Grade	.22	.23	.24
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade...........................	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade...........................	....	.78	.80
Nutmegs—			
High Grade...........................	....	.32	.35
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade................	.14	.15	.17

McCormick & Co., Bee Brand—		Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice........	⅛ lb.	.40
	¼ lb.	.75
Banquet Brand—		
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice........	⅛ lb.	.40
	¼ lb.	.75

WALKER STORE FIXTURES

—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St.

PHILADELPHIA, PA.

"As Good as the 'J. M.'"

No delivery wagon built is as good as the "J. M.," though many are said to be. The makers of other wagons do the best they can, but they haven't our facilities.

The "J. M." wagon is the handsomest, longest-lived delivery wagon on the market. No other wagon manufacturer we ever knew rejected everything but second-growth hickory for wheels, as we do.

Write for our catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

Colburn's Philadolphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 dos.	per doz.	.45
Dimo size, 2 and 4 doz.	"	.85
¼ lb: net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.

	Per dos.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.78
Horseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
Pepper, Black	.09½
Allspice	.07
Cloves	.15
Mace	.48
Nutmegs, 80's	.24
" 110's	.17
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.11

—58—

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		.04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb, "		.06½

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons	.04⅞
Kingsford's, Puro, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅝
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03¾
" 1 lb. packages, 48 lbs.	.04⅞
" 3-lb. cartons, 48 lbs.	04⅞
" 6-lb. boxes	.05⅞
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages per package	.08
Starch Polish. 20 cakes por box	.50

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electic Paste, ¼ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Prido, large size per doz.	.87½
" " per gross	10.25
" small size per doz.	.70
Climax Enamel ¼ gro per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun per gro.	5.75
Sun Pasto, 5-cent size "	4.50
" 10-cent size "	7.20

—59—

X-Ray Stovo Polish—	
5-cent sizo, No. 5, por box of ¼ gross	1.25
Per box of ½ gross	2.50
24 dozen to gross	5.00
10-cent sizo, No. 10, per box of ¼ gross	2.25
Per box of ½ gross	4.50
Per gross	9.00

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round por pkge.	.04¾
Excelsior, 24 packs "	.05¾
McAllister, 36 packs "	.05⅜
Rosensteins, 1lb. pkgs., 2 doz. per lb.	.05½
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz. per doz.	.35
Red, quarts, 3 doz. "	.70
Silver, pints, 3 doz. "	.35
" quarts. 3 doz. "	.70
Bath Brick, 25 bricks per box	.60
Toothpicks, Eureka, 100 boxes case	1.85
Toothpicks, Perfection, 2 doz. per doz.	.42½
Royal Glue, 1 doz. per dos.	.80
Paist's " 1 " "	.40
Carpet Tacks, Wooden Keg, ½ gross caso, assorted, 6, 8, 10's por case	90
Carpet Tacks, Silver Steel, 4 oz. por doz.	.06½
6 oz. "	.07
8 oz. "	.07½
10 oz. "	.08½
12 os. "	.09½
Matting Tacks—	
No. 10, steel per doz.	.09
No. 11, steel per doz.	.09½
No. 12, steel per doz.	.12
G. B. Weiss & Son—	
Solo Leather, No. 1, .25; No. 2, .23; No. 3,	.21
Cut Sole Leather. cut into taps, 6 inches high	1.50
5½ inches high	1.48
5 inches high	1.42
4½ inches high	1.25
4 inches high	1.18
3½ inches high	1.05
3 inches high	.90
Fly Paper, Tanglefoot per case	
Fly Paper, Sticky, 10 cartons	2.20
Sticktite Fly Paper, 100 per case	3.00
Sticktite Fly Paper, 10 cartons per case	2.35
Wax, White and Yellow per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80
Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Modium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20

—60—

Coarso Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Ropo, 16 yds. to lb.	"	.09
Best Jute Plow Line, 8 yds. to lb.	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines, 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	42
Extra Fancy, No. 669	.40
Fancy, No 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.25
Gold Mine, in bbls.	.23
Fancy, No 101	.32
Fancy, No. 100	.33
Choice, No. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	.38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

Threo Star A, for confectionery	2.60
Five A, for confectionery	2.70

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	.92½
1 " case	"	.95
Karo, 10 cent size, 2 doz.	per doz.	.87½
Karo, 25 cent size, 1 doz.		2.25

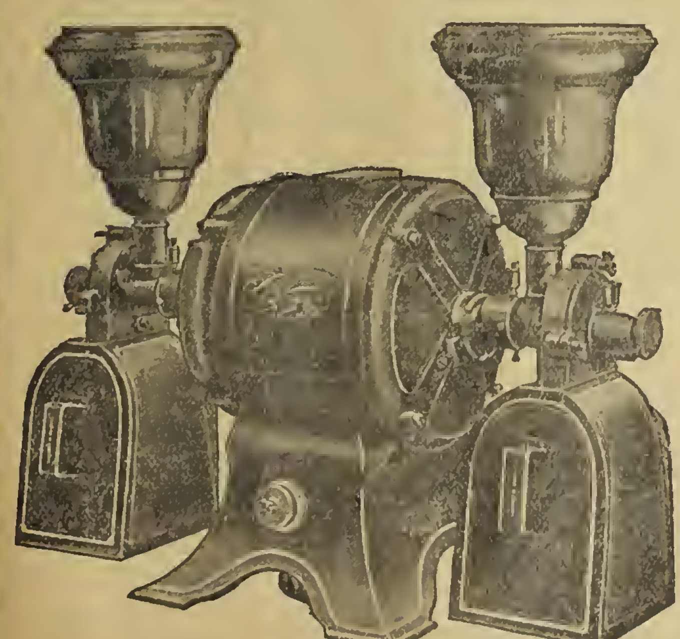
HENRY TROEMNER'S

Electric Coffee Mills

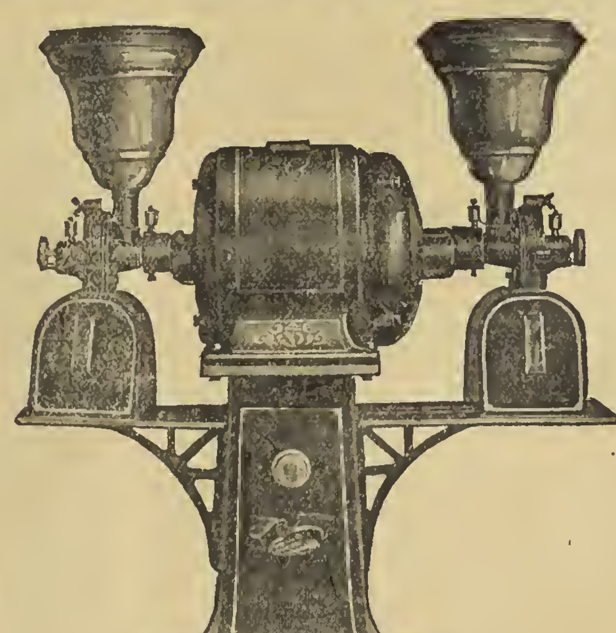
ARE THE FAVORITE MILLS

SAVING DOLLARS AND LABOR

THEY ARE FOOL PROOF



No. 192 MILL



No. 192 P MILL

WRITE FOR PRICE LIST

HENRY TROEMNER

PHILADELPHIA, PA., U. S. A.

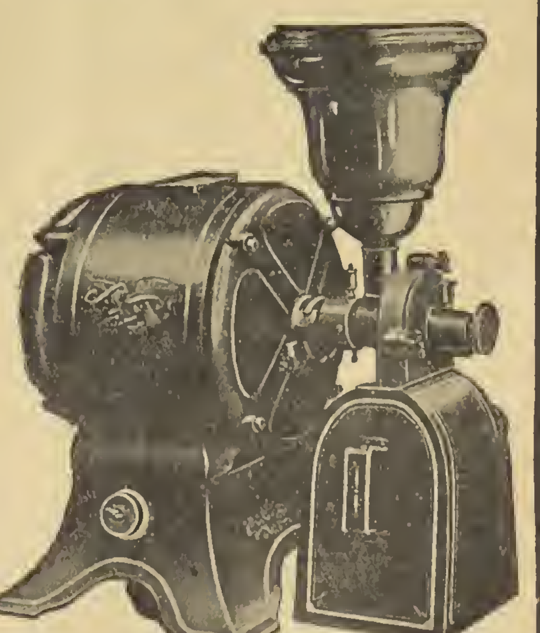
No. 911 ARCH STREET

ESTABLISHED 1840

Illustrations show mills fitted with direct-current motors; made also for alternating-current services.

Don't be talked into buying something "as good." There's nothing like or as good.

TROEMNER'S IS UNEQUALED



No. 19 MILL

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.85
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, split handles	2 45
Leader, No. 6, 3 string, red handles	2.45
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whiskz, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.40
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118. Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	1.55
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.30
2, Wire ends	1.50
3, Wire ends	1.70
5, Wire ends	
Picnic Plates, 8 inch	
Picnic Plates, 9 inch	

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.50

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.25
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

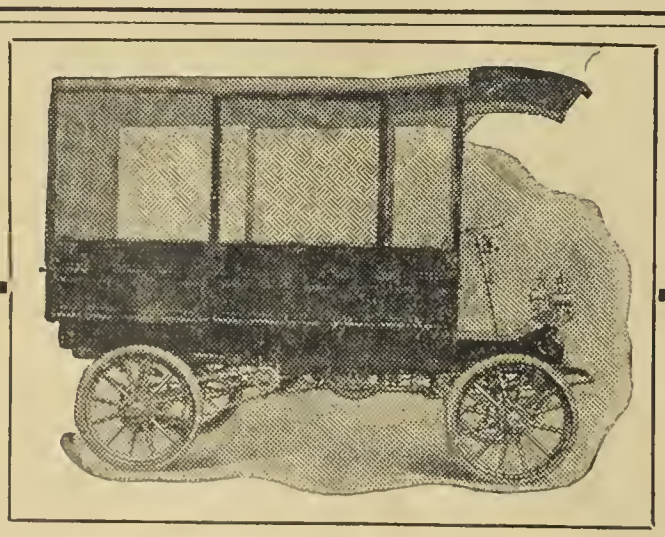
—64—

TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.36
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3⅓ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.

Compressed	per doz.	.18
Magic, 1⅓ doz. packages	per box,	.58
Yeast Foam, 1⅓ doz	per box	.58



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The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

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447 Commercial Street, Boston, Mass.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLIV. PHILADELPHIA AND NEW YORK, DECEMBER 30, 1907. NO. 27.

Contents.

PAGE

"Grocery World" Sends Challenge to "Woman's Home Companion"..... 8
Oleo Men Assault Food Agent..... 9
The New York Letter..... 10
Two Minute-Sermons for the Retail Grocer..... 10
Even Want Pure Food in South Africa... 11
Editorial..... 12
Respectfully Submitted to the Roth Packing Co.
Hard Times for Mail Order House.
The Business Lie.
The Legal Status of Ice Cream.
Pennsylvania Attorney-General Says Food Law Violators Can Be Jailed... 12
Ignore Leaf Style in Buying Tea..... 13
Do Close Business in Months to Come.... 14
Colorado Grocers Convicted of Maintaining Trust..... 14
Year's Foodstuff Imports Increase, Exports Decrease..... 14
Useful Facts About Groceries..... 15
The Grocery Markets..... 16
Window Dressing Articles Wanted..... 17
Individual Market Reports..... 17
Association News..... 18
The Science of Advertising..... 19
New Brighton (Pa.) Grocers Would Abolish Future Buying..... 19
The Stroller's Column (Contributed)..... 20
A Crack-a-Jack New Year's Resolution.
First Plum About to Drop in Unique Rebate Scheme..... 21
Correspondence..... 22
Among the Trade..... 28
Window Dressing for Grocers..... 29
Legal Department..... 30
Want Department..... 31
Baltimore Prices-Current..... 33
New York Price-List..... 34
"Grocery World" Prices-Current..... 35

Index to Advertisements.

PAGE

"Advertising World"..... 21
Anker's Bouillon Capsules..... 27
American Can Co..... 15
Arbuckle Bros..... 44
Atmore & Son..... 44
Atsatt Bros..... 36
Baker, W. H..... Cover 3
Baker & Co., Limited, Walter..... 32
Beardsley's Sons, J. W..... 5
Bell & Sons, Samuel..... 41
Bell Co., The William G..... 38
Bennett Register Co., The..... 20
Bishop, R. W..... 18
Blooker's Cocoa..... 21
Borden Condensed Milk Co..... 46
Bower & Co., John..... 45
Bown Bros..... 36
Boyer, Radford & Gordon Tank and Pump Co..... 6
Bradstreet System, The..... 21
Brown & Co., P. F..... 6
Buckley, Elton J..... 8
Burk, Louis..... 3
Burt-Olney Canning Co..... 41
Cauchois & Co, F. A..... 6
Chalmers' Sons, James..... 5
Cleveland Health Food Co..... 5
Consolidated Law Association, Inc., The, 50
Cowan & Sons, H..... 36
Crescent Mfg. Co..... 16
Croft & Allen Co..... 38
Daetwyler & Co., R..... 32
Dilliard Remedy Co..... 19
Dixon Crucible Co., Jos..... 4
Enterprise Mfg. Co. of Pa., The..... 43
Esterbrook Steel Pen Co., The..... Cover 4

PAGE

Exton & Co., A..... 3
Favorite Cigar Co..... 21
Fell Manufacturing Co., E. C. ..... Cover 2
Fischer & Co., B. 11
Fleischmann's Yeast..... 32
Flesch, J. A..... 47
Forbes, J. P. 16
Franklin Sugar Refining Co..... Cover 4
Freihofer Vienna Baking Company..... 5
Fulton & Walker Co..... 48
Galesburg Cornice Works..... 21
Goff & Sons Co., S. B. ..... Cover 1, 19
Gold Medal Flour..... 41
Grocers' Printing Co..... 32
Hagan & Co., Arthur..... 40
Harding & Co., E. E. 16
Hawkins Sons, B. 32
Hires Condensed Milk Co..... Cover 1
Indexed Coupon Books..... 16
Johnson, A. W..... 22
Kellogg & Sons, H..... 21, 36
Kingsbury, H. P. D..... 42
Kirk, Foster & Co..... 28
Knight Cooking Extract Co..... 19
Lamson Consolidated Store Service Co., 37
Lautz Bros. & Co..... Cover 2
Lutz & Schramm Co..... Cover 2
Maher's Veterinary Hospital, Dr... Cover 1
Malta-Vita Pure Food Co..... 4
Martindale & Co., Thos..... 36
Mentor Cigarette Co. 40
Mince Meat..... 44
McCahan Sugar Refining Co., The W. J., Cover 3
Nicelle Olive Oil Co..... 40
Oswego Maize Products Co..... 46

PAGE

Pennywash Co 19
Philadelphia Electric Co., The..... 39
Piqua Bracket Co..... Cover 2
Pressing & Orr Co., The..... 42
Pulver Chocolate and Chicle Mfg. Co..... 21
Quaker City Preserve Co..... 21
Rae's Lucca Oil..... 36
Ralston Purina Mills..... 39
Reeve, James Knapp..... 45
Ritter Conserve Co., Philip J..... 37
Royal Milling Co..... 41
Royal Specialty Co..... 27
Sauer Co., C. F..... Cover 4
Scott & Co., Inc., John..... 9
Shafer Co., Jacob C..... 27
Shane Bros. & Wilson Co. 16
Shinn & Kirk..... 42
Snider Preserve Co., The T. A..... 15
Stickney & Poor Spice Co..... 6
Strasbaugh, Silver & Co. 27
Swift & Co. 45
Swift & Co., Gloucester, Mass..... 27
Toledo Computing Scale Co..... Cover 1
Tongue & Bros., R. E..... 27
Troemner, Henry..... 49
Union Mercantile Agency 50
Walker Patent Pivoted Bin Co..... 48
Washburn-Crosby Co..... 41
Weller Co., The J..... 3
Welles & Davis Mfg. Co., The..... 40
Wells & Richardson..... 13
Wilde's Sons Co., Samuel..... Cover 3
Williams & Co., B. L..... 19
Williams Bros. Co., The..... 47
Wrigley Mfg. Co..... 4
Young & Co., Chas. W..... 20
Young, P. D. F., W. F..... 32

"Grocery World" Sends Challenge to "Woman's Home Companion"

Weird Statements in the January Article Arouse Strong Suspicion of Article's Truth. Groceries Bought at Dirty and Clean Stores in "Philadelphia Suburb." Prunes Sold as "Seconds." Strange Mixture Sold as Mocha and Java Coffee. A Challenge to Disclose the Name of the Suburb and the Names of the Stores.

The "Woman's Home Companion," in its articles attacking grocers as a class, is growing somewhat incoherent. The title of the January article is "Can we afford to be clean?" This article discusses a variety of matter, based on the difference between a number of articles alleged to have been purchased first of a dirty grocery and then of a clean one, both said to be in "a summer resort within easy access of Philadelphia." The extent to which the article is really true may be judged from the statement made that the prunes bought at the clean store were sold as "seconds." Another statement that the "Mocha and Java" coffee bought at the dirty store proved to be a blend of Mocha, Java, Rio and chicory also gives an idea of the truth of the article. From the time the sale of coffee began there has probably never been such a combination as Java, Mocha, Rio and chicory. Further, under the food laws it can be stated as a fact that there is literally no mixture of coffee and chicory on the market to-day, unless it is so labeled.

The "Grocery World" does not know, of course, but it believes the "Woman's Home Companion" article to be mostly fake, conjured up out of a lively imagination to make a point. In order to bring out the truth the "Grocery World" has sent a marked copy of this article to the "Woman's Home Companion" and has challenged its editor to name the Philadelphia suburb referred to and also to give the names of the two stores located in such suburb at which he claims to have purchased goods of such widely varying quality. The gist of the January article follows:—

> She is one of those delightful, old-fashioned housekeepers, aged twenty-eight, who still regards the Saturday-night bath as a family institution and who fights incipient pneumonia with onion poultices. Her income is small. Her energy and resourcefulness are boundless.
>
> We stood before a model grocery in a summer resort within easy access of Philadelphia. This grocery was not the largest store in the little suburb—it was, however, a clean store. One window, sparkling like rain-washed crystal, was filled with glass jars containing preserved peaches, canned fruit in irridescent juices, maraschino cherries, mint jellies, etc. In the other were forts and barricades built of imported and domestic canned goods of standard brands, from the humble sardine to pate de foie-gras.
>
> 'The height of my ambition is to trade in that store. Only the summer colony folk can pay their prices, but if ever John and I get rich—"
>
> The pause and sigh of happy anticipation were eloquent of the joys which that model grocery would then unfold. Whereupon we turned our backs on temptation, cut through an alley to the street where native marketers congregate, and entered a grocery which was not a model one. The windows needed washing; so did the counters. Barrels were uncovered, dust filtered into everything, boxes of crackers and breakfast food, piled in hopeless confusion, were fly specked, and in many instances cartons were broken by careless handling, so that dust could enter unchecked.
>
> A side of bacon lay on the ground near the meat block, and clerk after clerk kicked it aside because his hands were too full to pick it up. Flies swarmed on half a ham which lay on the meat block. The floor was as dirty as a combination of sawdust which had not been renewed for days, bacon rind, mackerel brine and tobacco juice could make it. I remembered my hostess' immaculate kitchen, and wondered.
>
> Then her earnest tones broke into my thoughts:
>
> "You're sure it is good tea? I would like to have that nice milk pitcher—Bobbie broke mine only yesterday—but I want good tea, too."
>
> "The best package goods in the market, English Breakfast, and Oolong, perfectly blended, special for to-day, only seventy-five cents—and the pitcher."
>
> "Well, I never paid seventy-five cents a pound for tea—but that pitcher certainly is lovely."
>
> So the bargain was closed. The pitcher had won.
>
> That night at supper the man of the house made a wry face and asked whether the tea had been boiled. The old-fashioned housekeeper looked at the new milk pitcher, and two lines came into her nice, white forehead. Later, when we were doing the dishes together, she "'fessed up."
>
> "That is the first time I ever bought premium goods. John always says you can't get china and quality for one and the same price, but that horrid grocer would not sell me the pitcher. Well, I suppose I'll have to give the whole package to Mary Miller."
>
> Admirable arrangement for Mary Miller, the washerwoman, but at least fifty cents must be charged to waste, for the pitcher could be bought at any china shop for a quarter or less.
>
> It seemed the psychological moment for my experiment, so I said:
>
> "Did you keep your sale slip with the prices of those groceries we bought to-day?"
>
> With a moist hand she tossed me the slip of pink paper.
>
> "To-morrow, just for fun, we will take this list and go to the store where the summer colonists trade."
>
> The old-fashioned housekeeper gave her tea towel a parting twist, flung it over a rack, and announced:
>
> "Now, my dear woman, I don't intend to let you do anything reckless."
>
> "For the good of the cause," I begged; and then she murmured something about folks with theories, and laughed like a child who had been promised a visit to the circus.
>
> And on the morrow we went to the model store.
>
> Here are the lists:—
>
> SALE SLIP FROM UNTIDY STORE.
>
> | | |
> |---|---|
> | 1 lb. premium mixed tea | 75 cts. |
> | 1 lb. Our Own coffee (M. & J.) | 34 cts. |
> | ½ lb. American cheese | 9 cts. |
> | 1 package macaroni | 12 cts. |
> | 1 salmon | 12 cts. |
> | 1 lb. prunes (California) | 12 cts. |
> | 3½ lbs. gr. sugar | 19 cts. |
> | 1 jar sweet pickles | 25 cts. |
> | 1 bt. vanilla | 9 cts. |
> | ½ doz. lemons | 13 cts. |
>
> SALE SLIP FROM MODEL STORE.
>
> | | |
> |---|---|
> | 1 lb. mixed tea, No. 3 quality | 63 cts. |
> | 1 lb. Mocha and Java coffee (ground) | 30 cts. |
> | ½ lb. American cheese | 9 cts. |
> | 1 package macaroni | 12 cts. |
> | 1 salmon | 12 cts. |
> | 1 lb. prunes | 12 cts. |
> | 3½ lbs. gr. sugar | 17 cts. |
> | 1 jar sweet pickles | 25 cts. |
> | 1 bt. vanilla | 10 cts. |
> | ½ doz lemons | 15 cts. |
>
> For her original purchases at the untidy store, my hostess paid $2.20. The duplicate order at the model store footed up fifteen cents less, or $2.05. Allowing that the milk pitcher was worth twenty-five cents on the face of the sale slip, she paid ten cents more for the goods purchased at the model store than for those bought at the less desirable grocery.
>
> But the prices attached to the articles do not always represent their true household value.
>
> To begin with, the "premium mixed tea," on examination by an expert, proved to be not a mixture of Oolong and English Breakfast (a most remarkable combination, by the way), as claimed by the oily grocery clerk, but a low grade of Oolong and green, with a considerable proportion of what is known as "siftings," the whole worth not a penny over thirty-seven cents a pound. The sixty-three-cent mixed tea bought at the model store was well worth in brewing strength and fineness of flavor at least double the inferior brand, and was a real bargain at its price.
>
> But that is not the whole story. Every woman knows that when you use an inferior brand of tea you lose both flavor and strength, and the average housewife uses once and a half the quantity of cheap tea she would need of a better grade. However, if we leave this latter point out of the reckoning, the difference between the price charged for the premium tea, seventy-five cents, and its worth, thirty-seven cents, was represented by a china pitcher which could be duplicated for twenty-five cents. Actual loss here thirteen cents, to say nothing of the difference in flavor.
>
> The second purchase, "Our Own Blend" coffee, put up in an attractive tin can, proved to be not pure Mocha and Java, as was claimed, but a blend of Mocha, Java, Rio coffee and chicory, which could have been sold at a profit for twenty-five cents. The Mocha and Java coffee purchased at the model store came out of the test with flying colors, two-thirds Java and one-third Mocha, with no adulteration, yet it was sold at four cents a pound cheaper.
>
> Now, I hold no brief for Mocha and Java coffee. There are many households where Maracaibo or Rio coffee at eighteen or twenty cents a pound is preferred to Mocha and Java at thirty, but this is not the question at issue. This particular housewife thought she was buying pure Mocha and Java coffee at thirty-four cents a pound, and instead she was receiving an adulterated article.
>
> Perhaps the grocer knew this, or perhaps he had bought the coffee in all honest ignorance. But after long months of investigation, during which I have bought goods in all sorts of stores in many different parts of the country, the conclusion is forced upon me that not only is the average dirty grocer willing to force upon his customer an inferior article in return for a big profit, but he is forced to do so in order to make a living. This is a day of system in the grocery business, as elsewhere. System means order, and order in a grocery store requires cleanliness. The unclean grocer is not a systematic grocer, and the unsystematic grocer loses money in his buying, in the conduct of his store, and in the treatment of his customers. The trade which he loses through untidiness and incapacity, to say nothing of the waste of stock through careless handling of his goods, makes it necessary for him to sell at a higher profit than the man whose store is run methodically, systematically and cleanly.
>
> To return to our price-lists, the cost of American cream cheese at both stores was the same, as was the quality, but there was one important difference. The cheese from the model store was delivered in a wrapping of oiled paper. It had been cut with a clean knife. The cheese from the dirty store had been sliced with a rusty or dirty knife, which left a grayish-brown streak on one side of the piece, and there was an ugly thumb mark near the rind. This dirt my hostess sliced off with infinite care. We weighed these parings, and they tipped the scales at nearly an ounce. Provided my hostess received sixteen ounces to the pound, or eight ounces for nine cents, she lost nearly an eighth of the cheese bought at the dirty store, or more than a cent's worth.
>
> The purchase of macaroni in the package could not be expected to produce startling comparisons between the two stores, because goods put up in packages even from a dirty store are protected against the rusty knife and the smutty thumb. The two batches of macaroni were there-

(Continued on page 27.)

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Attorney and Counsellor at Law
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Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

Oleo Men Assault Food Agent

So Reports Commissioner Foust in Monthly Bulletin. Candy Investigation Under Way. Catsups too Heavily Loaded with Benzoate of Soda about To Be Prosecuted. Some Extracts from the Chemist's Report.

The Pennsylvania Dairy and Food Commissioner again discusses interestingly upon food law matters in the monthly bulletin of his department, the latest copy of which is dated November 15th, and reached the "Grocery World" during the week. Here are some extracts from the editorial pages:—

A singular incident of short-sightedness occurred in Pittsburg some weeks ago. Agent Miller, of the Dairy and Food Division, visited a grocery and purchased samples of oleomargarine, acting in accordance with his instructions. Soon after he left the store the proprietor's two brothers overtook him. They assaulted him with great violence; threw him to the sidewalk and proceeded to rob him of the article he had just purchased from them. Agent Miller was somewhat bruised and cut up in the affray. He immediately brought suit against the two men who had assailed him, charging them with highway robbery, assault and battery and felonious assault. They were arrested and the State will push the case with all possible vigor.

* * *

At a recent meeting of the Retail Merchants' Association of Allegheny county, a resolution was adopted providing that "every merchant report to the secretary of this association any violation of the State food law, giving all the information he possibly can, and that the secretary of the association take the matter up with the State Dairy and Food Department." That is unquestionably the proper attitude for retail dealers throughout the State to take.

* * *

One hundred samples of candy—principally penny goods—have recently been purchased by agents of the Dairy and Food Division and are now in the hands of various chemists. In due time an official report of the results of the analysis will be made public. The goods were bought in Blair, Venango, Warren, McKean, Allegheny, Washington, Bucks, Berks and Philadelphia counties. If the children are eating poisoned or adulterated goods their parents should be put in possession of the facts. On the other hand if the confectionery is pure manufacturers and dealers are entitled to full credit, for their carefulness and their regard for law.

* * *

Some of the agents of the Dairy and Food Division are finding certain catsups which contain twice the amount of benzoate of soda that is announced on the label. This is a serious violation of law and a gross deception of the purchaser. The matter is being carefully looked into and in due time prosecutions will be instituted against offenders.

* * *

When a manufacturer offers retailers an article which he sells for ice cream it should be precisely what it purports to be. Such goods could not be sold for the prices now most popular. Cream costs money. A good article of genuine ice cream, containing nothing but first-class materials would cost double the price for which the inferior article can be sold. Imitations are usually much cheaper than the thing they imitate, and the person who is satisfied with the imitation should be allowed to have it. But the law should step in and prevent the sale of imitation goods for genuine. Every citizen has the right to enter the open market and buy what he wants, but the law should compel the dealer to tell the exact truth.

* * *

Are you exercising the care that you should in the purchase of your goods, in order that you may have the protection afforded you under the new Pennsylvania Food Law, approved June 1, 1907?

Do you examine each invoice? Do you see that the invoice is properly dated? Do you see that the goods purchased are all named in the invoice? Do you see that the invoice bears a guarantee?

The bulletin reports the following apparent violations of the food law:—

Sample bought of William Sheehan, 329 Fifth avenue, McKeesport. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of McKees Rocks Dairy (Chas. Reeder), 310 Chartiers avenue, McKees Rocks. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of C. Martin, 28 Front street, Darby. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Coxes' Restaurant (Alfred M. Cox), 328 Eighth avenue, Homestead. Sold for butter. Chemist's report—Oleomargarine.

Sample bought of Elliott Oyster and Chop House (Walter B. Elliott), 628 Smithfield street, Pittsburg. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Bismark Restaurant (Zuber & Gollier), 142 Sixth street, Pittsburg. Sold for butter. Chemist's report—Renovated butter.

Sample bought of Dundee Creamery (Wm. E. & Henry Ihrig), New Kensington. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of William Sheehan, 329 Fifth avenue, McKeesport. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of G. S. Allshouse, Vandergrift. Sold for vinegar. Marks on package—Brand: Vos camps. Chemist's report—Distilled vinegar, colored with caramel. Low in acidity.

Sample bought of J. M. Wilds, Arnold. Sold for vinegar. Chemist's report—Distilled vinegar, colored with caramel.

Sample bought of Joseph Buller, New Kensington. Sold for vanilla extract. Marks on package—Gold Standard Extract of Vanilla, Gold Extract Co., Pittsburg, Pa. Chemist's report—Misbranded.

STATE HOUSE

CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

The New York Letter

The Christmas Retail Grocery Business. Discussion Still Rife over Calling Glucose Corn Syrup. The Foreign Label Controversy. New Plans for Laws in Grocers' Interest. Small Trade News.

Special correspondence of "Grocery World."

New York, Dec. 27, 1907.

"My cash receipts the day before Christmas were larger than on the same day in any other year for ten years past." So said L. J. Callanan to-day when he was asked about the condition of trade. He added that his entire holiday business has been of the briskest kind and he can see no reason for complaint, from the point of view of a retail grocer. He admitted that in his case the satisfactory conditions are due in part to some of the recent improvements, including the addition of new departments and the waging of a rather lively advertising campaign. However, he added that there were no secrets about these methods and other grocers could use them with as good results.

The sensational press is held responsible in a large part for the financial panic by Mr. Callanan, and he declares that if he were the Commissioner of Police he would have ordered the police to seize the offending papers and destroy the copies that were offered for sale on the streets.

A pleasing instance of the good feeling that may be maintained among men who are in some respects competitors is shown by the Vesey street grocer in adding the confectionery of Park & Tilford to his candy department which he lately started. He says that many have been asking why he put in stock the candy of a firm that are competitors in general groceries. The answer of Mr. Callanan was that any firm which for years has had the reputation of keeping and selling only good groceries would certainly make good candies if it made any and that is his reason for selling this firm's candy.

* * *

More than $1,000,000 have been expended in advertising Karo Corn Syrup, according to a brief filed with the Department of Agriculture by the Corn Products Co., in arguing that it should be allowed to continue the use of the name used in the past to designate the product. It is added that the labels on hand cost $250,000 and would be a loss if it became necessary to change the name. It is expected that a decision of the question as to whether corn syrup or glucose is to be the title will be made in the immediate future.

One of the points raised in the brief is that a German syrup made from potatoes may be introduced here as a competitor of the corn syrup and if such products were all to be labeled glucose it would be unfair to the corn syrup, which actually is made from corn. The department, it is said, made a tentative ruling some time ago that the product really is glucose, the distinguishing elements of corn being eliminated in the process of manufacture, but the ruling was not officially published and thus far no effort has been made to put it into practical effect.

* * *

The importers of food products have won something of a victory, as the Department of Agriculture has decided that it is not essential to have labels printed in English. Regulation 17 has been modified so as to read that the labels should be in English. The word "should" is substituted as a recommendation in place of the mandatory "shall."

Before the regulation was modified the importers had threatened to appeal to the courts. They claimed that there is nothing in the food law itself to justify the regulation requiring the exclusive use of English. In support of the rule, it was said that the use of labels printed in other languages than English will open the door to many kinds of deception. An effort may be made some time to amend the law so as to require English labels, but until that is done the labels in other languages are not prohibited.

* * *

With the coming of the new year the local associations of grocers will get more active in a number of directions. The Legislature of the State will be in session in a few days and the grocers, retail as well as wholesale, have learned that it pays to keep a close watch on what the legislators are doing and to note what they are not doing. The Wife's Liability and the Pure Food Bills which were passed by the last Legislature and were vetoed by the Governor will again be considered, and the question will be as to whether they can be so modified as to meet the Governor's approval as well as that of the legislators. The vetoes of the bills were surprises.

The object that was sought in presenting the food bill last year was to make the State law harmonize with the provisions of the national law. The Governor, it is understood, has no objection to this general purpose, but did not like some features of the bill as it was drawn, but hope is entertained that another bill can be prepared that will meet a better fate.

To the Wife's Liability Bill of last year the Governor offered the objection that the law as it stands gives sufficient remedy to protect the tradesmen. The grocers think that he did not appreciate the extent of their losses through extending credit to families whose assets are all in the wife's name. The law holds the husband responsible and in these cases suits against him are a useless expense adding to the grocer's loss.

* * *

The new officers of the New York Retail Grocers' Union will be installed at a smoker to be given Monday evening, January 6th, in Vienna Hall. The installing officer will be Wm. H. Steinkamp, the counsel of the association. During the evening a vaudeville programme will be presented and there will be a drawing for a Royal Electric Coffee Mill donated by the A. J. Deer Co., the manufacturers. August Eitzen is the chairman of the Committee of Arrangements.

* * *

The money of the Brooklyn Retail Grocers' Horse Insurance Fund is tied up temporarily in the Borough Bank, which closed its doors some time ago. The amount in the fund is something less than $1,000, and it is believed that in time most of it will be obtained from the bank. Pending this a temporary plan has been adopted by the association so that all losses caused by the death of horses are to be met as promptly as usual. A statement was recently received by the association from the State Insurance Superintendent which showed that out of twenty-five companies organized since 1889 to insure live stock this is the only one that has been successful, the others having gone under.

There are 147 members who carry insurance on their horses in this association. In the past year

Two-Minute Sermons for the Retail Grocer

XXIV.—Good vs. Poor Sellers.

There are only two kinds of merchandise. One that sells, and one that doesn't.

Few retailers are able to run their stores without carrying both kinds, however, and in some stores the latter predominates.

It seems to be a mighty safe rule of business to always buy the goods which are already selling, watch closely and never allow your stock of the good sellers to run low. Cut the poor seller until he moves and then keep him out of stock, but never allow yourself to make the mistake of running out of the good seller in order to force the sale of the poor seller.

Too many retailers adopt this policy, and the first thing they know they have nothing but poor sellers in stock and no customers left. They have all gone to some other store to trade, where they can buy what they want.

Nothing makes money for the retailer as fast as quick-selling goods, even though the percentage of profit may be small. It makes a quick turn of the money and no dead stock, and those are the conditions of successful merchandising. The closer you can hold to that rule the better merchant you are, and the only way to do it is to sell dead stock at whatever price it will bring, and never allow your store to run short of good sellers.

F. A. P.

it paid ten losses varying from $50 to nearly $200. The average liability on a horse is $113.04.

* * *

Antonio Perniciaro, an Italian grocer at 363 First avenue, sent for the police Wednesday night, and they arrested a man said to be a relative of the grocer on the charge of attempted extortion. The grocer said that inside of a year he has received fourteen Black Hand letters, and once a bomb was thrown from an elevated train and nearly blew up his store. He got a letter Wednesday demanding money and at night his relative called and asked for $50. Instead of giving the money the grocer sent for the police. The prisoner was held in $1,000 bail for examination.

* * *

E. Naumburg & Co., of this city, were among the signers of the petition of creditors which resulted in the appointment of temporary receivers for the wholesale grocery firm of Adler & Co. at New Orleans. It is said here that the firm will probably be able to meet all obligations and to resume business.

FRED. A. MCGILL.

Even Want Pure Food in South Africa.

Correspondent Sends Some Data as to Inspecting Foods in Cape Town. Powdered Egg Business a Coming Industry.

Special correspondence of "Grocery World."

Washington, D. C.,
Dec. 26, 1907.

The fad for food inspection, if such it can be called, has extended even to South Africa. Consul-General J. G. Lay, of Cape Town, sends some data regarding the inspection of canned goods entering that territory. I extract from this data the following:—

> During the year, a fairly large number of samples of tinned foodstuffs were examined, chiefly from cargoes which arrived at the Cape Town docks. A small proportion of "blown" tins were found in many instances, these being easily recognized by the official inspector; some brands of imported goods contained more bad tins than others, but in most cases they were the result of imperfect soldering. One special brand of tinned sausages, among which a very large quantity of bad tins were found, appeared to have been imperfectly sterilized before the tins were finally closed up, as no break nor leak could be found in the tins.
>
> The contents of some hundreds of unblown tins of various American canned goods were carefully examined, both microscopically and by cultural experiments, but no noxious nor foreign material could be demonstrated. So far, our experience goes to show that much of the adverse criticism regarding this class of foodstuff has been grossly exaggerated. The vast majority of tinned goods imported into this colony appear to be perfectly wholesome and desirable articles of food. "Blown" tins are, as a rule, due to accident, and give such timely warning to one's senses that I am perfectly certain no one would be in danger of consuming the contents.

* * *

Consul Thomas H. Norton, in a report from Chemnitz, Germany, states that much interest is felt among German chemists charged with food investigation over the reported degree of success which has attended efforts to preserve eggs by desiccation. The process was invented by a chemist of Victoria, Australia. The results obtained have been so satisfactory that the Farmers' and Settlers' Co-operative Society, of Sydney, has erected an extensive plant for the manufacture, on a large scale, of "egg powder." The process is simple. Eggs freed from the shells are dried at the relatively low temperature of 54.5 degrees C. (130 degrees F.). The operation can be rapidly executed in containers kept at this temperature, from which the air has been exhausted, and from which likewise the aqueous vapor is withdrawn as fast as given off by evaporation from the eggs. The advantage of this method consists in the fact that there is no alteration in the chemical composition of the eggs. There is simply a loss of the greater part of the water held mechanically in combination. When thoroughly desiccated and brought by pulverization into the state of coarse powder the egg material can be preserved for an indefinite period in ordinary packages if kept in a dry place. The eggs are "reconstituted" by the simple addition of water to the dry powder, the resultant mass being quite indistinguishable from newly beaten-up eggs. Before the method was accepted as a basis for industrial exploitation, it was submitted to exhaustive critical tests by the Victorian Department of Agriculture, which demonstrated that purity, ease of digestion, flavor, etc., were entirely unaffected by the operations of desiccation, preservation for a long period, and reconstitution by the addition of water, provided that fresh eggs were employed at the outset.

HOLT.

The Dog May Bite

Honestly, you will be much more likely to succeed by pushing **Hotel Astor Coffee** than by pushing a blend of your own.

We have been in coffee blending for many years. Obviously, we must know more about it than you do. And then **Hotel Astor Coffee** has been tried on the dog—the hardest dog to please in the United States—the patrons of the most exclusive hotels of New York City. The dog pronounced it good at once, and with the stamp of weighty approval upon it we offer it to you.

When you blend your own coffee the dog you try it on is your own customers—that's risky; the dog may bite.

A perfect blend of superfine coffee. For the very finest trade.

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

Grocery World

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Respectfully Submitted to the Roth Packing Co.

The "Grocery World" respectfully submits to the John C. Roth Packing Co. that they are making a mistake in running advertisements like the following to consumers:—

DOVE BRAND HAMS

Are everywhere. All grocers keep them, though they may be kept in the background in order to sell a cheaper ham. Don't let that influence you for a moment! If you want a high-grade ham, call for Dove Brand and you will get it. Do not stand any evasion. Insist upon Dove Brand, and don't be imposed upon through substitution. These hams are produced by methods which insure supreme excellence in purity and flavor. It costs us 40 per cent. more to cure them in the old-time, legitimate way, but you get 50 per cent. more in quality, provided you insist.

The reason you are making a mistake, gentlemen, is this: Grocers see these advertisements, and they don't like them. How could they like an insinuation that they would cheat their customers by palming upon them an inferior product? Even if it were true it is poor policy to say so, for two reasons: First, you anger the grocer and arouse him to work against you, and in such a contest he will always have more influence with his customers than you will; and second, you arouse the entire trade, guilty and innocent alike, by making your charge general.

Remember this, which is almost too fundamental to need to be told: You can always get more favors, more fairness, more everything, from a friend than an enemy, and it seems like bad business to make enemies among the men upon whom you must depend to distribute your products.

Hard Times for Mail Order House.

These be melancholy days for the large mail-order houses, meaning particularly Sears, Roebuck & Co., of Chicago. Indicted by the United States Government, its stock heavily slumped, and its business so reduced, by the loss of public confidence and the money troubles together, that the concern feels compelled to offer more expensive premiums for orders than have ever been known before.

In a circular just issued Sears, Roebuck & Co. offer premiums for orders amounting to $50, $100, $170 and $500, which are quite unprecedented in their *apparent* expensiveness. For instance, for $500 worth of orders a piano is offered!

This premium offer gives some insight into the "small profits" of the mail-order houses. Assuredly a profit is still being made even with the premium included; otherwise the concern would prefer to keep its goods. The piano given with $500 could scarcely cost less than $100, and even at that it would be close to trash. Which means that Sears, Roebuck & Co. can seemingly lop 20 per cent. off its price and presumably still make a profit.

The Business Lie.

The "Grocery World" has once or twice discussed the new type of falsehood which modern business methods have bred: the business lie; a statement which judged by ordinary standards would be a flat falsehood, yet which when told in the course of business becomes merely a necessary and justifiable suppression of the truth.

The large Trusts and combines tell these lies a hundred times a day. Witness the Tobacco Trust's several times reiterated statement that it had no connection with the chain of cigar stores which does business under the name of the United Cigar Stores Co. Yet at one of last week's sessions of the Governmental inquiry into the Tobacco Trust's methods, held in New York, the following testimony was given:—

J. G. Whelan, president of the United Cigar Stores Co., was then called to the stand and examined by Mr. McReynolds. Mr. Whelan stated that the United Cigar Stores Co. had been organized in 1901 by his efforts. Previously the witness had been in the retail cigar business in Syracuse. He had consulted with officers of the American Tobacco Co. about starting the United Cigar Stores Co., but got no encouragement. However, he went ahead on his own account. The first store of the United Company was at 84 Nassau street. The company has now 408 stores throughout the country and it had probably closed about fifty stores. The cities in which the company had stores were New York, Philadelphia, Boston, Pittsburg, Providence, Springfield, Buffalo, Rochester, Cleveland, Toledo, Cincinnati, Chicago, Indianapolis, Minneapolis, St. Paul, San Francisco, Oakland, Los Angeles, Spokane, Seattle, Portland, Houston and Galveston. In New York it has 163 stores.

November 2, 1901, the witness said, the United Company had sold 57 per cent. of the stock to the American Tobacco Co. The company had been started with a paid-up capital of $2,500, which had been increased to $52,000 when the transaction was made with the American Company. The stock had been transferred in the name of Mr. Averett so the ownership of the company by the American Company was not revealed by the United Company's books.

Which means, obviously, that every time the Tobacco Trust said, since 1901, it had no connection with the United Cigar Stores Co. it lied. The officials who dictated and gave out the lie may not have called it that, but that's what it was nevertheless.

We shall never be as decent as we ought to be until we cease to have one code of honesty for private and another for public life.

The Legal Status of Modern Ice Cream

The Pennsylvania Dairy and Food Department discusses modern ice cream in the latest issue of its bulletin, reflecting severely upon the fact that in this day no ice "cream" is made of cream, but more often of milk. The Pennsylvania Commissioner takes the position, as do most food authorities, that ice cream which is made wholly of milk, or partly of milk and partly of cream, is a fraud on the consumer, who when she asks for ice cream expects to get ice *cream*.

The "Grocery World" does not believe this argument to be sound. It is admitted that if a consumer when she asked for ice cream had in her mind a definite picture of a product made wholly of frozen *cream*, then she is defrauded when

Pennsylvania Attorney-General Says Food Law Violators Can be Jailed.

Renders an Opinion to the Dairy and Food Department that Where Defendants Fail to Appeal From Magistrate's Decision or to Pay Their Fine, They May Be Imprisoned.

The trade has been somewhat aroused during the week by an opinion rendered the Pennsylvania Dairy and Food Department by Attorney-General Todd, as to the legal rights of the department in collecting the penalty imposed by the new State food act of 1907, from defendants without sufficient property to pay it. The Attorney-General says if a defendant fails to pay his fine or take an appeal he can be sent to jail.

The food law of 1907 abolishes the criminal fine which was imposed by the old food law of 1895 and imposes simply a civil penalty which is supposed to be collected as other debts are collected. The question has arisen whether the punishment clause of the law can be defeated by the fact that the defendant is without property in excess of $300, a condition which would surely defeat the collection of any ordinary debt. Several Philadelphia cases took this turn, and the Food Commissioner appealed to the Attorney-General. That official decides that where a defendant neither appeals from a magistrate's decision nor pays his fine, he can be imprisoned on account of its nonpayment. The opinion is extremely important and will vitally affect the enforcement of the food law in all sections of the State.

given something made of milk. But no such picture exists. Ice cream in the average person's mind means a frozen, flavored substance, of which the foundation is milk or cream. As to whether it is made altogether of cream, or of half cream and half milk, or even of all milk, the "Grocery World" contends that the consumer never thinks. Accordingly she is not deceived and there is no fraud.

It is clear, however, that there is no excuse whatever for loading ice cream with cheap gelatines and other fillers, in order to seem to supply it with a body that the milk or cream should itself give.

Written for the "Grocery World."

Ignore Leaf Style In Buying Tea.

So Says a Well-known Chicago Tea Expert. One Reason Why United States is Not a Tea Drinking Country Is that Grocers Are Not Particular Enough about Quality of Tea They Sell.

Why is it that in England tea is a national beverage?

Why is it that Russia consumes more tea than any nation on the face of the globe, with the exception of England and countries where teas are grown?

Why is it that the consumption of tea in the United States of America remains at a low percentage per capita?

Such questions are easily answered. In the countries first mentioned the quality of good tea is thoroughly understood and insisted upon, while in the United States the consumer is only too apt to take whatever is handed out to him. You cannot name a line of merchandise that so many persons are dissatisfied with as is the case with tea. The sooner the merchant realizes that there is quality in high-grade tea and that he cannot expect the profit on tea to make up the deficit of all the other merchandise he sells, the sooner will the discontented consumer be won over to a friendly feeling towards the consumption of tea.

I do not mean that all dealers always try to foist a poor article on their customers—there are many doing their utmost to obtain values for their trade, but too often the craze for giving premiums, such as cheap china, pictures and rocking chairs, gets into the blood and induces some to turn out the cheapest kind of tea or better called "stuff" in order to include a present at the price asked.

It needs no argument to convince that under such conditions not even reasonable tea value can be given, although the premiums be what they may, and the purchaser be a judge of the same, about the tea itself, the least said the better. Good tea, like good meat, good butter and all good foods costs more than the poor article, but gives many times the pleasure to the palate, and at a comparatively small difference in price. Furthermore, the matter of health enters largely into the question. No premium of whatever value would induce a housekeeper to take bad meat, for instance, while a low grade of tea, lacking in true tea flavor and with its essential oils turned rancid or fishy, is just as bad. Added to which frequently is a large percentage of coloring matter to hide the dead leaf, abundant in this grade.

There are few things quite so pleasant and stimulating as the high-grade article and fortunately there are some grocers and importers who insist upon having the best and are endeavoring to educate their trade to the appreciation of pure high-grade tea.

Aiding this result, an air-tight canister to protect the tea from outside influence so that it will not absorb the impurities prevalent in many grocery stores is most important, and the grading should be by the best of experts. This combination gives the grocer a perfect tea department.

In conclusion, if a grocer will buy correctly, handle correctly, and sell correctly, ignore the style of the leaf and look to the drinking value only, he will quickly regain many of the lost tea consumers and make himself a unit in the great battle to increase the per capita consumption of tea in the United States of America.

GEORGE LEWIS,
Of George Lewis & Co.
Chicago, Ill.,
December 26, 1907.

Better Butter Through Better Color Means Better Profits

Every grocer knows that while good butter poorly colored may be good to eat, it is bad to sell.

It is the rich, June shade in all seasons which commands the highest price.

Dandelion Brand Butter Color
PURELY VEGETABLE

yields that rich, June shade all the year round.

None of it is ever lost through storage, since it never deteriorates.

It is the standard butter color of the world.

Write to-day to us or to your Wholesaler for sizes, prices and advertising matter; and as soon as you receive them, your first order will be sure to follow promptly.

This Trade Mark has appeared on our Butter Color for over 25 years.

WELLS & RICHARDSON CO.
BURLINGTON, VERMONT

Do Close Business in Months to Come

National Secretary Green Says Hard Times Are Not Over and Retail Grocers Should Sail Close to the Wind in Every Way. Growing Opposition to Parcels Post. Close Competition in England. New Associations Being Formed.

Special correspondence of "Grocery World."

Cleveland, Ohio, Dec. 26, 1907.

Business conditions are rather critical at the present time. It will need care, judgment, and the best that the individual can bring to make his business pay. Where can I improve on my methods of last year? Can I effectively reduce my expense account? Can I do business in the same manner as formerly? How can I stop the leaks? These and many more questions will present themselves to you. Stop and think.

To the grocers of the United States I would advise careful buying; closer attention to detail; closer accounts; careful credits. A merchant who has learned to say "No" is in the best position.

In the last few years men have become careless. This stringency, if that is what they call it, did not come in a week. It will not leave for many months. Some may call this pessimism. It is optimism. The grocer who can see the true situation and profit by it will come out ahead.

Our organization has come to the front very materially this year. Men talk about it, attend the meetings, give their attention and influence to it. If we have accomplished much in the past, much more is expected now. The officers feel the responsibility and are doing all they can to merit the confidence and assistance of the membership.

With best wishes for futnre prosperity, a Merry Christmas and a Happy New Year.

* * *

Letters continue to arrive at this office in regard to the position of the National Association of Retail Grocers upon the parcels post.

Not only do these inquiries come from the grocers and grocers' organizations, but from people in all lines of retail trade.

Many of our Congressmen have come out openly and declared their intention of opposing any measure of this kind during the next session of Congress.

Others have not publicly declared their opposition who are known to be opposed to it.

The outlook at the present time for any amendment to the postal laws along this line is not very encouraging to its supporters, but our position can only be maintained by energetic and vigorous work.

The retail hardware men, jewelers, furniture men, and almost all other crafts besides the retail grocers have taken it upon themselves to oppose it.

It is noticeable at this time that there has been no outward demonstration other than the Postmaster-General's to amount to anything in favor of such a proposition, but that does not mean that forces are not at work creating and crystalizing sentiment in its favor. The wholesale interests are beginning to realize that it is not to their best interests that this kind of legislation be passed. In connection with this is the commercial travelers of the United States, who feel that it will materially interfere with their business affairs.

Whether the sentiment created will be strong enough to keep Congress for any length of time from passing any measure along these lines remains to be seen, and it is for this purpose that the attention of the trade in general is called to the fact that nothing should be left undone to prevent the passage of any such legislation in the near future.

* * *

In these days of close competition among the American retailers, and especially grocers, we are apt to think that in no place is competition so keen as in that which we live and do business, but by an extended observation any one can plainly see that conditions do not vary in any part of the Union. There may be different methods of doing business and a larger variety of merchandise in some places than others, but men in our line of business seem to be all alike, and not only is this so with us, but a review of the English grocery journals would lead us to believe that conditions there among the retail grocers are no better or different than those existing here.

The "Grocery World," published in London, Eng., in its issue of November 28th, describes conditions existing among the grocers of Birmingham. We quote from the paper:—

> When no tea can be purchased in the wholesale market at less than 1s. 0½d., (26 cents) it can scarcely be described as fair competition for grocers to sell any at a shilling (25 cents). This is what the Birmingham and Midland counties have been trying to bring home to the minds of the directors of large trading concerns and individual grocers in the city.
>
> An effort has been made to secure the co-operation of these gentlemen in abolishing the sale of shilling tea, but we regret to say with little success. At a meeting of the council last Wednesday, it was reported that whilst the advance made by the association had been well received in some quarters, it had been rebuffed in others. The only thing that remains for members to do is to show an example to unscrupulous competitors by adhering strictly to prices that yield them a profit. If they show that quality is their first consideration, their customers will not grudge a little more than a shilling a pound for their tea.

* * *

It is very satisfying to note the work that is being done along the line of organizing new associations. Advices received from almost every State where there is an organization is that new local associations are being formed every week.

Word has just been received from Wisconsin that never before has the work of organization been pushed to such an extent as it is at the present time. Eleven new associations have been formed, containing about 300 members within a short space of time. For some time past correspondence has been kept up between the different towns in the State of Kentucky and the national officers. Unless something unforeseen happens, a new State association will be formed in Kentucky January 14th and 15th.

JOHN A. GREEN,
National Secretary

Colorado Grocers Convicted of Maintaining Trust.

United States Court Says They Have Been Carrying on an Illegal Combination and Enjoins Them From All Future Efforts to Control the Price.

The Retail Grocers' Association of Colorado received somewhat of a setback during the week, when the United States Circuit Court declared that they were maintaining an illegal combination in restraint of trade and issued an injunction forbidding all future efforts to control the price.

The decision is the outcome of prosecution started by the Attorney-General of the State on complaints that the association of that section has been setting prices for commodities and had resorted to measures to enforce their rulings to such an extent that the association had partaken enough of the nature of a trust to bring it under the ban of the court.

Year's Foodstuff Imports Increase, Exports Decrease.

Food Products Share in Most Wonderful Year Since Foreign Commerce Began. Increase Mostly Shown in Imports of Coffee, Cocoa and Sugar.

Special correspondence of "Grocery World."

Washington, D. C.,
Dec. 27, 1907.

The foreign commerce of the United States in 1907 makes a new record both as to imports and exports. While but eleven months' figures are yet available, the record for that period so far exceeds that of any corresponding period of earlier years as to justify the statement that the total of both imports and exports will be larger for the calendar year 1907 than in any preceding year in the history of our commerce. The figures at hand justify the estimate that the imports of the full year will exceed 1,400 million dollars and that the exports will probably exceed 1,900 million dollars.

The growth in the foreign commerce occurs chiefly in manufacturers' materials and manufactures. In foodstuffs there is a slight increase in the importations, but a decrease in exportations, as measured by values. Foodstuffs in a crude condition imported show an increase of about $20,000,000, and foodstuffs partly or wholly manufactured an increase of $17,000,000.

The principal foodstuffs showing an increase in importations are coffee, cocoa and sugar. Coffee imported in the ten months ending October, 1907, amounted in value to $60,500,000, against $52,750,000 during the corresponding period of last year; co-

coa to $12,750,000, against $7,500,000 in the corresponding months of last year; sugar to $77,500,000, against $68,500,000 in the corresponding months of the preceding year, this increase in total value being due in part, however, to advanced prices, the quantity of sugar imported in the ten months ending October being 3,567,600,380 pounds, against 3,358,148,621 pounds in the corresponding months of last year. This, however, does not include the sugar brought from Hawaii and Porto Rico, which now forms an important factor in our sugar supply. The quantity of sugar brought from Hawaii in the ten months ending October, 1907, was 802,772,460 pounds, and from Porto Rico 406,899,661 pounds, neither the Hawaiian nor the Porto Rican sugar being included in the statement of imports, since Hawaii and Porto Rico are now customs districts of the United States and the merchandise from them is therefore no longer included in the statement of imports from foreign countries.

HOLT.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Marrowfat Peas.

These are a very choice but late variety of peas, grow very tall, and have a sweet and very agreeable taste. When dried they have a wrinkled appearance.

—

Marsala Wine.

A Sicilian white wine, somewhat full-bodied, generally containing a high percentage of absolute alcohol.

Rather darker than sherry, it resembles second-class Madeira in color and in flavor. It is a good sound useful wine, and is much improved by age. Marsala is generally cheaper than sherry, which indeed it often replaces.

—

Meat Extracts, Essences and Juices.

These are mostly prepared by soaking chopped meat in water, and then gradually heating till partly dissolved, when about one-eighth of the weight of the meat will be drawn out into the water.

This solution is afterwards evaporated to a more or less pasty consistency, and about 30 pounds of meat is thus reduced to one pound.

It is claimed that this contains the principal salts and savory constituents of the meat, and it is therefore recommended for making beef tea, broths, soups, etc., by simply adding hot water and seasonings.

In preparing some extracts the residue of the meat is dried and powdered, and finally added to the juicy element.

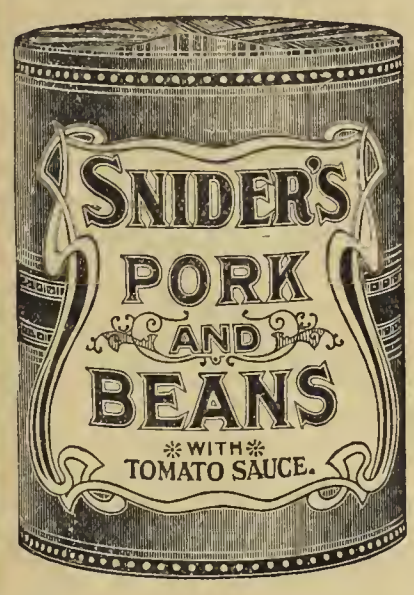
—

Mocha Coffee.

This most esteemed of all coffees has long been cultivated in Arabia, and derives its name from the seaport town of Mocha or Mokha, in Yemen, Southern Arabia, whence much coffee is exported.

The two varieties of this coffee best known are the Long Berry, and the Short Berry, or Alexandrian. They are both somewhat small, the former is greyish-yellow in color, and gives a rich mellow liquor, the other is smaller and of a pale greenish-yellow tint, and the infusion is much the same as the other, but cleaner and more delicate. Beans of quite brown color are often noticeable among both sorts.

Please Your Trade—and You'll Hold It



Many of your customers leave it to you when they order a can of Pork and Beans, because they have confidence in your judgment and ought to know what kind are the best, even if you don't. If you do know, you have tied your customer to you; if you don't, you are taking a chance. Don't take chances with your trade, it is risky. Just open a can of

Snider's Pork and Beans

serve it on your own table, and you will know you are safe in telling your customers to stick to that one brand.

The T. A. Snider Preserve Co.

Makers of Snider's Catsup **CINCINNATI, OHIO**

NEW YORK OFFICE 105 Hudson St. | BOSTON OFFICE 46 Clinton St. | CHICAGO OFFICE 12 & 14 State St.

The **"Palace" Spice Cabinet** is one of the handsomest, if not the handsomest, spice Cabinets we make.

It is one of those fixtures which make a Grocery Store a beauty spot; that make a man run his eye over his well-equipped place with pride and satisfaction.

ARE YOU PROUD OF YOUR STORE?

The **"Palace" Cabinet** is shown on page 23 of Catalogue No. 4. Its design is new and original. Six compartments holding 10 pounds each. Two small spice scoops with each cabinet. Write for prices and a copy of the Catalogue.

American Can Company

NEW YORK CHICAGO SAN FRANCISCO

MAPLEINE

MAPLEINE

The new vegetable extract with the genuine old-fashioned maple flavor. A product that sells rapidly wherever introduced. Makes **syrup better than maple** at a nominal cost and is most delicious for flavoring candies, cakes, ice cream, puddings, etc. Write us or ask your jobber.

Crescent Mfg. Co., Seattle, Wash.

E. E. HARDING & CO., Agts., Philadelphia

CHAS. W. JACOBS & ALLISON, Agents, NEW YORK CITY

GOING SOME!

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Over the same month last year. Each month, except one, has shown a decided improvement. THE INDEX, reliability, quality, prompt deliveries, the F. O. B. destination by Express, EXPRESS CHARGES PAID BY US, please old customers and they bring us new ones.

"Have used your books for twelve years. Enclosed find order from N. C. Campbell.
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SHOW IT!

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where it can be seen. Get the benefit of the advertising. Don't let the other fellow please your customers first. BE QUICK.

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MILLBOURNE MILLS
63d and Market Sts.

THE GROCERY MARKETS

Tea.

The tea market is quiet, as it always is around the holidays, but there is absolutely no sign of weakness anywhere. Some business has been done during the week, and holders are looking forward to a good business in January, as stocks of tea, particularly low grades, are low. There have been no changes of any character during the week. The consumptive demand is moderate.

Coffee.

The coffee market has been deadly dull during the past week, owing to the holidays. Transactions have been very small, and prices, either options, or spot, show no change whatever. The receipts of Rio and Santos coffee at shipping points in Brazil still show a radical deficiency as compared with 1906. Lately they have hardly been equal even to the record of 1905. The demand for Brazil coffee is light. Mild coffee is steady and unchanged. Java and Mocha are steady and unchanged.

Sugar.

The raw sugar market has strengthened considerably during the past week. Europe has advanced, through some apparent tendency to speculate. The Cuban season is being badly interfered with by the rains and only thirteen factories are grinding, as against 112 at the same time last year. This, with some other collateral causes, is likely to cause a sharp shortage in raw sugar next month, and possibly an advance in the price of refined if it continues long enough. Refined sugar is unchanged for the week, and is in light demand

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup shows no change and is in fair demand. Sugar syrup is moderately active at ruling prices. New-crop molasses is now becoming a factor, and is wanted. Prices show no further change from the last advance. It has developed that of the current crop the proportion of first grades will be light, while seconds and thirds will be plentiful.

Fish.

The fish market has been very dull during the week, though without any weakness. Mackerel are quiet, but all grades are firm. After the turn of the year, when the demand for mackerel reopens, the scarcity in Norway fish may become pronounced. Cod, hake and haddock are in moderate demand at ruling prices. Salmon is steady and quiet. Domestic sardines are in light demand at unchanged prices. Most holders, however, are hinting that an advance may come after January 1st, owing to light stocks. Imported sardines are still firm, high and quiet.

Canned Goods.

There has been no change in the tomato situation during the past week. There is some buying for immediate wants, at prices that show no particular indication of hardening as yet. There is some reason to believe, however, that a considerable proportion of the jobbing trade will be obliged to come into the market early in the year, and if they do the price of tomatoes will probably advance, unless the report of the 1907 pack shows a much larger production than is expected Corn is very dull and unchanged. Peas remain on the same basis as for many weeks. Peaches are scarce and dull at ruling prices. Apples are unchanged on last week's basis and not very active. The line of small Baltimore canned goods is dull and unchanged. California canned goods are inactive in first hands and prices show no change.

Beans and Peas.

Pea beans seem to have settled down for the present on a basis of $2.25 both on spot and to come forward. The demand is fair. Marrows are quoted at the same price, and are also wanted to some extent. California limas are in good demand at 5¾ cents on spot and a shade less than that to come forward. Yellow split peas are unchanged on a basis of $6.75 per barrel in a large way. Green splits show an advance of $1 per barrel within the last ten days. Green and Scotch peas are firm and unchanged.

Dried Fruits.

Prunes are moderately active and show some underlying strength. Eastern markets are still a fraction below the coast, but some of the coast holders are talking strong, and after the first of the year, if a good brisk demand develops, prices may do

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

better. Peaches are dull and unchanged, as are apricots. Currants are still moving, though the big demand is over. Apples are unchanged and not especially strong. Raisins show no important change for the week, though some Eastern holders of seeded are quoting ¼ cent lower. The coast is a little above the present Eastern parity and feeling stronger. The recent declines in the price of seeded raisins have increased the consumption very materially.

Butter.

The butter market is still in a very firm condition. The receipts of fancy fresh are extremely light, and are immediately absorbed on arrival at top prices. The above conditions applies both to fancy prints and under-grade solids. Stocks of butter in storage are being reduced satisfactorily and the market is very healthy. If there is any change in the near future it will probably be an advance.

Eggs.

The receipts of new-laid eggs continue to increase, and in consequence the market has declined 2 cents per dozen. Stocks of storage eggs are gradually decreasing and prices show no change. The future price of fresh eggs depends on the receipts, and if any change comes it will probably be a decline. Storage eggs will likely remain about the same, however.

Provisions.

The trade in smoked meats is dull, and prices remain the same as a week ago. As values are now on a decidedly low level, they are scarcely likely to go lower. The consumptive demand will hardly increase for two or three weeks. Both pure and compound lard is unchanged, and the market is steady. There will probably not be any change in prices during the coming week. Dried beef, barrel pork and canned meats are unchanged and dull.

Cheese.

The consumptive demand for cheese is at present very light. Stocks are light and prices high. Under grades seem just as scarce as the better grades. There is probably not likely to be any change in prices for some time.

Green Fruit.

Apples, Kings, $4 to $5.50 per barrel; Baldwins, $2.75 to $3.75 per barrel; Hulbersons, $3.75 to $4.50 per barrel; Greenings, $4 to $5 per barrel; Pippins, $3 to $3.75 per barrel; Spitz, $3.75 to $4.50 per barrel; Spy, $3 to $4 per barrel; bulk, 60 to 90 cents per bushel, demand fair; bananas. Jumbo, $1.75 to $2.25 per bunch; 8-hands, $1 to $1.25 per bunch; 7-hands, 65 to 85 cents per bunch; 6-hands, 50 to 65 cents per bunch, demand poor; lemons, $2.75 to $3 per box, demand fair to good; Florida oranges, $2.25 to $2.75 per box; California, $2.50 to $2.75 per box; Jamaica, $1.75 to $2 per box, $2.75 to $3.25 per box, demand fair to good; grapefruit, Florida, $4 to $5; Jamaica, $2.50 to $3.50, demand fair; tangerines, $4.50 to $5 per box, demand fair; pineapples, $2 to $2.50 per box, demand fair to good.

Produce.

Sweet potatoes, primes, 90 cents to $1 per basket; culls, 65 to 70 cents per basket, demand good; Pennsylvania potatoes, 75 to 80 cents per bushel; York State, 73 to 78 cents per bushel; Jersey, 45 cents per basket, demand good; yellow onions, $1.50 per 2-bushel bag, 40 cents per basket demand fair; carrots, 35 to 40 cents per basket, demand fair to good; yellow turnips, 35 to 40 cents per basket; white turnips, 25 cents per basket, demand fair; Danish cabbage, 85 to 90 cents per barrel: Savoy, 50 to 75 cents per barrel; domestic, 15 to 20 cents per basket, demand fair; horseradish, domestic, 10 to 12 cents per bunch, demand fair; watercress, 2½ to 3 cents per bunch, demand fair; parsnips, 30 to 40 cents per basket, demand fair; spinach, $1.50 per barrel, demand fair; York State celery, 40 to 50 cents per bunch; Pennsylvania, 7 to 10 cents per bunch, demand fair; beets, 2½ cents per bunch, demand fair; oyster plants, 3 to 3½ cents per bunch, demand fair.

Nuts.

Peanuts, green, choice, 4¼ cents per pound; fancy, 5 cents per pound; jumbo, 6½ cents per pound; roasted, choice, $1 per bushel; fancy, $1.25 per bushel; jumbo, $1.50 per bushel, demand fair; almonds, 19 to 20 cents per pound; Brazils, 11¾ cents per pound; filberts, 10¾ cents per pound; pecans, 11 cents per pound; walnuts, grenobles, 12 cents per pound; marbots, 13 cents per pound, demand fair.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

No. 1.

Some days fairly active with numerous small orders for assorted goods, with an order or two sandwiched in among them for a carload or two of tomatoes, and, again, other days when it was dull enough all along the line—that's the history of the week in this market. The general trend is, however, in the direction of an improvement in the canned goods business when the new year opens up and inventory time is over and out of the way. That feeling is based chiefly on the fact that the Western as well as the Eastern and Northern jobbers have continued to buy canned goods in this market in small quantities, of course, for immediate shipment during the last sixty days, while the trouble in the money market was at the worst, indicating thereby light stocks on hand and actual requirements. That the canned goods market has suffered, perhaps, the least of any line of merchandise through all these trying, troublous times, is a fact well worth consideration. In any ordinary season the publication of the annual statistics of the pack of tomatoes, corn and peas showing any increase over the previous year has heretofore always, without exception, caused a weakening in the market for those articles and usually a decline in prices. This season the pack of tomatoes has no doubt, exceeded that of any previous season, but the knowledge of that fact was public property a month or more ago and it had no effect whatever on the market values of that article for the reason that the extraordinary demand for the goods caused the canners to ship them almost as fast as packed and the great bulk of them have gone into consumption, the warehouses here being almost bare of them, a most unusual thing for this time in the season. Tomatoes are worth your attention. Corn and peas will easily take care of themselves. Sweet potatoes, spinach, kraut and cove oysters were the articles in demand this week. Fruits of all kinds are very dull. Quotations were practically the same at the close to-day as in the week previous.

Below we give you an interesting table of the quotations on tomatoes throughout the year 1907, showing the range of the prices on all sizes for each month. Next week we will give you our annual table of the opening, high, low and closing prices of every article in the whole list of Baltimore canned goods throughout the year:—

January, No. 2s, 82½ cents; No. 3s, 95 cents; No. 10s, $3.60.

February, No. 2s, 82½ cents; No. 3s, 92½ to 95 cents; No. 10s, $3.60.

March, No. 2s, 80 to 82½ cents; No. 3s, 90 to 92½ cents; No. 10s, $3.60.

April, No. 2s, 77½ to 80 cents; No. 3s, 87½ to 90 cents; No. 10s, $3.50 to $3.60.

May, No. 2s, 80 to 82½ cents; No. 3s, 85 to 90 cents; No. 10s, $3.50 to $3.60.

June, No. 2s, 82½ to 90 cents; No. 3s, 92½ cents to $1; No. 10s, $3.60 to $3.80.

July, No. 2s, 65 to 90 cents: No. 3s, 90 cents to $1; No. 10s, $3.80.

August, No. 2s, 62½ to 65 cents; No. 3s, 82½ to 87½ cents; No. 10s, $2.60 to $2.85.

September, No. 2s, 65 to 67½ cents; No. 3s, 85 to 87½ cents; No. 10s, $2.75 to $3.

October, No. 2s, 70 cents; No. 3s, 87½ cents; No. 10s, $3.

November, No. 2s, 60 to 67½ cents; No. 3s, 80 to 85 cents; No. 10s, $2.60 to $2.85.

December, No. 2s, 60 to 62½ cents; No. 3s, 80 to 82½ cents; No. 10s, $2.60 to $2.70.

Commencing January 1st, bear in mind the transportation lines will put into force the new table of minimum weights governing

carload shipments. A minimum carload of canned goods will then be 36,000 pounds, instead of 30,000 pounds as at present, and it will require the following minimum number of cases of each size tins to make a full carload:—

1,440 cases 2-dozen No. 1 tins at 25 pounds to the case.

800 cases 4-dozen No. 1 tins at 47 pounds to the case.

818 cases 2-dozen No. 2 tins at 44 pounds to the case.

538 cases 2-dozen No. 3 tins at 67 pounds to the case.

668 cases 2-dozen No. 10 tins at 54 pounds to the case.

360 cases 1-dozen No. 10 tins at 100 pounds to the case.

THOS. J. MEEHAN & Co.
Baltimore, Md.

—

No. 2.

The market shows no change. The demand is fair; some orders are coming in each day. In fact occasionally we have quite a run of orders, though there is nothing sustained or snappy about the buying. As a matter of fact, if there were any large stocks of tomatoes on hand and if the packers were pressed to sell, it it quite likely prices would decline. The fact, however, that prices are not declining indicates a pretty good undertone as far as packers are concerned, and it is argued that if this condition continues for a reasonable time after the first of the year there may be a turn for the better. We have gone over the situation in this section pretty well and find comparatively light stocks in the hands of all the packers. This is true of almost every individual, and as far as we can see there is practically no packer in a position where he is forced to let go. Of course, it takes two to make a trade, but from the standpoint of stocks the tomato situation looks healthy.

The Baltimore oyster situation should be very interesting at the present time, and with a little more favorable trade conditions generally there is no doubt but what considerable business would be coming in for this line. We are quoting some cheap oysters, and we believe oysters can be bought to better advantage in Baltimore this year than in the South. This is a reversal of the usual conditions.

THOS. G. CRANWELL & Co.
Baltimore, Md.

—

Imported Fish Products.

Business in this line is rather quiet and only goods intended for the holiday trade are finding ready sale just now.

Holland and Scotch Herrings.—Both are in good supply and in small demand and prices are decidedly in buyers' favor.

Irish Fat Herrings.—In short supply, good demand and prices tending higher.

Irish Mackerel.—Rather scarce, but in poor demand.

Norway Mackerel.—Dull, but firmly held. Stocks are rather small.

Stockfish continues in good demand, with slightly higher prices. Supplies only moderate.

Anchovies.—Rather scarce and in usual demand.

Imported Oil Sardines.—No change in the situation. They are scarce and high and hardly any supplies coming forward from Europe.

Sprats.—Fishing has started in France, but was suddenly interrupted by stormy weather. Some orders had been booked at prices quite some higher than last season's.

Olive Oil.—Fine qualities are scarce and high. The new crop promises well, but there is no likelihood of any change in price before March or April, when the new crop of olive oil will be ready for shipment.

Greek Black Olives.—New crop is now coming in and shows very fine quality. Prices about the same as last season.

STROHMEYER & ARPE Co.
New York, N. Y.

—

Sugar.

The market is strong. A big business has been transacted in new-crop Cubas. It is estimated that over 200,000 bags have been sold. The sugars will be shipped in January.

The new sugar season has commenced. It has opened at prices that yield a good profit. Cuba is making sugar, Porto Rico has started, and the first shipments from San Domingo are on the way. Through a combination of good factors the planters are getting higher prices than they expected. European markets that advanced and have since held firm and the delayed grinding of the Cuba crop with estimates that the output is liable to be substantially under that of 1907 have produced a situation that warranted better prices in the United States. Our refiners have been finishing up this season on reduced stocks and won't have any more than enough sugar to carry them through until their new-crop purchases arrive. It has been necessary for them to provide themselves with a good quantity of sugar for as early shipment as they could get, and they have had to pay the price asked. With conditions as they are to-day there is a good chance for an advance of at least 1-16 cent over present quotations. Early shipment sugar is worth something to the refiners; they want much more than they have purchased, and owners should hold on to the advantage now in their favor as long as they can. It will be quite a while yet before the new crops get under full headway, the arrivals during January at the United States ports won't be heavy, we expect a good business in refined after the first of the year—the country to-day not having any excess supplies in dealers' hands—and there is no necessity of cutting away values until conditions demand it. The Cuban planters complain every year in regard to the prices they obtain for their product. They claim that the net result at the end of each season hardly pays them for the labor and capital they invest in the industry. Next year offers a good chance for them to make their end of the business pay. It should be a good sugar year. The world won't have more sugar than it needs, estimates of many crops have been reduced, and a higher range in prices should prevail. If the Cuban planters will exercise patience, keep their supplies in the island until sold, and not try to force sales at New York, we won't have a market during the first five months of the year ranging from 25 to 45 cents per 100 pounds under the prices made by the rest of the world. It is a good deal to ask, but improvement in the marketing methods of the Cuban planters is the essential point and each step forward they can make in this direction means added revenue to the amount they receive for their yearly crop. Sugar is not a luxury. The whole world needs it, it is cheap enough, and there is no reason why any planter should lose money in the production.

Refined Sugar.—The demand has been fair in withdrawals from contracts and some new business has been doing, with all refiners holding firm at unchanged prices; that is, f. o. b. New York net the American Sugar Refining Co., Howell, and Arbuckle, basis of granulated 4.70 cents; the Federal 4.60 cents, less 1 per cent. cash. The American Sugar Refining Co., New Orleans, is selling on a basis of 4.60 cents, less 1 per cent. cash, to Southern markets and to other territory at 10 points higher.

Domestic Beet Sugar.—Granulated 4.60 cents, less 1 per cent. cash, plus New York or New Orleans refiners' prepaid freight rate.

M. G. WANZOR & Co.
New York, N. Y.

—

Spices.

The market is fairly steady, with no important changes in prices. We look for a large demand after the turn of the year, which should have the tendency to advance prices.

Pepper.—Demand fair, prices being irregular. We look for some large buying after January 1st, which should stimulate the market, as stocks are very low.

Nutmegs.—Demand has increased. Some large sales have been reported by holders who held stock awaiting an advance in the market.

Cayennes are steady and prices are now exceedingly low.

Cloves are very uncertain, owing to the immense stock that has been received at Zanzibar since August last.

Pimento (Allspice) is steady, but unchanged; demand very fair.

Mace.—Demand active; prices steady without change.

Cassias.—There has been practically no change in the market during the week, the demand being fair.

Gingers.—Normal demand noted. We look for an increase from now on. Prices are holding steady.

Seeds.—Caraway is reported slightly higher abroad. Poppy seed is steady but unchanged Coriander in demand at steady prices.

Rubbed sage and sweet herbs are selling well, prices remaining unchanged.

McCORMICK & Co.
Baltimore, Md.

ASSOCIATION NEWS.

Minnesota.

A large proportion of the East Side, Minneapolis, Minn., have made an agreement among themselves to restrict credit among their customers.

The agreement, in full, is as follows:—

> Owing to the stringency of the financial market, and the shortening of credits from wholesale houses and their constant demands for their money when due, we, the grocers of the East Side are forced to take similar action in order to meet their demands and protect our credit. We ask our patrons to pay promptly and in full when bills are due. We cannot carry balances and meet our obligations, so please don't ask for it.
>
> In accordance with the above, we, the undersigned grocers and butchers, hereby agree that on and after December 9, 1907, we shall insist on settlement in full of accounts when due and we all positively agree to carry no balances.
>
> No accounts will be opened under any circumstances where a clear receipt from former creditors cannot be shown. Bills will become due and payable according to terms agreed upon when account is opened, but in no case will credit be extended for a period longer than thirty days.
>
> We further agree to report promptly to the credit department of the Minneapolis Retail Grocers' Association any account which may become delinquent in order that each signer of this agreement may be properly protected.

PATENTS

obtained on inventions and designs. Trademarks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Editor Science of Advertising.

Dear Sir:—Inclosed find some of our ads. Please correct and oblige.

Yours truly,
YATES & McGUIRE.

Inclosed with this letter was quite a batch of clipped newspaper advertisements, nearly all three inches double column. Here are a few of the best:—

A Bargain in Malaga Grapes

Large bunches, plump grapes, tinted and green, the very thing for your Thanksgiving dinner. 20c pound.

YATES & McGUIRE
"THE HOME OF GOOD COFFEE"

CRESCA LAYER FIGS

This trade mark (Cresca) is a guarantee that These figs are the best, cleanest and most perfect fruit grown and packed. The lower layers are just like the top ones. Large, Lucious Figs. We are making a very low price on this lot.

One pound	20c
Two pounds	35c
Three pounds	50c
Ten pounds	$1.50

YATES & McGUIRE, Phone 221
The Home of Good Coffee.

GRAPE FRUIT

Thoroughly ripe and full of juice.

15c to 25c Each

if you are in a hurry Telephone us.

YATES & McGUIRE, Phone 221
The Home of Good Coffee.

Evaporated Peaches

This years crop Large Yellow Halves Packed in one pound boxes to keep them clean and free from Dust.

ONE PACKAGE 25 Cents
TWO PACKAGES 45 Cts.

YATES & McGUIRE, Phone 221
The Home of Good Coffee.

This is pretty snappy advertising. Several of the batch, however, which I do not reproduce, are too general. There's an olive oil advertisement which reads this way: "Olive oil when it is pure is a good food and one you can enjoy. Our Nicelle oil is guaranteed pure by the Government. We have all sizes of cans and bottles." Why not give some of the sizes and the prices? An advertisement without price is really no advertisement at all; at best it is only half an advertisement.

* * *

The other advertisements reproduced above are all good little advertisements. Perhaps the heads could be sharpened up a little. "A Bargain in Malaga Grapes" is good, but plain "Grape Fruit" is commonplace. "Tone up on a Grape Fruit" would have been a little better. Try to write a head that shall contain a little more than the simple name of the goods, which, as I say, is commonplace. In advertisements as short and crisp as these, the name of the goods doesn't make as poor a head as it would ordinarily, as it fits in better with the style of these advertisements—brief, crisp, terse and snappy. But even with this style of an advertisement I think the head can be improved on.

New Brighton (Pa.) Grocers Would Abolish Future Buying.

Retail Grocers' Association of the Above Town Launches Campaign Against Present Method of Future Canned Goods Buying.

Special correspondence of "Grocery World."

Erie, Pa., Dec. 26, 1907.

The Retail Grocers' Association of New Brighton has started a movement to abolish the present system of future buying, which if continued for five years longer and increasing as rapidly as during the past five years, they claim will make the jobber little more than a broker.

The New Brighton Association has also indorsed the resolutions of the DuBois Business Men's Exchange to the effect that pledges be secured from candidates for the State Legislature for the repeal of the present mercantile tax law.

A. M. HOWES,
State Secretary.

Stale Baking Powder Violates Illinois Food Law.

The Illinois Food Commissioner has rul d that old baking powder violates the pure food law, as it loses its leavening strength and defrauds the buyer. He urges buying for not more than three months and keeping the older stock always in front on the shelf.

This Tells the Tale

A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. **"Knight's Cooking Extracts"** is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT'S
Cooking Extract Co.
No. 211 ARCH STREET
PHILADELPHIA, PA.

AGENTS WANTED

To Solicit Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as side line.

How to Make New Trade

New trade and Cash sales are always in demand. If you will send for our new Catalog of Beautiful Premiums (*we send it without cost*) it will tell you how you can not only increase your cash sales, but also how to get new trade.

B. L. Williams & Co.
Successors to WILLIAMS, RIDGWAY & CO.
132 Market Street PHILADELPHIA

Quick Sales
Big Profit
GOFF'S COUGH SYRUP

Write for special proposition and new advertising plans.

S.B. GOFF & SONS CO., Camden, N.J.
ESTABLISHED 1872

Do You

handle a Cough Remedy that is guaranteed to sell and cure—one that satisfies your customers, gives you large profits, and sells without any effort on your part?

If not, let us give you our proposition—a plan that is both novel and effective. It means money to you and brings new customers and holds the old ones. We do not ask you to pay one cent until you have sold the goods. Write to-day and learn about

German Fir

Dilliard Remedy Company
EAST BANGOR, PA.

PENNYWASH

A FAMILY WASHING IN 30 MINUTES FOR 1 PENNY
NO BOILING NO RUBBING
THROW AWAY WASHBOARD, BOILER & MACHINE
Absolutely harmless. Can be used in hard and soft water; saves money, bad temper, lame backs; cleans and purifies everything washable; saves coal and gas
AT ALL GROCERS
Pennywash Co. 1920 Park Ave., New York

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

(One Account at a Time)
Patented March 20, 1906; October 29, 1907.
Other patents pending

DOES YOUR BUSINESS NEED A DOCTOR?

Do you know how much to the penny is outstanding when you close in the evening?

Do you know the condition of each customer's account?

Do your customers "kick" when they settle?

Do mistakes cause customers to get angry?

"The Bennett" Account Always Posted System Cures All Business Ills!

Catalogue for the asking.

The Bennett Register Co.

No. 2 Park Avenue LISBON, OHIO

A Crack-a-Jack New Year's Resolution.

I heard a grocer make a New Year's resolution yesterday that I heartily commend to all you fellows.

He has a good clean store up in Carbon County, Pa.—a store that's made him some money and that'll make him some more if he'll tend to it. But he got a bee in his bonnet and went into some other things that stung him.

I guess from what he said they stung him pretty bad.

He said to me last week:—

"I ain't made a New Year's resolution for thirty years, but I'm going to make one this year."

"Good!" I said, "every man ought to let drink alone."

He laughed. "You know I don't need that sort of a resolution, you old rip!" he said, "though if I'd gone around with you more I probably would."

Almost like refined vaudeville, wasn't it?

"No, sir," he went on, "I'm going to make a 10-horse power resolution to tend to my own business this year."

"Until some 20-horse power scheme comes along," I observed. I knew something of his outside deals.

"All right," he replied, "you'll see. Uncle Bob has learned his little lesson and he knows it by heart. No more outside business for me. I'm done. I've got a good thing here that'll keep me as long as I need a living, and I'm a fool to bother with anything else!"

"My sentiments exactly," I said, "but usually a man has to get burnt once or twice before he finds it out."

"Well," he confessed, "I've got mine this year. I'd hate to tell you how much a certain deal I got into lost for me."

A whole lot of you fellows would be better off if you'd make the same resolution and stick to it. I know you. Your mouths are open for good schemes all the time.

I know exactly how it is. I've been there and dropped my little coin along with the rest of you.

You've been in the grocery business for say fifteen years. Your store's established. You do a good business; it makes you a living and a little more. It don't take much time or care—just runs along in the same old way year after year.

Well, you sort of get tired. Your mind aint fully occupied. The business don't fill it. Just when you're beginning to stretch yourself and yawn, and wish something would turn up, something does turn up.

Maybe it's a perfectly elegant scheme to raise hogs, like a friend of mine had handed to him in 1905. He was in exactly the position I describe. His store was running smoothly, he had some time and some money on his hands, and he sort of felt hungry to get something on the side.

Just then two benefactors happened along, looking for some deserving gentleman to take into the hog business. They both knew all about the business. One was the practical man, who knew how to raise enormous quantities of the most refined hogs from one papa and mamma, and the other was the outside man—he could sell at a profit all the hogs anybody could raise.

All they needed was money. My friend had seen the moon over the wrong shoulder the night before, and there was something coming to him, so the hog kings got up against him first and gave him their story

Oh, they loaded him up clear to the ears. How by saying a few magic words or something like that they could make hogs multiply something fierce, and how there was a hungry market for all that could be raised at a price per pound that would make the first year's profits $8,462.66!

As I said, my friend was after something on the side and he took the hog scheme on. He put up a thousand dollars and went in with 'em on equal terms—their two votes to his one; a fool thing to do in the very beginning.

They leased a place outside the town and began.

I don't believe I need go into the scheme. They built a lot of expensive buildings with steam heat in—that was part of their multiplication idea, I believe, and the thousand dollars soon went.

Then they came to him and said they were just in the midst of things and would have to have more money. So he indorsed their notes and got money from the bank.

At the end of the first year he had put in in cash or made himself responsible for $2,400. I ain't sure, but I believe he told me that up to that time they hadn't sold a single hog.

At any rate, he pulled out, but his $2,400 was gone. He had to pay the notes off, as all the firm had was a fool plant that I believe brought something like $200 when it was sold at auction.

That fellow's stuck so close to his grocery business since that you couldn't stick a pin between 'em.

Except here and there a lucky one, they all learn the same lesson.

Why, look how helpless you are when you get into these outside schemes. Almost always you're only asked to go in to put up the money. It's the other fellow who knows the business, whatever it is, and who's to give his time to it. You've got another business on *your* hands, you can't keep more than half in touch with the new venture, you're not posted on it, and you can't begin to control your partner, though you're responsible for everything he does.

You're like a cat in a strange garret.

I have known *so* many retail grocers to get into outside things, almost always to be burnt.

I don't mean such things as mining fakes now. I mean legitimate business deals, such as the hog bonanza.

One particularly bright fellow—as a grocer—went into the building business with a contractor. The contractor burnt the very hair off him. What did he know about building?

Another one went into the pigeon-raising business, another I remember went in for raising fancy chickens and selling eggs for $5 a dozen.

About a thousand went into raising Belgian hares when that craze was on.

Every one went in with a partner who was always the one who furnished the experience.

And oh, how they got burnt! Some never told me they got burnt, but I could think for myself when they dropped suddenly out of the side business and looked sour for a month.

Stick to your own store, boys. If prosperity gets monotonous, put in a new department and root for that.

Don't put your money into things you can't control, unless they've already made good and you've got some security that your interests are going to be decently taken care of.

If you'll make that as a resolution you'll be glad you did one year from now.

THE STROLLER.

First Plum About to Drop in Unique Rebate Scheme.

First Check in Corn Products Co's 1906 Rebate Scheme to Be Forthcoming December 31st—Another Rebate to Be Offered to Those Who Buy Exclusively of the Company in 1908.

Buyers of glucose are waiting anxiously for their first rebate from the Corn Products Co., which it is expected will be paid on December 31st next. This rebate is in pursuance of the most unique rebating scheme that has ever been devised.

The checks which will be mailed glucose buyers on December 31st will be for sums representing 10 cents for every 100 pounds purchased during the last half of 1906. The plan was to give all buyers who bought only of the Corn Products Co. in 1907 the above rebate on all the goods bought in the last half of 1906. Within the last few days has come another proposition from the Corn Products Co. offering a similar rebate on the 1907 purchases to all who buy exclusively of the company in 1908.

Up to the present time the plan has amounted to comparatively little, as there has been very little competition for the Corn Products Co. to wish to save itself from. During the coming year, however, it is expected that some new glucose concerns will come into the market.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.

BLOOKER'S COCOA

IS A LUXURY TO THE PALATE
A NECESSITY TO THE STOMACH
AN ECONOMY TO THE POCKET

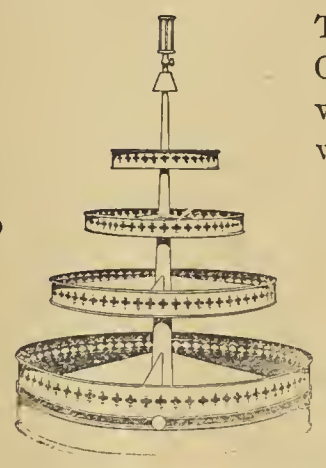
ALL GROCERS SHOULD HAVE IT

American Depot, 46 Hudson St., New York

In stock by H. KELLOGG & SONS, 19 South Front Street, Philadelphia, Penna.

Vegetable Display Stands

They keep green truck fresh, crisp and attractive. They prevent waste and increase sales and profits.



They are used by Retail Grocers and in markets where there are city water systems.

If you have no city water write us anyway, we have something interesting to show you.

Galesburg Cornice Works
142 East Ferris Street
Galesburg, Illinois

The Grocer Should Get This Profit Instead of the Druggist

Do you know friend grocer that a druggist's sales of Chewing Gum amount to a lot of profit in a year! If you will put a box of Pulver's famous Kola Gum on your counter where your lady customers can see it, they will buy it from **you** instead of the druggist—**"Get the money."**

Pulver Chocolate and Chicle Mfg. Co.
ROCHESTER, N. Y.

If You Haven't a Cash Register We Will GIVE You One

We have a particularly fine brand of cigar in the General Macomb. Every time we get a smoker to try them he keeps buying them. To get more grocers to buy and push them we are giving away a handsome Cash Register. If you need one write.

FAVORITE CIGAR COMPANY, Detroit, Mich.

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Premium On Old Dimes.

Philadelphia, Pa., Dec. 17, 1907.
Editor "Grocery World."

Dear Sir:—Kindly inform me through the "Grocery World" if there is any premium on the old silver 10-cent pieces. If so, please print the address of those who are buying them.

Yours truly,
GEO. B. SHEPPERSON.

There are premiums on all United States dimes coined between the year 1796 and 1860. Write the New York Coin and Stamp Co., 853 Broadway, New York City, large collectors of old coins.

* * *

Fresh Fish Dealers.

Allentown, Pa., Dec. 19, 1907.
Editor "Grocery World."

Dear Sir:—I desire to know in your "Correspondence" column which are the largest wholesale houses of fresh fish in New York City and Philadelphia?

Yours truly,
J. CASSONE.

A. Booth & Co., 29 Dock street; Edw. S. Huff, 11 Dock street; E. P. Timmons, Dock Street Wharf, all of Philadelphia; Block & Pearlman, A. Booth & Co., Burnet & Keeney, P. M. Comstock & Co., all of New York.

* * *

Blue Grapes.

Allentown, Pa., Dec. 20, 1907.
Editor "Grocery World."

Dear Sir:—Please inform me in your "Correspondence Department" what kinds of blue grapes are produced in this country—which are the most blue, and, if possible, which are fit to make Claret and Zifandel wines.

Yours truly,
JAMES CASSONE.

This is a subject on which the "Grocery World" is frankly uninformed. Can any subscriber supply this information?

* * *

Stock Taking and Other Things.

Albany, N. Y., Dec. 23, 1907.
Editor "Grocery World."

Dear Sir:—Although I am in business a long time, I have never taken inventory, but am going to "tackle" it after January 1st.

Will you kindly tell me the best way to go about it? Also what is the best rule to tell what percentage it cost to do business? About what is the average cost of doing business in a retail grocery and market? And how to tell the average percentage I am making in profits? Am doing about $25,000 worth of business a year.

I appreciate and have a kindly feeling for the "Grocery World."

Yours truly,
JAY.

The stock of every grocery store should be taken at least once a year; in many particularly active stores it is taken every six months and sometimes every three months. Prior to stock taking the stock should be reduced to the lowest possible ebb, and all of the old and shop-worn stuff worked off that possibly can be. The stock should then be arranged as systematically as possible, as this greatly shortens the time necessary to take stock. By this is meant if canned goods are located at two places in the store they should be brought together. Once this is done, each shelf should be gone over and the contents written down, after which the prices can be added and the list counted up. This is really all there is to stock taking.

To calculate the cost of doing business, set down the various elements of cost: rent, or interest on the money invested if you own your own real estate, clerk hire, depreciation, cost of heat, light and all the other expenses you are under. When you have the sum of these and your gross business you can tell in one minute the percentage of cost. Having your percentage of cost and your selling prices, you can easily figure what you are making if you don't already know.

* * *

Dried Fruit and Nuts.

Allentown, Pa., Dec. 18, 1907.
Editor "Grocery World."

Dear Sir:—Will you please let me know which are the largest wholesale houses of dried fruits, which of nuts, and especially of raisins? Please answer me as soon as possible.

Yours truly,
JAMES CASSONE.

V. L. Cavanna Co., 42 S. Delaware avenue, dried fruits, and T. A. James & Co., Inc., 12-14-16 Chestnut street, dried fruits and raisins; C. M. Taylor & Co., 158 Dock street, nuts, all of Philadelphia.

Your Profit and That's All.

Every grocer sells chocolate and cocoa—his customers must have it. No matter whose he sells, he makes his profit and no more. He has no good reason for recommending one brand instead of another, so he hands out what his customers ask for.

The Knickerbocker Chocolate Co., of New York, are giving grocers a real reason for trying to push the sale of Barker's Hasty Lunch Chocolate, Blue Ribbon and Bedford Cocoas. For making a point to give these particular goods to their trade when no special brand is asked for and for recommending them when some other brand *is* asked for.

They are the only chocolate manufacturers who are using their advertising appropriation to buy valuable merchandise to give to grocers to reward them for their efforts.

The quality of Barker's Hasty Lunch Chocolate Bedford and Blue Ribbon Cocoas cannot be excelled; they are certain to please everybody who is induced to buy them, and, still more important, every case of these goods carries Universal Coupons for the grocer. These coupons are exchangeable for almost any article of merchandise a grocer may want. They are the same as cash.

When it is possible for a grocer to sell not only as fine chocolate and cocoa as there is on the market and not only make his profit and please his trade, but get a roll-top desk, a new set of harness, standard scales, or even a new delivery wagon or a piano, isn't he short-sighted if he doesn't do his best to push the sale of these particular goods?

Why be satisfied with the profit alone if you can get a premium besides?

Your Cash Customers.

Many cash customers have no regular place of dealing. If they have a Forbes' Indexed Coupon Book paid for they will deal nowhere else while it lasts. They are pleased with the books, as it relieves them from the daily annoyances of handing out money for supplies, and many persons are glad to take a book and pay for it in advance, for this reason—you should give them the opportunity. (See advertisement.)

Slices Everything from 6-pound Knuckles to half-ounce Ends.

No Fear of the Price Cutter

The retailer equipped with Johnson's "EVERSHARP" Slicer can smile serenely at his rivals' advertised bargains. They have no sting for him, they affect neither his trade or his profits.

As a bid for patronage: moist, soft cured beef, freshly cut in full-size wafer slices will draw more trade than any bargain your price-cutting rival can offer, and while the increased trade is permanent, it is more profitable ten times over than a line of price-cutting bargains.

No Risk of Competition

There is no other machine on the market can slice dried beef that can be sold in competition with these freshly-cut, pink-tinted, full-size wafer slices, transparently thin, smooth and glossy, handsome to look at, delicious to eat. Goods that sell as quick as shown and set the town to talking of their goodness.

Only one machine allowed in your town. You had better secure it while you can. Send for a sample of Johnson's sandwich-sliced beef, the beef that beats the world.

A. W. JOHNSON, New Brunswick, N. J.

"Grocery World" Sends Challenge to "Woman's Home Companion"

(Continued from page 8.)

fore much alike in point of cleanliness and were just the same in price, twelve cents. However, our housekeeper was still being cheated out of two cents by trading at the dirty store, because there she had obtained American macaroni, which should sell at ten cents, at the higher price of the Italian brand. This wasn't a question of quality—many prefer the domestic brand prepared under our pure food laws—but it is a question of ethics.

Salmon at twelve cents a can at both stores showed practically the same difference in quality. There was half a cupful of waste, skin, bones and fat, in the can bought from the dirty store. The can delivered from the model store was solid, meaty and better flavored.

The difference between the two grades of prunes at twelve cents a pound was more marked. Those from the dirty store was obviously of an old vintage. They were shriveled, dusty and encrusted with bits of stick, stone and uncatalogued scraps of dirt. The rinse water from the first washing was indescribably dirty. They required three washings, and they did not "plump up" nicely in stewing. The prunes from the model store were not the finest sold in that establishment. They were offered as "seconds," but they were infinitely superior to the prunes described above. One washing sufficed; a few twigs, evidently of the prune tree, were dried in with the fruit, but there was neither dust nor stone. And by actual count there were four more of the better prunes to the pound than of the inferior.

At the dirty store, granulated sugar was sold at five and one-half cents a pound. At the better store it cost four and six-sevenths cents a pound.

The sweet pickles were priced the same at both stores, but one jar bore the label of a standard firm; the other bore no firm name at all, just a fancy label. The reason for this was obvious when we served the two grades of goods at the same meal. The pickles from the dirty store were soft and overseasoned. The pickles from the model store were firm and properly flavored.

The standard vanilla at ten cents a bottle was a third stronger than the vanilla in the nine-cent bottle—this by chemical test.

The difference between the lemons purchased at the two stores was a revelation. Those from the tidy store were firm, yet full of juice. Those from the dirty store, though apparently the same size, was either dry and hard or soft and pithy. The average lemon from the good store yielded two and one-half tablespoonfuls of juice; those from the cheap store produced less than a tablespoonful and a half, or a loss of seven tablespoonfuls of juice on half a dozen lemons.

Barring the ubiquitous milk pitcher, these figures prove that the housewife saved in cash, flavor and strength at least one-third by trading at the clean store.

It must be understood that these results were not obtained merely by careless shopping at the two stores, but through honest, practical household test of the articles purchased, backed by chemical analysis.

After it was all over, the old-fashioned housewife remarked that she had often wondered why she could not get the brands of corn starch, vanilla, cocoanut and chocolate used by her mother. She had actually begun to think that they were no longer on the market. She never dreamed that the untidy grocer, who had enjoyed her trade for three years, was foisting "seconds" or inferior makes of package and bottled articles upon her because his disorderly methods of doing business had forced him to squeeze an excessive profit out of each sale in order to support himself and maintain the business in which he was working industriously but unwisely.

It must not be said that all dirty grocers are unscrupulous. Many of them are either ignorant, lacking in judgment or easily influenced by the bland and specious arguments offered by unscrupulous jobbers and wholesalers. The man who does not display the intelligence and the good management essential to keeping a store clean generally lacks the intelligence and judgment to buy to advantage. Just as the slovenly housewife wastes the income placed at her disposal by a hard-working husband, so the grocer wastes his capital and stock by injudicious, unintelligent buying. He may not know that the package coffee which he sells at a few cents higher than his rival, the clean grocer, or the bulk coffee, in bean, ground or pulverized, is adulterated; but it is his business to know this.

The experience of the old-fashioned housewife, which forms the basis of this article, is one of many tests applied to the model and the dirty grocery, in city and in country, in small towns and villages in several States. As a matter of fact, prices for staple groceries seem to be about uniform all over the country. In Denver and in San Francisco prices were found to be a little higher than in New York, Boston, Washington, etc. When sugar was selling at less than five cents a pound in New York, Denverites were paying five and one-half. The most appreciable difference in prices in large and small cities or even villages was in butter and eggs. The village or small town housewife, near a farming community, has the advantage over the city housewife in these two commodities. But in some twenty cities and villages where staple groceries were purchased simultaneously during the preparation of this article, granulated sugar, loose crackers, bulk oatmeal, cheese, macaroni, prunes, bulk pickles, sardines, maple syrup in bottles, and laundry soap of a certain brand, sold practically at the same price. Therefore the experience of the housewife living near Philadelphia could probably be duplicated, even to prices in almost any city or town reached by the "Woman's Home Companion"

No part of the country has a monopoly of honest or dishonest grocers. In almost every town which has been investigated it has been possible to purchase clean, honest groceries. In some very small places there are still dirty grocery stores which have the trade at their mercy, but the introduction of groceries which are sold under well-known brands and at well-known prices has forced even the grocer with the monopoly to honest prices, or has made him an easy mark for honest competition on the part of rival stores, which sooner or later are bound to spring into existence. Where there used to be one store, there are now very often two, and in at least one of them you can buy good goods, cleanly handled and honestly marked. Accordingly, this problem is distinctly one for the housewife herself to solve. In the first place, know your grocer; be sure that his store is clean; if it is, it will follow, in nine cases out of ten, that his business throughout is systematically conducted, that he

Anker's Bouillon Capsules

It's little sellable specialties like these that fill up the thin places in your profits. Make delicious Beef Bouillon, Beef Tea or Soup. Ten in a box, one to be dropped in a cup of hot water. Everybody buys them.

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

LOOK FOR THE
GLOBE
On Hams, Bacon, Lard and Sausage; if you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

JACOB C. SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.

TALISMAN Codfish in Glass Jars

All **Talisman Codfish** is superfine; for particular people we have some in glass jars. In these we use smaller, younger codfish than we have in the three-pound boxes—the very tenderest codfish that swims.

Contains no preservative, but pure sea salt, and hermetically sealed by a vacuum process that keeps the fish moist and keeps out foreign odors.

These goods will stand up in any weather without spoiling. Nearest Swift branch or here.

SWIFT & COMPANY
Gloucester, Massachusetts

Mr. Grocer

Don't let competitors of ours tell you they have a lamp chimney as good as our ***Lustre Brand*** until you have tried both, and then we are sure you will agree with us that our ***Lustre Chimney*** will stand the Test with any other Brand.

Lustre

The name is sufficient evidence for both quality and durability.

This chimney is made by ***UNION WORKMEN*** and from the best material on the market. One price to everybody.

R. E. TONGUE & BROS.
Allegheny Ave., Amber & Collins Sts.
PHILADELPHIA
BRANCH, NEWARK, N. J.

How'd You Fare on Canned Goods?

Well, your futures are about all in—how did you make out?

On the things you didn't care much for you probably got 100 per cent. deliveries; but how about the things you wanted? Did you get 100 per cent on those?

We can tell you how to get 100 per cent, deliveries on all the canned goods you buy next year. Stipulate **Blue Bell** and **Clover Farm** goods with your jobber—not only because you get full deliveries, but because no better canned goods are packed in Maryland.

We make a 100 per cent. contract with the jobber—he can make it with you.

Strasbaugh, Silver & Co.
ABERDEEN, MD.

buys to advantage and on cash terms, that he handles his goods as economically as he does wholesomely, and that his prices to you for quality goods will stand the strictest comparison with his dirty, slovenly and almost necessarily dishonest rival. An honest grocer—and the country abounds in them—is a joy forever.

If there were room in this article there could be given in detail a hundred different experiments showing the cost of trading at the two kinds of stores, and the equally important comparisons in the quality, quantity and lasting power of the goods. Two or three instances must suffice.

A store whose untidy appearance is often overlooked because of its "sales," advertised a special in peas, two cans of A 1 peas for twenty-five cents. The labels on these cans were non-committal as to the name and fame of the canning agents—a point on which you cannot be too careful to make sure that you have the guarantee of a standard firm. At a tidy store a can of the same size prepared by a well-known house was bought at the standard price for that brand, fourteen cents, and the two cans were compared. The "bargain" peas smelled almost rancid when the can was opened, so the juice was poured off and the peas carefully rinsed. Then the cause of the strong flavor was discovered. The peas were of various sizes, a full dozen of very large, hard yellow peas were discovered. The peas from the clean store were subjected to the same rinsing process, and were found to be of uniform size, a trifle larger than the French pea.

As we have seen before, this disaster might have been avoided by a careful housewife if she had known just the brand of canned peas she wanted, and had insisted on getting that brand. This is the safest way to trade at any store. When you find that your grocer is honest enough to give you just the brand you ask for, and no other—when, in other words, you know your grocer—then, and then only, can you afford to try a brand from his store about which you know nothing. Perhaps you have found the exceptional grocer who has invented some canning process of his own, the superlative merit of which will some day win for his goods the fame which years of experience has awarded to the brand which you have always used and know you want. Perhaps, too, this is not so. At any rate, the grocer who, for the sake of a bigger profit, slips his own make of any prepared food in the place of a standard brand for which you have asked, is not honest enough to make his brand worthy of your patronage.

But how about the things which we prefer to buy in bulk? With these there is no hope except in the clean methods of your grocer. For instance, loose soda crackers at ten cents a pound, purchased at a clean grocery, proved crisp and palatable. The lid of the tin box holding the bulk crackers had been kept tightly closed. The same brand of crackers at the same price purchased at a slovenly looking store proved flat to the taste and moist to the touch.

Just one more example—butter. At a model store in October butter was purchased at thirty-two cents a pound—creamery tub butter of excellent flavor, sweet and palatable. Just around the corner, in one of a great chain of untidy groceries, hung a sign: "Special To-day, Best Creamery Tub Butter at 29 Cents a Pound. Done Up in Two-Pound Cartons. Only Two Cartons to a Customer."

Women were flocking to that sale and arguing volubly with the clerks for the privilege of buying just one more carton. Six pounds! Why, that will keep! A single carton was purchased and analyzed. It proved to be what is known as June butter, which had been kept in cold storage four months. In June butter is cheap, partly because milk is plentiful and partly because the cows turned into fresh pastures, eat so many strong weeds that even the butter is tainted with the flavor. Butter which had been bought to sell at twenty cents a pound had been marketed, after four months in cold storage, at twenty-nine cents, and in competition with absolutely fresh, untainted creamery butter at thirty-two cents a pound. Which is the real bargain for the fastidious housewife? And how many women who carried home the precious two-pound cartons, "only two to a customer," wound up by turning their bargains into the jar which holds the cooking butter, or, more likely still, handing it on to some Mary Miller, to whom cold-storage butter is far superior to no butter at all.

In the face of all these examples and after months of earnest investigation, "Woman's Home Companion" is convinced that not only can the economical housewife afford to trade with the clean grocer, but that she cannot afford to trade with any other. By withholding our trade from the dirty grocer, and giving it to the clean grocer, we have it in our power to make every grocer clean and honest—to eliminate the unsanitary grocery store, where dirt endangers the family health and substitution strikes at the family purse.

Federal Food Board Backs Down on French Labels.

What promised to develop into a test suit between importers of food products of this city and the United States Government over the legality of one of the pure food regulations was unexpectedly halted last week by an unconditional surrender on the part of the Department of Agriculture. The regulation in question is that requiring the labels on imported food and drug products to be printed in the English language, a rule which in the past few months has given the Board of Food and Drug Inspection an immense amount of trouble, has caused great congestion at the public stores and consequent inconvenience to the importers, and has given rise to the charge that the pure food law is being used as an instrument for "pure labels" rather than for pure food. The surrender of the Food Bureau came in the form of a notification to Dr. Doolittle, the local chemist of the Department of Agriculture, that the Board had recommended to the Secretaries of the three departments charged with the enforcement of the law that Regulation 17 be amended so as to read that labels "should be" instead of "shall be" printed in English. "This means," said Dr. Doolittle, "that while the department believes that importers have already seen the advantage of labeling their products in English, it will be beyond our power to compel such labeling. In the meantime orders have been issued cancelling the orders of detention against the importations which have been held up for non-compliance with this regulation."

AMONG THE TRADE.

Creditors filed a petition in the United States District Court on Monday to have William K. Cassell, Norristown, Pa., declared an involuntary bankrupt. The names of the petitioners and the amounts claimed are: P. W. Kiefaber & Co., $494.50; N. K. Fairbanks, $16.25; Granville L. Detwieler, $20.88.

—

The Great Western Cereal Co. advanced the price of Friends' and Mothers' oats 20 cents per case during the week. The Quaker Oats Co. also advanced Quaker oats the same amount. This brings the advertised brands of rolled oats about on a parity with the present price of bulk oats. A further advance of 5 cents per case will occur January 1st.

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

High-grade goods raise the standard of your store, bring you a better class of trade, increase your profits. Why not put in a line of our high-grade canned goods?

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

Cruiser Brand

Tomatoes
Corn
Succotash
Small Lima Beans
Small Sifted Peas
Early June Peas
Telephone Peas
White Wax Beans

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Fruit Cake Window.

Every grocer at this season of the year should have a fruit cake display. That is, use all things

usually put in a fruit cake. As shown in illustration to the rear of window, have 1-pound packages of seeded raisins, seedless raisins and currants. To front of this have 10 or 12-pound boxes of figs and dates in bulk, also 1-pound packages of figs and dates.

To the front of window have a 10-pound box of orange peel, lemon peel and citron. Between these boxes have a heap of English walnuts and one of cream nuts.

Then have some appropriate sign as, "Don't put off baking your fruit cake," or "We supply you with fresh fruit to bake your fruit cake."

HARRY H. MATTER.

Williamstown, Pa.

Corn Meal Display.

We here submit a picture of a very simple and yet neat and attractive window display of corn meal.

We used one large shock of corn; the same was stood up at side and end. In the centre of window we had a Rollman food chopper, the hopper being filled with whole corn. Then we had a small pile of corn meal at bottom of chopper. On the same box that chopper was fastened, a peck measure filled with shelled corn and two corn choppers. The bottom of window was then filled with bags of corn meal and ears of corn, with corn meal spread between the bags, where the ears of corn lay. The window not only created widespread attention, but increased our sales on the corn meal.

S. B. BERNHART & CO.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued July 2, 1907.

857,569. Electric curling iron. Isabelle Allen, Kansas City, Mo., and Geo. Hanlon, Shawneetown, Ill.

857,573. Storm garment. Ida V. Benoit, New York, N. Y.

857,590. Laundry registering device. T. O. Branch, Little Rock, Ark., assignor of one-fourth to M. C. Priddy, same place.

857,602. Clothes hanger. Marion Crane, Lake Odessa, Mich.

857,614. Hatpin. W. Gaskell and T. Vale, Fayette City, Pa.

857,623. Curtain stretcher. F. G. Hoffheins, York, Pa., and F. S. Stanfield, Cleveland, Ohio.

857,640. Manufacture of silk-like threads. R. Linkmeyer, Brussels, Belgium.

857,644. Hat. A. Meyer, New York, N. Y.

857,645. Garment Hanger. Emma Mayer, Sunbury, Pa.

857,701. Clasp or necktie fasteners. F. E. Wicking, Pueblo, Col.

857,720. Package carrier. J. W. Clark, Janesville, Wis.

857,727. Pin ticket or tag. J. C. Edwards, Brookline, Mass., assignor to A. Kimball Company, New York, N. Y., a corporation of New York.

857,731. Carrier plate for hooks and eyes. J. W. Granger, Philadelphia, Pa.

857,740. Pin ticket or tag. A. Kimball, New York, N. Y., assignor to A. Kimball Company, same place, a corporation of New York.

857,776. Hat guard. L. Weaver, Jr., Philadelphia, Pa.

857,901. Loop and stud connection. J. H. Pilkington, Waterbury, Conn., assignor to The Smith & Griggs Manufacturing Company, same place.

857,917. Emergency button. U. S. Alz, Mount Washington Md.

857,919. Collar, pin and necktie fastener. G. A. Beidler, Oklahoma, Okla.

857,963. Legging. M. Rossenwasser, New York, N. Y.

857,968. Fabric. L. Wertheim, New York, N. Y., assignor to Perlman & Hirschfield, same place.

857,975. Mucilage bottle. C. E. Barrett, Indianapolis, Ind.

858,006. Stocking. F. W. Lum, Springfield, Mass.

858,041. Combined skirt supporter, placket closer and waist holder, R. S. Valentine, Richmond, Va., assignor of three-eighths to D. H. Leake, same place.

858,099. Device for fastening heads to busts. E. T. Palmenberg, New York, N. Y.

858,118. Hatpin. J. Thomas, Allegheny, Pa.

858,168. Hat-frame machine. W. B. Foster, Norwood, Ohio, assignor of one-fourth to A. Waldner and one-fourth to J. Waldner, Cincinnati, Ohio.

858,181. Folding umbrella. George Heuer, Greensburg, Pa.

858,212. Folding umbrella. A. V. Ranson, Johnstown, Pa.

858,249. Dress shield. Violet G. Alexander, Charlotte, N. C.

858,275. Fastener. Lucia J. Franklin, Devils Lake, N. D.

858,296. Knee protector. I. D. Larsen, Chicago, Ill.

858,298. Skirt hanger. J. C. Liberty, Easthampton, Mass., assignor of one-half to T. F. Lynn, same place.

858,319. Corset. Eva B. Adams, Santa Ana, Cal.

858,460. Wafer iron. Cora M. Knapp, Cleveland, Ohio.

858,542. Machine for glacing biscuits. Walter Rummel and Felix Schmidt, Hamburg, Germany, assignors to the firm of H. Danger, same place.

858,595. Food-cutter. W. R. Grace, Fayettesville and J. J. Colwell, Syracuse, N. Y.

858,608. Machine for shelling peas. Dominic Krmpotic, Brunswick, Australia.

858,691. Yeast. Max Wallerstein, New York, N. Y.

858,750. Cheese cutter. J. H. Osborne, Anderson, Ind.

858,868. Apparatus for determining water in butter. C. E. Gray, Washington, D. C.

858,937. Toaster. Carrie B. L. Adams, Eagle Grove, Iowa.

858,970. Egg beater. Mary E. French, Clyde, Ohio.

858,997. Butter cutter. J. M. Low, Chicago, Ill.

859,124 and 859,125. Apparatus for and method of ornamenting candy. H. E. Short, New York, N. Y., assignor to Eureka Manufacturing Co., Boston, Mass.

TRADE-MARKS.

which will be registered unless opposition is entered within thirty days.

For coffee. The Ohio Coffee and Spice Co., Columbus, Ohio. The word "Navajo."

For canned tomatoes and pumpkin. H. E. Fletcher, Minneapolis, Minn. The word "Minkota."

For canned corn. H. E. Fletcher, Minneapolis, Minn. A monogram "F. U. F."

For fluor. Mapleton Milling Co., Mapleton, Minn. The words "Western Cream" upon a scroll extending across a circular band containing representations of wheat-ears.

For spices. Smith, Lichty & Hillman Co., Waterloo, Iowa. The word "Reliance" and a representation of a dog's head.

For canned fruits and vegetables, dried fruits, flavoring extracts, mince-meat, pickles, catsup, spices, sauer-kraut, tapioca, vinegar, birdseed and celery salt J. G. Hutchison & Co., Ottumwa, Iowa. The words "Wapello Chief."

For bonbons and chocolates. Paul Conida, Savannah, Ga. An ornamental border of four loops surrounding the words "Excellence" and "Conida's."

For coffee. Dennett Surpassing Coffee Co., New York, N. Y. The words "Dennett's Surpassing Coffee" and a representation of a cup and a saucer.

For candy. D. D. Long, Oswego, N. Y. The words "Ox Heart" and a seal containing a monogram "O. C. W."

For flour. Portland Milling Co., Portland, Mich. A bust representation of a small girl wearing a large hat.

For sardines. Rosenstein Bros., New York, N. Y. The words "Victor Renee."

For salad and cooking oil pressed from cotton seed. Littauer Oil Co., Union Township, N. J. The words "Cream Oil" and a representation of a young woman in kitchen costume behind a table.

For canned fruits and vegetables. H. F. Hemingway & Co., Baltimore, Md. The word "Anchor" and a representation of a star and an anchor.

For canned vegetables and fruits. Burt Olney Canning Co., Oneida, N. Y. A representation of a boy carrying a pumpkin in his hands and having a basket filled with vegetables upon his arm.

For canned fruits and vegetables, flavoring extracts, spices, mustard, pepper sauce, salad dressing, vinegar, crushed and evaporated fruits, olives, mince-meat, pickles, sauces, catsup, preserves, jams and jellies. Oliver-Finnie Co., Memphis, Tenn. The words "Memphi" and "Toka." Also the word "Silvermoon" across a crescent.

For baking powder. Oliver-Finnie Co., Memphis, Tenn. The words "Oliver Twist."

For dried currants. The Scudders-Gale Grocer Co., St. Louis, Mo. The words "Robin Brand" and a representation of a robin.

For dried currants, raisins, apricots, peaches and prunes. The Scudders-Gale Grocer Co., St. Louis, Mo. The words "Buffalo Brand" and a representation of a Buffalo head.

For chocolates. Touraine Confectionery Co., Boston, Mass. The words "Lest You Forget" and a representation of a young man and a young woman in telephonic communication.

For a lard substitute. The Cudahy Packing Co., Chicago, Ill., and Los Angeles, Cal. The word "Suetene" in script with a paraph.

For flour. Homer Baldwin, Youngstown, Ohio, The words "White Foam."

For lard compound. Schwarzschild and Sulzberger Co., Kansas City, Kan., Chicago, Ill. and New York, N. Y. The word "Advance."

For canned peas and corn. F. P. Roe & Bro., Greensboro, Md. The words "Independence Brand" and a representation of statue of Liberty Enlightening the World.

For canned tomatoes. F. P. Roe & Bro., Greensboro, Md. The words "Jersey Duke" and a representation of a cow. Also the word "Independence" and a representation of Independence Hall.

For washing powder and scouring soap. The N. K. Fairbank Co., Chicago, Ill. The word "Fairy."

For bread. Henry Matthaei, Kansas City, Mo. The words "Teddy Bear."

For candies. The Will & Baumer Co., Syracuse, N. Y. The word "Phoenix."

For flavoring extracts. McCormick & Co., Baltimore, Md. The word "Bee Brand" and a representation of a bee.

For coffee. Cheek-Neal Coffee Co., Nashville, Tenn. The words "Cup Quality."

For chocolate and cocoa. Cadbury Bros., Birmingham, England. The word "Cadbury."

For catsup, sauces, mustard, chili sauce, vinegar, mince-meat, preserves and jellies. E. C. Flaccus, Wheeling, W. Va. The word "Champion."

For flour. The Portland Flouring Mills Co., Portland Ore. The word "Olympic."

For candles. The Merkle Wax & Candle Co., St. Louis, Mo. The words "Excelsior Brand."

For chewing gum. National Vending Machine Co., Chicago, Ill. The word "Tropico."

Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
Legal Editor GROCERY WORLD,
927 Arch Street.

Question: James Cassone, Allentown, Pa.—Years ago I bought a grocery store from my wife, which store I enlarged and am running in my own name. But a few days ago I found out that some commercial agencies report that the business is owned by me and my wife.

I desire to have these agencies report it correct, and would be very obliged if you will suggest me in your "Legal Department" what I shall do and where I must direct my inquirer.

Answer.—Serve notice on the agencies which are doing this, either yourself or through an attorney, that you are the sole owner of the business and that their statement that it is owned jointly by yourself and wife is incorrect. If after this notice they still persist in their error, the courts will compel them to make the change upon your application.

Lots of Canned Meat Condemned in Indiana.

The Indiana Food Commissioner reports that in the month of October considerable quantities of foodstuffs were condemned. Included in the list of articles that were withdrawn from sale and destroyed were 170 pounds of meat in bulk, and 82[illegible] cans or packages of tinned meats. Six hundred and ninety bottles of extracts, 200 pounds of tomato pulp, 29 quarts of maple syrup, 77 bottles of catsup, 44 jars of jellies and jams, etc. These goods were condemned because they were all palpably misbranded. In most instances the articles were old stock.

S. B. Goff & Sons Co., of Camden, N. J., are offering a 25-cent bottle of their cough syrup free to any dealer sending for it. They have a special offer that will interest you; better write to-day. You get in good company when you stock Goff's remedies, as more than 14,000 grocers are handling them.

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—In Lancaster, Penna., stock and fixtures of a cash grocery store doing a good business, good reason for selling. For particulars address X Y Z, Grocery World office. 28

FOR SALE—Silent cutter used only a few times; also Rotary dried beef cutter and counter coffee mill. Call or address Fred. C. Berrien, 7930 Frankford avenue, Holmesburg, Pa. 27

MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only $2, if satisfactory. May we send you full description?—FREE. American G. Collecting Agency, Castorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free. tf

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price inventory.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 to $500 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town. This advertiser will exchange for Philadelphia store, and will buy the real estate connected, if necessary.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,000. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 313—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 315.—Near Wayne Junction, Philadelphia. Store 12 x 20 feet. Does $200 weekly, all cash. Stock $700. No team used. Small dwelling connected. Clear net profits 25 per cent. as expenses are low. Owner making business change. Price, inventory.

No. 316.—In Wayne Junction, Philadelphia. Size 18 x 25 feet. Does $300 weekly, two-thirds cash. Stock $600, clear net profits 20 per cent. One team. Dwelling connected, for sale or rent. Illness cause of selling. Store thoroughly established. Will sell at inventory.

No. 317 and 318.—In West Philadelphia. Two stores owned by same owner or will sell separately. No. 1 is 22 x 30 feet, does $350 weekly, three-quarters cash. Stock $400. Nets 20 per cent., as sells many meats. No. 2 is 16 x 25 feet, does $250 per week, two-thirds cash. Stock $250-$300. Net profits 20 per cent. These stores are extremely profitable little places and can be bought at inventory prices, which means less than $1,000 each.

No. 321.—In West Philadelphia working neighborhood, not aristocratic but busy. Store 17x35 feet. Does $250 weekly, all cash, on stock of $400. Owner takes $40 in cash out of the business every week. No team. Dwelling connected. Owner retiring and will sell at price about representing inventory. This store has been established 17 years.

No. 322.—In Wissahickon, Philadelphia. Store 16x25 feet. Does $500 weekly, all cash. Stock $1,000. Nets actual 14 per cent. profit. Low fixed charges. Sickness cause of selling. Price inventory. No team, but business could be greatly increased by using one.

No. 323.—In a good section of South Philadelphia, store 18x30. Does $300 weekly, all cash. Does large tea and coffee business, which increases net profits on whole business to 15 per cent. Stock carried $500. Push cart delivery. Fixed charges low. Owner cannot get reliable manager. Price inventory. Good little dwelling connected.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 325.—In best business part of Frankford avenue, Philadelphia, store 18x35 feet. Does $300 weekly, all cash. Stock $350. Push cart delivery. Clear 10 per cent. This store is making a good cash income every week, but owner does not like the business, and wants to return to trade. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 327.—On outskirts of Philadelphia grocery, ice cream and confectionery. Only store of kind in place. Store 20x35 feet. Does $350 to $400, two-thirds cash. Good house connected. Second story used for ice cream and restaurant. Stock $600 to $700. Net profits 10 per cent. Fixed charges low and business profitable, but owner cannot attend personally and cannot get satisfactory manager. Price inventory.

No. 328.—In West Philadelphia, store 15x27 feet. Does $500 weekly, all cash. Stock $400; One team, Business thoroughly profitable, netting 10 per cent. Good house. Owner financially independent, and wishes less responsibility. Price inventory.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 331.—In North Philadelphia, good neighborhood. Size of store 20x50 feet. Yearly business $30,000, balance weekly and monthly. Stock $1,500; clear net profits 10 per cent. Uses one team, hiring the horse. Good dwelling connected. Owner's wife ill and must take her to California. Price inventory. This store has been established 40 years.

No. 332.—In West Philadelphia. Size 20x30. Does $350 weekly, two-thirds cash. Stock $500 to $600. Nets 15 per cent. above everything. Dwelling connected. Team if wanted. Owner has not sufficient time owing to other business. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 335.—In Germantown, on main business street. Store 30x40 feet. Does $600 weekly, half cash, balance mostly weekly. No dwelling. Stock $1,500. Uses two teams. Net profits 10 per cent. Owner going on farm, and will sell at inventory. Some of the fixtures belong to the real estate and are rented with it. Easy terms to good buyer. This store has been established for 15 years.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SEASHORE GROCERY DEPARTMENT FOR SALE.

The owner of a large department store in the cleanest seashore resort on the Atlantic Coast offers his grocery department for sale; the whole place is too big for him. Does $42,500 yearly; 20 per cent. cash; 50 per cent. weekly, 20 per cent. monthly and 10 per cent. seasonable. Present stock $4,300, but this includes a lot of futures and can be reduced. Fixed charges moderate. Net profits 9 to 10 per cent. Price inventory. This is an unusual chance.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONE OF THE BEST WEST PHILADELPHIA STANDS.

Located on one of the principal streets of West Philadelphia. Size 25x72 feet. Doing $550 weekly, mostly cash. Stock about $2,000. Nets 10 per cent. Uses one team. The owner is not at home in the grocery business, and wishes to retire from it. Store is very profitable, and will stand the deepest examination. Price inventory.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

PHILADELPHIA GROCERY STORE AS A BARGAIN.

A veteran Philadelphia grocer, who has conducted one store 29 years, wishes to retire. The store is in good part of North Philadelphia. Size 18x30 feet. Does $300 weekly, greater part cash. Stock now $1,000, but could be reduced several hundred dollars. Uses one team. Nets a clear 10 per cent. Real estate for sale or rent. Owner will sell stock at inventory, and to sell quickly will make very low price on fixtures.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

HELP WANTED.

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

SITUATION WANTED.

WANTED—Position in grocery store with reliable firm where there is a chance for advancement. Ten years' experience; best of recommendation from employer. State salary when addressing, K. G., care Grocery World, Phila., Pa. 28

FOR RENT.

FOR RENT—Large General Store (owned by the undersigned estate) in Quarryville, Lancaster County. Pa. This Borough has a population of about 800. Is the terminus of two steam railroads, a trolley line and two new state turnpikes. It is the only town of any considerable size in the ten lower townships of Lancaster County, and commands a large proportion of their patronage. It has two banks, and does more business in a week than most towns of its size in a month. In fact, during the year of 1907, it is carefully estimated to have exceeded $800,000, not including the money paid out in the borough for tobacco which will amount to about $150,000 yearly. The borough has, besides this store, one large general store, carrying every line, and one smaller general store, one small grocery and a large hardware store. This store has enjoyed a large patronage for half a century. The location is the best in the borough, and in the midst of the town's business activity, within 200 feet of the depot of the Lancaster & Quarryville Railroad, the Lancaster, Oxford & Southern Railroad, the freight station and the terminus of the trolley line. The building is large, well-lighted, and is undergoing repairs; it has a fine cellar. It will be rented on good terms. The opportunity for an energetic man to establish a fine business in one of the best towns of its size is here afforded. A renter will not be handicapped with a stock of old goods, as the building is entirely empty and ready for immediate occupancy. For any further information address George W. Hensel's Estate, Quarryville, Lancaster Co., Pa. tf

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.

SHOW CARDS AND POSTERS

When properly used make the sale of goods easy. *We have nearly anything you can use already printed* at prices *so low* that you cannot afford to be without them.

GROCERS' PRINTING COMPANY

108 N. Front Street, Philadelphia

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

IT SAVES TROUBLE

and annoyance many times to have

ABSORBINE

handy in case of a Bruise or Strain. This remedy is rapid to cure, pleasant to use, and you can work the horse. No blister, no hair gone.

ABSORBINE cures Lameness, allays pain, removes any soft bunch quickly. $2.00 per bottle delivered or of regular dealers. Book 6-B free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Badly Strained Joints or Ligaments. Kills Pain.

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

Look! Look! Look!

I will build you a push cart of any description for **$15**, and guarantee it for one year.

B. HAWKINS' SONS

609 Lombard Street PHILADELPHIA, PA.

Just a Little Better Than the Other Fellow

If you would like to display Foreign and Domestic Fruit, just a little better than the other fellow, come to us. For many years we have made a specialty of getting ***only the best.*** We particularly want the trade of those who are built like we are. The sort of goods that bring particular people to your store are the kind of goods we are headquarters for.

R. DAETWYLER & CO.

New Market and Callowhill Streets

PHILADELPHIA

FOREIGN AND DOMESTIC FRUITS,

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, December 30th. Terms, net 10 days.

First orders must be accompanied by references.

HOLIDAY FRUITS THAT PLEASE.

IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag	$3.65 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$2.75
Fancy Brights 150-176 size, per box	2.75
Fancy Brights, 200-216 size, per box	$2.50 to 2.65
Fancy Brights, 250 size, per box	2.40
Golden Russetts 10 to 15 cents per box less than above prices.	

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.00
Fancy Bright, 80's, per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	$3.00
Fancy quality, 126 to box	3.00
Fancy quality, 150-176 to box	2.75
Fancy quality, 200-216 to box	2.65
Fancy quality, 250-288 to box	2.40
Extra choice, 96-112 to box	2.75
Extra choice, 126 to box	2.75
Extra choice, 150-176 to box	2.65
Extra choice, 200-216 to box	2.50
Extra choice, 200-250 to box	2.40

CALIFORNIA LEMONS.

Fancy quality, 300 to box	$3.00
Fancy quality, 360 to box	2.75
Fancy quality, extra large, 270 to box	2.70
Choice quality, 240 and 270 to box	2.60
Choice quality, 300 to box	2.65
Choice quality, 360 to box	2.65

MESSINA LEMONS.

Fancy Messina, 360 size, per box	2.75
Choice Messina, 300 size, per box	2.50
Choice Messina, 360 size, per box	2.40

ALMERIA GRAPES.

Fine Quality, kegs, 61 lbs.	$4.50 to 5.00
Choice, kegs, 61 lbs.	4.00
Good Quality, kegs, 62 lbs.	3.50
Good Quality, kegs, 60 lbs.	3.00

NEW CROP PERSIAN DATES.

Finest Hallowee, weighing about 65 pounds, per pound	.05
Finest Khadrowee, weighing about 65 pounds, per pound	.04¼
Finest Sair, weighing about 65 pounds, per pound	.04
Finest Fard, weighing about 60 pounds, per pound	.06½
Finest Fard, in cases containing 9 boxes, weighing 13 to 14 pounds per lb.	.08

NEW CROP TURKEY FIGS.

Extra fancy quality 5-crown, 10 to 12-pound boxes, per pound	0.10
Extra fancy quality, 4-crown, 10 to 12-pound boxes, per pound	0.09
Extra fancy quality 3-crown, 10 to 12-pound boxes, per pound	0.08
Fancy quality glove boxes weighing about 14 ounces, per box	0.10
Fancy quality locum pulled boxes, 4 to 5-pound boxes, per pound	0.14

FANCY JERSEY SWEET POTATOES.

Fancy Prime, per. barrel	$3.75 to $4.00
Choice Prime, per barrel	3.50
Fancy Medium, per barrel	3.00
Choice Medium per barrel	2.25

CRANBERRIES.

Cape Cod, fancy, large	$8.00
Cape Cod, Early Black, per bbl.	7.00
Cape Cod, not so dark, per bbl.	6.00
Fancy Cod, large dark, bushel crate	2.25
Fancy Jersey, medium dark	2.00

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.

	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.13
No. 1 Rio	.12
No. 2 Rio	.10
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battlesbip, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ... per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Guupowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Youug Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ... per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1 45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.95
Standard Shoepeg, 2 lb., 2 doz	.90
Standard, 2 lb., 2 doz	.80
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernclled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz.	1 45
Belle Brand, 2 doz	1.00
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz.	1.20
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Staudard, 2 lb., 2 doz.	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	1 00
Gallons	
String Beans—	
2 lb., 2 doz	.85
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.10
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.95
Standard, 3s, 2 doz	.92½
Gallon, ½ doz.	3.15
Fair Quality, 3s.	.90
2s, 2 doz	.80

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1 45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz.	2.40
Gold Label, ½ lb., flat, 8 doz	2.50
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.05
Blackberries, 2 lb., 2 doz	1.25
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.50
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 25
Grated Pie Pineapples, James, 3 lb., 2 doz.	.95
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1.50
Standard Peaches, Sunset 3 lb., 2 doz	2.40
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.12½
Evaporated, 1 lb. packages, 4 doz	13
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.14
Best, 25 lbs	.15½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	.08½
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ... per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	.06½
Stuffed, 1 lb ... per doz.	
New Prunes—	
30- 40, 25 lbs	
40- 50, 25 lbs	.09
50- 60, 25 lbs	.08½
60- 70, 25 lbs	.08
70- 80, 25 lbs	07½
80- 90, 25 lbs	.07
90-100, 25 lbs	.06½
100-120, 50 lbs	.04¾
Raisins—	
3 Crown, 50 lbs	.08½
2 Crown, 50 lbs	.08
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs ... per box	2.00
Seedless Sultana, 50 lbs	08½
Seeded, 36 1 lb. packages	.10
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¾
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.04
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, Large Sack	.90
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ... per cwt.	.95
Shaker, 2 doz. in case ... per doz.	.80

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.40
Lady Washington Beans, about 200 lbs. to bag	2.50
Green Peas, dried, about 165 lbs. to sack	2 10
Black-Eyed Peas	2.25
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¼
Imported Lima Beans, about 90 lbs. to sack	.06¼
Split Peas, 210 lbs ... per bbl.	7.00
Less quantity	.04
Lentils, about 100 lbs. to sack	.08¾

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.42
Kingsland, N. O.	.33
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
OrangeBrand Syrup	.35
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz.	1.90
California Amber Drips, 2½ lb. cans	2.20
California Amber Drips, 3 lb. cans, 2 doz.	2.50
California Amber Drips, ½ gal. cans, 1 doz.	2.15

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.75
Fine Granulated, 100 lb. sacks	4.75
Confectioners' A	4.70
No. 1, A	4.70
Light Yellow	4.25
Fine Granulated, 2 lb. bags	5.05
Fine Granulated, 5 lb. bags	4.95

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.35
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.65
Red Cross, 4 doz	4.60
Star, 4 doz	4.65
Dime Brand, 4 doz	4.00
Lion, 4 doz	4.60
Premium, 4 doz.	4.35
Hires' Silver, 4 doz	4.75

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4.35
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.75
Our Pet, baby size, 6 doz	3.40
Peerless, small size, 4 doz	2 20
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75
Van Camps, 4 doz, in cans ... per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ... per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ... per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl White Floating	100	4.00
Ark	100	2.20
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.50
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.60
Old Dbten Cleanser, 4 doz		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars ... per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 3 dozen ... per case,	2.80
Qnarts, 2 dozen ... per case,	2.80
Sngar Syrup—	
Pure, extra fancy	.85@.88
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen ... per case,	1.95
Tins, 2½-lb., 2 dozen ... per case,	2.30
Tins, 3-lb., 2 dozen ... per case,	2.50
Tins, 5-lb., 1 dozen ... per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, connt 85@ 95	40.00
Gcorges count 110@115	25.00
Shore 2s, count 225@250	30 00
Medium Irish 2s, count 450	22.00
Norway, count 400@450	25 00
Norway, count 300@350	28.00
Norway, count 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.19
Bloaters, Cromarty, 100s	1.75

TEAS.

Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Snperior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Pouchong—	
Common to fair	.16@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Geuuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia bnds	.35
Cinnamon, Mats	.10
Cinnamon, Twaio	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleacned	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s.	.25@ 35
Nutmegs, 105-110s.	.18@.20
Nutmegs, 130-140s.	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif.	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sance, 2s	.75@ .80
Standard, plain or sance, 3s	1.00@1 .05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sance, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@ .85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cnt	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1.10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@ .80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

—3—

Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@ .80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey	1.60
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3 00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Sauer Kraut 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s.	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s.	
Plnms, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	4.50
Flat ½s	2.50
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	
Choice Red 1s	1.20@1.25
Columbia River Chinook Salmon—	
Flat ¼s	1.25@1.30
Tall 1s	2.00
Flat 1s	2. 20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mnstard, 50 tins	2.85@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Faucy, 1-lb. cartons	.11
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	.08
California, 4 cr., 50 lbs	.09
California, 3 cr., 50 lbs	.08½
California, 2 cr., 50 lbs	.08
Figs—	
Baskets, 1 lb. and 2 lb	.15 @.18
Layers, 2¾-in., 10 lbs	
2½-in., 12 lbs	.10¾
2¼-in., 12 lbs	.09¾
2-in., 12 lbs	.08¾
Currants—	
Fancy, 1-lb. cartons	.10½
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08½
Natural, choice	.07¾
Citron—	
According to quality	.19@ .22
Lemon Peel—	
According to quality	.13@ .14
Orange Peel—	
According to quality	.13@ .14
Fard Dates—	
60 lbs., bulk	.07½
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs	.05½
Prnnes, California, 25-lb. boxes.	
Epineuse, 20x30	
30x40, choice	.11
40x50, choice	.09¾
50x60, choice	.07¾
60x70, choice	.07¼
70x80, choice	
Choice. 50-lb. box—	
60x70, 80x 90	
70x80. 90x100	
Prunes in cartons—	
Fancy 40x 50	.11½
50x 60	.10
60x 70	.09½
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.09
40x50	.08
Apples—	
Fancy, 50 lbs.	
Fancy, 1-lb cartons	
Prime, 50 lbs	.11½
Choice, 1-lb. cartons	
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.15½
Extra Choice Muir	.14½
Apricots—	
Royal, extra fancy, 25 lbs	
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.27
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.39 @.46
Valencia, 28 lbs	.33 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.21
French Princess	
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.12½
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.12 @.14
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.16
Marbots, 110 lbs	
Cornes, 110 lbs	.13
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	14.50@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, accordiug to quality	12.00@20.00
Mushrooms, ½s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	18.00@20.00
String Beans, according to qual	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.08@ .09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.	Column.
Live Poultry	45

DECLINES.	Column.
Eggs	27
Oat Meal	29
Tapioca and Sago	30
Skinback Hams	43
Jersey Pork	43
Bacon	43
Lard, Pure and Compound	44

ADDITIONS.	Column.
Murdoch's Starch	5

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

COL.
Alarm Cash Drawer 33
Alum 47
Ammunition 4
Axle Grease 5
Bags, Paper 41
Bag and Twine Holders 33
Baking Powder 5
Barley 29
Baskets 62
Bath Brick 59
Beans 29
Blacking, Shoe 6
Bluing 6
Borax 47
Brooms 61
Brushes 63
Buckwheat Flour 28
Bung Borers 33
Butchers' Sundries 44
Butter Dishes 62
Butter 7
Butter Color 47
Camphor 47
Candles 15
Candles 7
Canned Goods 8
California Fruits 10
Vegetables 8
Fish 12
Pie Fruit 10

COL.
Sardines 13
Meats 13
Soups 15
Can Openers 33
Capers 27
Caps, Gun 4
Catsup 16
Cereal Specialties
Cereal Coffee 36
Cheese 27
Chocolate and Cocoa 17
Chewing Gum 51
Cider 50
Clothes Pins 62
Cocoanut 21
Codfish 35
Coffee 3
Essence 3
Chicory 3
Coffee Mills 32
Cooking Herbs 8
Condensed Milk 20
Cream 21
Condensed Mince Meat 38
Corn Meal 29
Corn Starch 58
Cottolene 26
Cracked Wheat 29
Crackers, Cakes, etc 22
Cranberries
Cutters, Dried Beef 33
Tobacco 64
Delicatessen 22

COL.
Dressed Meats 44
Drugs, Grocers' 47
Eggs 27
Essence of Coffee 4
Extracts 48
Fancy Groceries 27
Farina 29
Farinaceous Goods 29
Faucets 33
Canned Fish 12
Fixtures 32
Flour 28
Flour, Self Rising 28
Flour, Buckwheat 28
Fly-paper 59
Food, Bird 59
Fruit Butters 46
Fruits, Domestic, Dried 35
Fruits, Foreign, Dried 35
Fruits, Green
Gelatine 31
Ginger, Jamaica 47
Gravel, Bird 59
Grocers' Fixtures 32
Herring 34
Hominy and Grits 29
Honey 36

COL.
Ink 37
Insect Powder 48
Ironing Wax 59
Jams 46
Jars and Jar Rubbers 7
Jellies 46
Junket Tablets 50
Ketchup 16
Lamp Goods 37
Lard 44
Lemons and Oranges
Lentils 29
Licorice 47
Lime 37
Live Poultry 45
Lye, Concentrated 37
Macaroni 32
Mackerel 34
Maple Sugar and Syrup 60
Matches 37
Measures 33
Meat 44
Mince Meat 38
Molasses 60
Mucilage 59
Mustard 57
Mustard, Prepared 57
Marmalade 46
Noodles, Egg 29

COL.
Nuts
Oat Meal 29
Oils 39
Oil, American 40
Olive Oil 40
Olives 39
Paper 41
Paper Bags 41
Peanuts
Peas, Dried 29
Pepper Sauce 52
Pickles 42
Pickled Meats 42
Plum Pudding 46
Pork and Beef 43
Potash 37
Potato Chips 42
Poultry Seasoning 45
Poultry, Dressed 45
Poultry, Live 45
Powder, Rifle 4
Preserves 46
Provisions 43
Puddine 31
Putty 47
Rennet 50
Rice 51
Rice Flour 29
Rolled Oats 29
Root Beer 53

COL.
Rope 59
Rosin 47
Sago 29
Salad Dressing 51
Sal Soda 52
Salt 51
Sapolio 54
Sardines 13
Sauce and Condiments 52
Sauer Kraut 46
Scales 32
Scoops, Grocers' 33
Scouring Soap 52
Seeds 53
Shoe Dressing 6
Shot 4
Smoked Fish 34
Soap, all kinds 54
Soda, Bicarb 53
Soft Drinks 53
Soups 15
Specialties 54
Spices 55
Whole 57
Starch 58
Stove Polish 58
Soap Powders 55
Segars 64

COL.
Sugars 1
Sulphur 47
Sundries 59
Syrups 60
Tacks 59
Tapioca 31
Tar 4
Teas
Tobacco, Chewing 6
Smoking 64
Tobacco Cutters 33
Tubs 62
Twine Holder 33
Twine 59
Vermicelli 32
Vinegar 43
Washboards 62
Wax, Fruit Jar 59
Wheat, Cracked 29
Wheat Flour 29
Wrapping Paper 41
Wringers, Clothes
Woodenware, Sundries 61
Witch Hazel 48
Yeast Cakes 63

—1—

SUGAR.

Confectioners' Lozenge, XXXX	5.05
" Powdered	5.05
" Crown A	5.25
" Crystal A	4.90
" Coarse Granulated	5.15
Eagle Tablets	6.20
Crystal Dominoes	7.25
Cut Loaf	5.70
Patent Cubes	5.15
Powdered	5.00
Extra Fine Granulated	5.00
Coarse Granulated	5.00
Granulated	4.90
Fine Granulated	4.90
" in 50-lb. bags packed 2 in 100-lb. bag	4.95
" in 25-lb. bags packed 4 in 100-lb. bag	4.95
" in 10-lb. bags packed 10 in 100-lb. bag	5.05
" in 5-lb. bags packed in bbls	5.10
" in 5-lb. bags packed in 100-lb. bags	5.10
" in 2-lb. bags packed in bbls	5.20
" in 2-lb. bags packed in 100-lb. bags	5.20
" in 2-lb. cartons in cases	5.10.
" in 2-lb. paper packages in cases	5.10
Confectioners' A	4.70
1—Keystone A	4.65
2—American A	4.60
3—Centennial A	4.55
4—California A	4.50
5—Franklin B	4.45
6—Keystone B	4.40
7—American B	4.35
8—Centennial B	4.30
9—California B	4.25
10—Franklin Extra C	4.20
11—Keystone Extra C	4.15
12—American Extra C	4.10
13—Centennial Extra C	4.05
14—California Extra C	4.05
15—Franklin C	4.00
16—Keystone C	4.00

TEA.

	Per lb.
Japans—Basket-fired	18 @ 35
Japans—Pan-fired—Common to fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
Formosa—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
Foochow—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
Gunpowder—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

Moyune—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
Imperial—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
Young Hyson—Superior to fine	13 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
India—Common to Fine	17 @ 38
Ceylon—Common to Fine	17 @ 40
English Breakfast—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS. Per lb.

Lipton's Teas—

	In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—
Tourist, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea .50
Almoco, lead foil package teas, ¼s and ⅛s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas 40

Tetley's Tea— Per lb.
¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.
Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades per doz.	.90

Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. Silver Sacks	.22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—

100 lb. barrels per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

—3—

McCormick & Co's Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 1 doz per doz.	.90
Colburn's, quarts, 3 doz per doz.	.90
Colburn's, ½ gals., 1 doz per bbl.	1.80
Violet, pints, 2 doz per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz.

¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75
Davis' O. K., ¼-lb., 4 doz per doz.	.45
Davis' O. K., ½-lb., 3 doz per doz.	.90
Davis' O. K., 1-lb., 2 doz per doz.	1.65
Davis' O. K., 5-lb., ½ doz per doz.	7.20
Cleveland's, 10-c. size, 4 doz per doz.	.84
Cleveland's ¼-lb., 4 doz per doz.	1.23
Cleveland's, ½-lb., 2 doz per doz.	2.28
Cleveland's, 1-lb., 1 doz per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans, 1 doz. cases	1.65
Leslie's, 5-lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass, 4 doz	1.04
6 oz. glass, 6 doz	1.03
6 oz., 1 gross, in bbl per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

—4—

Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case....per doz.	12.00
" 1 " 1 " .... "	2.50
" ½ " 2 " .... "	.55
" ¼ " 3 " .... "	.75
Purity Brand 5 " ½ " .... "	6.00
" 1 " 1 " .... "	1.50
" ½ " 3 " .... "	.80
" ¼ " 3 " .... "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M per ¼ gross	4.50
Jacquot Blacking, No 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos Peaberry, extra fancy	.12½
" Fancy	.09¼@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.12
" Choice	@.11½
Washed Caracas, Fancy	.13½@.14
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ½ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.12
" Prime	@.10½
" Choice	@.09½
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 35/100
Lion	13⅛	13¼
B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins,	.26	
Saindo, lbs	.20	
" 50-lb. tins	.19	
" barrels	.18	
Viv, lbs	.16	
" 50-lb. tins	.15	
" barrels	.14	

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20
Packed in 30 and 60 pound cases.	
German-American Coffee Co.—	Per lb
Trinnfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14 1/10
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box ... per box	3.90
12 tins in box ... per carton	.95
2 lb. tins ... per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross Improved cans ... per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends ... per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin ... per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross ... per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Gronnd, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbns Brand, 5 sticks to lb., 65 lbs	.04⅝
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB. bags, 25 lbs	2.10

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.33
" First, "	.31
" Second, "	.29
" Third, "	.27
" Imitation, 30–60 lbs	.25
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.34
Ladies, 30–60 lbs., bakers' use	.23–.24
Print Butter:—	
Star or S. D. brands, 1 lb., 20–50-lb. bxs.	.36
B. B., E. D. brands, 20–50-lb. boxes	.35
J. J., C. V., Gilt Edge, Gold Medal, 20–50-lb. boxes	.34
Sheaf ("400") Elgin, 20–50-lb. boxes	.33
Sheaf	.30–.32
B. S. Gilt Edge, cartons	.36
Gurnse, pounds or half pounds	.33
Belle Spring	.31

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10⅞
" 16's, "	.11⅞
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¾
Peerless " " "	.10¾
Bright Light, " " ... per box	2.50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	.19
Martha Washington, long 12s ... per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints ... per gross	4.20
Mason's, quarts ... per gross	4.45
Mason's, half-gallons ... per gross	6.20

—8—

Jelly Tumblers—	
Barrels, 22 doz ... per doz.	.16½
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.72
Jar Rubbers—	
Lip, wide ... per gross	.85
Acme, wide, 1 doz. cartons ... per lb.	.45
" medium, 1 doz. cartons ... "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium ... per lb.	.25
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Mayflower brand, Sweet Marjoram ... per doz.	.25
" Sage ... "	.25
" Thyme ... "	.25
" Savory ... "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory ... per case	1 00
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savory—	
⅛-lb. cartons, 1 doz ... per doz.	.40
¼-lb. " " ... "	.75
½-lb. " " ... "	1.25
¼-lb. screw cap bottles, 2 doz ... per doz.	.90
¼-lb. square cans. 2 doz ... "	.80

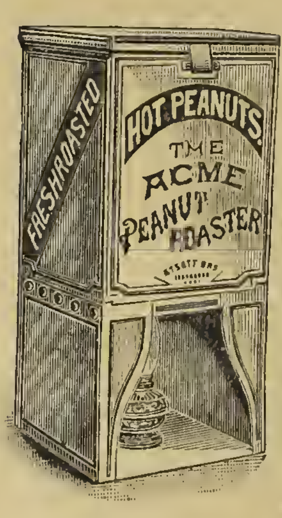
CANNED GOODS.

	Per Doz
Tomatoes—	
Mrs. Hancock's Frying	1 25
Frying, Good Luck Brand	1.15
DuBois' Frying	1.12½
Jersey King, No. 3, Standard Jersey	1 00
Blue Hen Chickens, No. 3	.95
Rio Grande, fancy, Jersey	1 05
Silver Lake, fancy, Jersey	1.10
Alta, No. 2	.70
Plantation, No. 10, 1 doz	3 00
Bull Dog, No. 2	.67½
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1 05
Little Darlings	1 30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.65
Cloister, fancy N. Y.	1.45
Mikado, Penna., fancy	1.00

If You Don't Notice
YOU Lose

Tea has jumped in price, and we can't fill orders for Caricol much longer at our old price. We have to pay too much for the brands which go to make up this famous blend. Get your order in quick if you still want to make 160 per cent. profit on Tea.

Thomas Martindale & Co., Philadelphia, Pa.



Give Me Some Fresh Roasted
Peanuts

You know that most everybody eats peanuts, and they all want them freshly roasted, but you may not know that they pay you 300 per cent. profit when they are roasted in an

Acme Peanut Roaster

the simplest and most inexpensive automatic roaster made. There is practically no labor and no expense in operating one, any boy can do it, as there is nothing to get out of order and nothing to break. It will pay for itself in a month's time. Send for full particulars and price to

ATSATT BROS.
24 Pearl St. MATTAPOISETT, MASS.

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.
Do you keep it in stock?

H. KELLOGG & SONS, Philadelphia
Agents for SAMUEL RAE & CO., Leghorn, Italy

"THE BOTTOM AS GOOD AS THE TOP"

Our **Apelpi Evaporated Apples** are a prime grade of New York fruit, selected from the best flavored and matured apples.
The square cartons are lined with waxed paper and their contents are guaranteed to be as fine as anything in the market.
Every piece of fruit is hand picked and must be perfect before it goes into our machines.
The result is a product for which the demand is not only enormous, but constantly growing.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON, Distributers — 28 So. Front Street, Philadelphia, Pa.

—9—

yer's, 2s	.82½
corn, 3s	1.05
corn, No. 2	.77½
fe, No. 2	.60
te Wax Beans—	
corn	.75
ampion	.65
insom, N. Y., No. 10, 1 doz	3.75
ed Beans—	
& M., No. 3	1.35
& M., No. 3, tomato sauce	1.55
ampbell's, No. 2, plain	.92½
ampbell's, No. 2, sauce	.92½
xford, No. 3	.90
arragansett, No. 2, tomato sauce	.97½
arragansett, No. 3, tomato sauce	1.37½
an Camp's, No. 1, sauce, 4 doz	.87½
an Camp's, No. 2, sauce, 2 doz	1.32½
oore & Brady, No. 3, plain	.82½
oore & Brady, No. 3, sauce	.87½
oore & Brady, No. 1, picnic size, plain	.40
oore & Brady, No. 1, picnic size, sauce	.45
ictory, No. 1, tomato sauce, 4 doz	.47½
artin Wagner Co., No. 3, plain	97½
artin Wagner Co., No. 3, tomato sauce	1.05
artin Wagner Co., Midnight Lunch, No. 1, 4 doz	.52½
himmel's, No. 1, sauce	.50
himmel's, No. 2, sauce	.87½
himmel's, No. 2, plain	.82½
unker Hill, No. 3, plain	.77½
unker Hill, No. 3, tomato sauce	.80
ider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
innyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
Kidney Beans—	
an of Arc, No. 2	.82½
artin Wagner's, No. 2, 2 doz	.72½
artin Wagner's Extra Quality	.80
an Camp's, No. 2, 2 doz. per doz.	.82½
n—	
ornlet	1.65
aris, fancy Maine	1.20
merican Beauty, extra fancy, Shoe Peg	.92½
ream of Susquehanna	.95
aker's, G. W., whole grain	.82½
hoe Peg, Susquehanna	.85
hoe Peg, Osborn's	.75
ark, crushed	.75
ex, No. 2, Fancy Whole Grain	.70
anity, No. 2, Whole Grain	.67½
oyal Exchange, Whole Grain	.65

—10—

Peas—	
French, very fine, 100 cans	14.50
French, fine, 100 cans	12.00
French, medium, 100 cans	11.00
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1.25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	1.02½
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.52½
Beets—	
Red Jacket, No. 3, small	1.35
Silver Lake, fancy, No. 3	1.00
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1.05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.22½
Shawnee, No. 3	1.27½
Farren's, No. 3	1.25
Farren's, No. 10	4.00
Sweet Potatoes—	
Plantation, No. 3	
Victory, No. 3, 2 doz	1.05
Pumpkin—	
Silver Lake, No. 3	.85
Catawba brand, extra fancy, N. Y. State, No. 3	.92½
Andrews & Co., No. 2	.55
Silver Lake, No. 10, 1 doz	2.25
Asparagus—	
Extra mammoth, No. 2½	4.50
Superior, large, No. 2½	4.10
Staple, medium, No. 2½	3.95
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3.60
El Rio, medium, No. 2½, 2 doz	3.75

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2.65
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s,	2.40
Cherries—	
Extra quality, 2½s	3.40
Standard, 2½	3.00
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2 65
Tioga, No. 2½, ex. standard lemon cling	2.62½
Wild Rose, No. 2½, ex. stand'd lemon cling	2.47½
Valley, No. 2½, standard lemon cling	2 30
Thistle, No. 2½, standard lemon cling	2 27½
Agate, No. 2½, standard lemon cling	2.22½

—11—

Lake View, No. 2½, lemon cling	2.10
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.60
Columbus, No. 2½, pie peeled yellow free	1.87½
Columbus, No. 2½, pie peeled lemon cling	1 92
Plums—	
Extra standard egg	1.75
Extra standard green gage	1.75
Standard egg	1.65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	3.50
Keystone, No. 3, 2 doz	1.10
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	1.20
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Jersey Duke, 2s	1.10
Blueberries—	
Loggies, No. 2	1 50
Loggies, No. 10	6.85
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Maryland Leader, yellow, No. 3	1.97½
Maryland Leader, white	1.92½
P. & B. yellow, No. 3	1.87½
Gypsum, No. 3, pie	1.50
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.25
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.55
Pride of Rochester, fancy, preserved, No. 2	1.90
Rhubarb—	
Ayres, No. 10, 1 doz	3.00
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	1.90
Defence, No. 2	2.25
Pine-apple—	
Phonograph, grated, No. 2	2.00
Phonograph, sliced, No. 2	1.95
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.85
Indian River, E. & C., No. 2	1.70
Terrapin, E. & C., sliced, No. 2	1.65
Wagner's, E. & C., No. 2	1.60
Orange Grove, E. & C., No. 2	1.50
Wallace, grated, No. 2	1.40
Singapore Chunks, No. 1½, 4 doz	1.12½
Wallace, E. & C., sliced, No. 2	1.35
Singapore, cubes, No. 1½, 4 doz	1.10
Wagner's, No. 1, cocktail, 2 doz	1.00
P. & B., grated, No. 3	1.00
James, No. 3, pie, grated	.95
Singapore, cubes, No. 1, 4 doz	.85

—12—

The Paul Taylor Brown Co's
Singapore Pineapple, extra preserved.

Tan Chop Hin, ¾-lb. chunks	per doz.	.80
" 1 " "	"	.87½
" 1½ " "	"	1.17½
" 1½ " sliced	"	1.35
" 1½ " grated	"	1.35
" 2½ " whole	"	1.85
Packed in their own juice:—		
1½-lb. chunks, extra heavy syrup	per doz.	1.45
1½ " sliced	"	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	
Star, No. 1, 4 doz	1 05
Lobster—	
B. & M., No. 1, flat, 4 doz	4.20
B. & M., No. ½, flat, 4 doz	2.20
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 doz	1.35
Star brand, No. ½, flat, 4 doz	2 25
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.35
Shrimps—	
Peerless Brand (Barataria), new dry, No 1, 2 doz	1.20
Peerless Brand (Barataria), new pickled, No. 1, 2 doz.	1.15
Cotton Bale, pickled, No. 1, 2 doz	1.12½
Mackerel—	
Picker's, soused, No. 1, 4 doz	
Pickert's, soused, No. 2, 2 doz	2.50
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.52
Underwood, soused, No. 2, 2 doz	2.45
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.02½
Boyer's, No. 2, 2 doz	1.90
M. & B., No. 1, 2 doz	1.00
Stewart's, No. 2, 2 doz	1.95
Stewart's, No. 1, 2 doz	.95
Victory, No. 1, 2 doz	.97½
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	82½
Salmon—	
Foust, Sockeye, 1 lb, flat	1.82½
Gibralter, Sockeye, No. 1, tall	1 90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.85
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.15
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Humes, Karluk, No. 1, tall, 4 doz	1.35

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

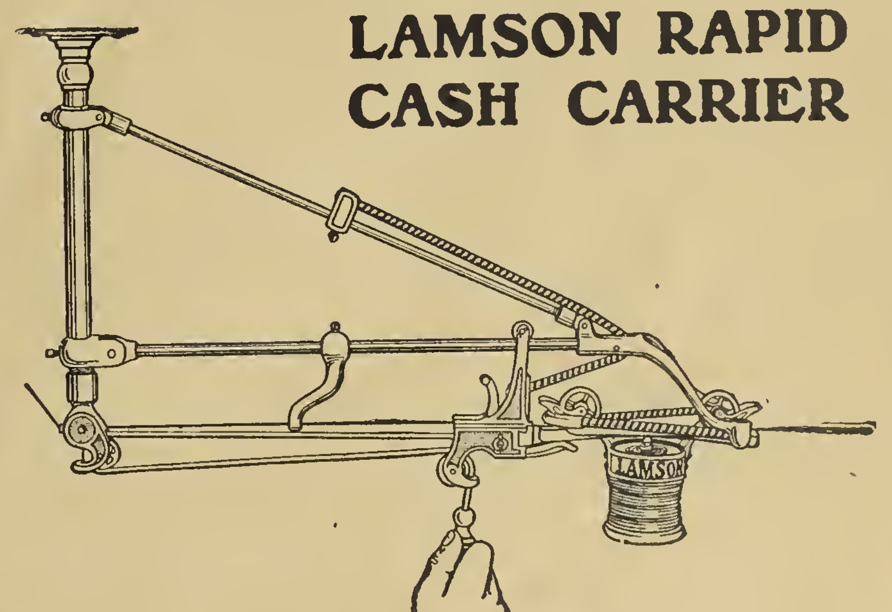
CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company

Philadelphia, Pa.



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.35
White Raven, ½s	.95

Plain.

Chancerelle, ½s, key	25.00
La Champagne, ¼s, key	17 00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00

SARDINES—Boneless.

La Champagne, ¼'s, key	17.00
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	13 25
Morel, ¼s, boneless	17.50
¼s, Aurora, smoked	8 00
Mustard—	
¼s, Irma, 100 cans	3.40
¼s, Eureka, key, 100 cans	3.27½
¼s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3.40
¾s, Underwood's, 50 cans	3.95
¾s, Irma, 50 cans	3.45
¾s, Harbor, 48 cans, wrapped	3.40
¾s, Booth's, extra, in cartons, 50 cans	2.75
¾s, Continental, key, 48 cans	2.50
¾s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
¼s, Le Baron, 100 cans	3.20
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30
Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13 00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.

	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.25
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	6 90
" with key, No. 14, ½ doz., per case	8.65
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Dried Beef.

No. 1, 2 doz	2.00
No. ½, 2 doz	1.15
Glass, No. ½, 2 doz	1.45
Glass, No. 1, 2 doz	2.45
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.82½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.75

—14—

Acme Sliced Smoked Beef.

	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.72½
Beechnut Bacon, No. ½, glass jars	1.65
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1 30
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.32½
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.15
Kingan's, No. 2, 1 doz	2.15

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2½, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.45
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

—15—

Devilled Meats.

Curtice Brothers, "Blue Label"—

	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—

	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2 25
Tongue	1.25	2 25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted 1 lb., 4 doz	.85
Campbell's Assort., No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tall	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONER[Y]

Croft & Allen Co.—		Per
Extra Mixtures	30-lb. pails	.0
Cream Jelly Mixtures	"	.0
Elcroften Mixtures	"	.0
Nobby Mixtures	"	.0
Cadella Mixtures	"	.1
Fine French Mixtures	"	.1
French Creams	"	.0
American Mixtures	"	.0
Variety Cut Drops	"	.0
Darling Mints	"	.0
Golden Drip Bar	15-lb. boxes	.1
Sour Balls	30-lb. pails	.0
Pancella Cream Chocolate	"	.1
I X L Assorted Chocolate	"	.1
King B Assorted Chocolate	"	.1
No. 1 Fine Assorted Chocolate	"	.1
Nonpariel Drops	"	.1
Chocolate Covered Caramels	"	.1
Dairy Chocolate Chips	25-lb. pails	.1
Chocolate Mints	30-lb. pails	.1
Honey B Comb	21-lb. pails	.1
Cream Cocoanut Balls	28-lb. pails	.1
Cream Peppermint	30-lb. pails	.0
" Wintergreen	"	.0
Wellington Caramels	25-lb. pails	.0
Frozen Milk "	30-lb. pails	.1
Soft Jelly Gum Drops	"	.0
Superfine "	"	.1
Jelly Beans	"	.0
Wintergreen Lozengers	"	.0
Mint "	"	.0
Assorted "	"	.0
Conversation "	28-lb. pails	.0
C. & A. Crown Stick	30-lb. pails	.0
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.1
Rock Candy, assorted	10-lb. boxes	.0
Penny goods	10 boxes in case	4.5

CATSUP.

	Per Do[z.]
Beef Steak Catsup, Medium	2.0
Campbell's, No. 8, 2 doz	.87
Campbell's, No. 8, Tobasco	.87
P. P. Co., Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	
Snider's Catsup:—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate ... per jug	.85

Bought Simply. Because She Liked the Glass Package

It's odd what little things make sales sometimes. A grocer told us the other day that the day before a woman had bought a jar of **Croft's Swiss Milk Cocoa** simply because she liked the novelty of the glass package. She didn't ask any questions about the peculiar characteristics of the cocoa; she liked the glass jar and bought.

There is a point in that for grocers who study the public—the useful novelty is usually the seller.

Croft's Swiss Milk Cocoa, the only cocoa packed in glass, has a smoother flavor than any other cocoa made. That is because our exclusive process of making takes out certain substances that other manufacturers leave in.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. PHILADELPHIA Pennsylvania . .

BELL'S SEASONING

40 Years the original Favorite: for delicately flavoring Dressings for Turkey, Chicken, Game, Fish, Lamb, Croquettes, Oyster Patties, Escallops, etc.

JELLIED MEATS OR FOWL.—One pint of cold meat or fowl. 1 teaspoon Bell's Seasoning, ½ teaspoon salt, liquid enough to fill pint mould. Add to liquid, when hot, 1 tablespoon granulated gelatine. Cool, and serve on a base of lettuce leaves over which thin sliced lemon is placed.

The above advertisement (one of those we are using in our advertising to the general public) has not improbably caught the eyes of your customers and made them wonder where they could get BELL'S SEASONING.

You don't need to advertise BELL'S SEASONING—simply let your trade know you keep it, and our advertising will do the rest.

The WILLIAM G. BELL CO., Sole Props., 50 Commercial St., Boston, Mass.
William H. Sutter, Manufacturers' Agent, 5 South Front St., Philadelphia, Pa.

—17—

KETCHUP.

tice's "Blue Label" Tomato Ketchup:—	Per Case.
nall, 25 bottles in case	3.00
edium, 25 bottles in case	4.75
arge, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

ter Baker & Co's:—	Per lb.
remium, 12 to 25 lbs	.35
aracas, sweet, 6 lbs	.32
erman, sweet, 12 lbs	.25
uto, sweet, 6 lbs	.32
ocoa, ¼-lb. cans, 12 lbs. in box	.36
ocoa, ½-lb. tins, 6 lbs	.36
H. Baker s:—	
est Cocoa, ½-lb. size ... per lb.	33
" ⅕-lb. " ... "	.34
remium Chocolate, ½s, 12 lbs	.31
" ¼s, 12 lbs	.31½
est Sweet Chocolate, ¼s	.20
est Sweet Chocolate, 1-5s	.20
shey's—	
ilk, ⅙s, 6 lb ... per box	1.55
oa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Honten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.43
" " ¼s, 6 lb	.45

sdorp's Royal Dutch Cocoa, 12-lb. cases—	Per can.	Per doz.
-lb. round cans	.19	2.27
-lb. "	.30	3.60
-lb. "	.59	7.08
½-oz. " 50 cans in case	.07	
		Per lb.
lb. "	2.75	.55

sdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
ilk Chocolate, 6 to lb	.45
ueen, 4 to lb	.42
weet Vanilla, 4 to lb	.28
" 8 to lb	.28
lain Cooking Chocolate, ½-lb. cakes	.36
oker's Cocoa Powder—	
-lb. tins, 2 doz. in box ... per doz.	1.88
-lb. tins, 2 doz. in box ... "	3.50
-lb. tins, 1 doz. in box ... "	6.50
5-lb. tins, 1 doz. in case ... per lb.	.52
-lb. bags, 1 doz. in case ... "	.50

—18—

Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes ... per lb.	.37
" ½-lb. tins, 6-lb. boxes ... per lb.	.36
Wilbur's Chocolate—	
Premium, ⅙s, 12-lb ... per lb.	.30
Sweet Clover, ⅙s, 6-lb ... per box.	1.65

Hooton Cocoa and Chocolate Co.—

Cocoa, labeled, ½s	.36
Cocoa, labeled, ⅕s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30

Ideal Chocolate and Cocoa Co.:—	
Ideal Cocoa, ½-lb. size ... per lb.	.40
" " ⅕-lb. " ... "	.41
" Baking Chocolate, ½-lb size ... "	.27
" " " ¼-lb. " ... "	.29
" Milk Chocolate, 6-lb. box ... per box	1.65
" Vanilla, Sweet, 6-lb. " ... "	1.65

Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box ... per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs.	
6-lb. boxes, 12 boxes in case ... per lb.	.27
12 " " 6 " " ... "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Peter's Milk Chocolate:—	
No. 61—½ lb. size, croquettes ... per lb.	.48
No. 62—¼ lb. " " "	.48
No. 63—½ lb. " flat packets ... "	.48
No. 64—¼ lb. " " " "	.48
No. 93—⅕ lb. " " " "	.48
No. 66—⅙ lb. " " " "	.50
No. 67—1/16 lb. " " " "	.50
No. 68—1/30 lb. " " " "	.50
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ⅕s, 2 doz. in box	1.95
" " ¼s, 6 lb. "	.39
" " ½s, 6 lb. "	.38
" " 1s, 12 lb. "	.37
" " 5 lb., 6 cans in box	.37
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Superior Sweet, 6 lb. "	...
" Premium, ¼s, 12 lb. "	...
" " ½s, 12 lb. "	...
Hawley & Hoop's Breakfast Cocoa—	
A No. 1, ½-lb. tins, 12 in box	.34½
" ¼-lb. " 24 "	.35½
Cocoa Shells, cleaned, bags ... per lb.	.01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes ... per lb.	.30
½-lb. " " 24-lb. " ... "	.29
Special 10-c. packages, 30 to box ... per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ⅕-lb. " 6-lb. "	.31½
" ⅕-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ⅙s, 6-lb. boxes	.26½
" ⅙s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes ... per box,	1.35
" 3-c., 72 " ... "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

—20—

Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	4.30
Defiance, 4 doz	4.30
Magnolia, 4 doz	4.80
Rose, 4 doz	4.65
Dime, 4 doz	3.90
Winner, 4 doz	4.65
Baby, 1 doz., glass	1.90
Red Cross	4.60
Peninsular	4.60
Dr. Hand's, 2 doz	3.10
Leader	
Banner, 4 doz	4.50
Star, 4 doz	4.60

EVAPORATED MILK.

Peerless, family size, 4 doz	3 70
Peerless, 5c. size, 4 doz	2.20
Yacht, family	3.50
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	3.95
Silver Cow, 5c. size ... 6 doz.	3.25
Pet, 10-c. size, 4 doz ... per case	3.30
Pet, 5-c. size, 6 doz ... per case	2.80
Van Camps, 6 doz., small	2.90
Van Camps, 4 doz., family	3.55
Van Camps, 4 doz., large	4.00

HIRES CONDENSED MILK AND CREAM

	Per case.
Hires Condensed Milk	**5.60**
Queen	**4.60**
Blue Ribbon	**4.35**
Premium	**4.35**
Silver	**4.75**

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	**4.25**
Five cases or more	**4.20**
Twenty-five cases or more	**4.15**
Fifty cases or more	**4.10**

Let Us Advertise You in Your Own Town...

If you will let us do some advertising for you in your own town, you'll be able to add to the regular benefits you get from the advertising we are doing to consumers all the time.

Write us how to obtain any of these:

Ralston Children's Checkers and Board
Ralston Children's Wagons
Ralston Checkerboard Satchels
Checkerboard Window Display

These clever, novel advertising ideas appeal to everybody, but especially to children. Everywhere they go they amazingly help the sale of **Ralston Health Food** and **Purina Whole Wheat Flour**—both profitable products and of superior quality.

Ralston Purina Mills, St. Louis, Mo.

T. A. JAMES & CO., General Distributers, 12-16 Chestnut St., PHILADELPHIA

Your Store Should Be Brighter Than Day

Your store ought to be lighter at night than in the day because at night the light is all inside, in daytime it is all outside.

Is it?

A store that at night is only "as light as day" would probably show up rather darkly. Stores that are brilliant and cheery are literally brighter than day.

A few electric lights properly disposed, will make your store inviting and attractive—the lack of them will make a cold and gloomy place that repels everybody.

Take it up with us.

THE PHILADELPHIA ELECTRIC CO.
TENTH AND CHESTNUT STREETS

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ½s	.26
" ¼s	.28
" ½s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

—22—

Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.c8
Salted Strips	.c8½	.09
Saltines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07
Package Goods—		Per doz.
Animals		.50
Butter Thin		1.00
Gingerettes		1.00
Gold Medal Soda (small)		.50
" " (large)		.90
Graham Wafers		1.00
Ivinettes		1.00
Milk Lunch		1.00
Our Ginger Snaps		.50
Pink Tea		1.00
Sugar Snaps		.50
Saltona Biscuit		1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN
WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish.p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish.p. dz.	1.75

—23—

Wein Senf, in bbls. ...per gal.	
" 1 gallon stone jars ...per jar	.75
" 5 gallon kegs ...per keg	2.50
Prepared Mustard, in bbls. ...per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub.	.26
...loaf,	.26½
Sap Sago, 3 to a lb.......cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
in tin ...per lb.	.26
" 1-lb. tins ...per case	3.25
Camembert, in wood boxes........per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.......loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each ...per lb.	.19
Limburger Cheese, No. 1.....box, 18 ; ½ box, 18 ; less	.19
Muenster Cheese ...per lb.	.19
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box.........per box	3.00
" (Gem size), 6 in box.......... "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case ...per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size.per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.25
Neufchatel (Cow brand), 25 in box.....per box	1.10
Star Cream, or Phila., 12 " .... "	2.30
Miniature Cream, or Phila. 12 " .... "	1.15
Hand Cheese, 8 doz. "	1.45
" 4 " "	.75
" 4 " Thuringer "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.4
Schutzen Cheese, 12 in box "	1.2
American Mountain Cheese (Alpen Kase), 50 1-lb. packages ...per lb.	.1

IMPORTED AND AMERICAN MEATS AN[D] SAUSAGES.

Westphalia Ham (marked weight)........per lb.	.48
Wiener Wurstel, 16 in tin ...per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) ..... "	.3
Imported Cervelat Sausage (Rolff's).....per lb.	.48
Imported Frankfurters ...per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size ...per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short ...per lb.	.24
" " long "	
" Mortadella, Dry ...per lb.	.25
" Knackwurst, 25 in box, per box, $4.75 ...per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .21½ ; less	.23
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20 ; less	.22
" Cervelat, Crescent, 50 and 100-lb. boxes, .16½ ; less	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14 ; less	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23½ ; less	.24
" Salami (E), 50 and 100-lb. boxes, .21 ; less	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .20 ; less	.21
" Salami, G. A. P., 50 and 100-lb. boxes, .17 ; less	.18
" Tongue Sausage ...per lb.	.18
" Smoked Braunschweiger Liver Sausage ...per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz.	.90
" Petit Delicatess Frankfurters, with Sauer Kraut ...per doz.	.90
" Lebanon Beef Bologna......per lb.	.15
" Paprika Speck "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen ...per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2 50
Calves' Head, in round tins ...per doz.	1.65
Pickled Meats, in glass "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

Be Proud of Your Olive Oil

You may remember the recent tests which the United States Government made into all brands of imported olive oil.

Those tests (Government Bulletin 77, page 55) proved **Nicelle Olive Oil** to be superior to all the other brands tested. **Nicelle Oil** is made and bottled in Nice, France. It is the highest type of pure olive oil producible.

Sell olive oil you can be proud of. There are so many brands you can't.

Nicelle Olive Oil Co.

103-107 HUDSON STREET, NEW YORK

They Wouldn't Imitate It If It Wasn't So Good

The Ramly Cigarette is the finest 10c. Turkish cigarette ever made. It is so good other manufacturers try to make their goods **look like** the Ramly, but there the similarity ends.

If you want to get a run on cigarettes, get people to go out of their way to come to you, put in the Ramly. Remember how it is spelled—R-A-M-L-Y.

Mentor Cigarette Company

404 Atlantic Avenue

Phila. Rep., ARTHUR HAGAN & Co. 151 North Third Street

BOSTON, MASS.

To Display Fruit

The **T. & S. Fruit-Display Tree** is by far the best thing on the market for showing of fruit and making it sell itself. Solid oak or cherry, revolving top, ball-bearing casters; stands 6 feet 4 inches high.

Dealers have told us this fixture sold 25 to 50 per cent. more bananas for them.

Write for prices.

The Welles & Davis Mfg. Co.

WYALUSING, PA.

—25—

eel Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	
amb tongues, in glass	"	1.60

OLLAND AND SCOTLAND HERRINGS.

	Kegs or Pails.
olland Herring, mixed, "Y. M." ½bbl. 5.50	60–75
" milkers, " ¼ bbl. 6.50	75–85
" mixed, Standard, bbl. ¼ bbl.	5.50–6.50
olland Herring, milkers, Standard, bbl. ¼ bbl.	
cotland Herring, mixed, large fulls, bbl. ½ bbl. 8.00	
" milkers, large fulls, bbl. ½ bbl. 8.00	
arinirte Herring, Imported, about 40 in pail.	1.25
oll Herring, Imported, about 25 in pail	1.00
piced Herring, Imported, about 40 in pail.	1.00
orway Stockfish, dry per lb.	15
atjes Herring per pail	

BISMARCK HERRING.

int size, round tins, with key	per tin	.20
uart " " "	"	.35
Qt. " " "	"	.55
Qt. " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

oll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
rat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
nglish Sprats, 36 bunches per box	
ruger's Roll- and Brat-Haring, oval tins, per doz	2.50

RUSSIAN SARDINES.

mported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.05
ut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
ussian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

riginal Package	per ½ bbl.	5.50
epacked in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" in 5-gal. kegs	per keg	2.75
" in ½-lb. flat tins	per doz.	.95
" in ½-lb. tall tins	"	1.50
" in 1-lb. tall tins	"	2.00
ancy Kegs—1|1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg		.20

SALT SARDELLEN.

riginal Package, 1902	per anker	16.00
epacked—kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz	19.50	½ kilo Cans, per dz.	19 50
½ " "	10.50	¼ " "	10.50
¼ " "	5.50	⅛ " "	5.50
⅛ " "	2.75	1/16 " "	2 75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—about 2000	per cask	
50 " bbl.— " 1200	per bbl.	
15 " keg— " 500	per 100	
10 " keg— " 300	"	1.00
5 " keg— " 150	"	
10 lb. pail— " 50	"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitzkngein	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg	per bundle	.30
Basler Lebkuchen, No. 1, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.50
Green Kern	per lb.	.10½
Potato Flour	"	.08
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.100
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

COTTOLENE.

30 2-lb. tins	per case	6.50
15 4-lb. "	"	6.50
6 10-lb. "	"	6.50

Freight prepaid on two-case lots.

—27—

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.34
Western	.24–.33
Storage	.20–.23

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.15½
New York, Full Cream, new, 1st's, 40-lb. bxs.	.14–.15
Picnic, Full Cream, new, fancy, 20-lb. bxs.	.16

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.	.27
Anchovies, in oil, ½ bottles	4.50
" " ¼ "	3.25
Anchovy Paste, fancy, per doz.	4.75
" plain, per doz.	3.75
Bouillon, Burnham, pints, 2 doz. in case	3.75
" " ½ pints, 2 doz. in case	2.00
Capers, Nonpareil, ½ gallon kegs	1.50
" " Quart, glass per doz.	7.00
" " bottled, ½ size ... per doz.	2.35
" " " ½ " "	1.90
" " " ¼ " "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.65
" med. " " 12 " "	5.00
" small " " 24 " "	4.75
Cherries in Maraschino, in glass, 1-doz. case	7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" " 3 lb., 2 dz. case "	2.20
Currie Powder, pints, per doz.	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ⅛'s	2.85
" ¼'s	5.50
" ½'s	10.50
" 1's	20.00
French Peas, Extra Fins, per case	18.00
" Fins, per case	16.00
" Moyen's, per case	13.00
Kippered Herring, 6 doz. in case per doz.	1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	.29
" " Breakfast Biscuits, per lb. (Packed 7 lbs. and 5 lbs. in a can.)	.32
Red Pepper, Ring, pints, per doz.	1.25
" " ½ pints, per doz.	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz.	6.50
" " " 2 oz., "	3.55
Armour's Beef Extract; 2 oz., "	4.45
" " " 4 oz., "	8.20
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz. per doz.	4.00
" " " 8 oz. "	7.25
" " " 16 oz. "	13.50
Theodore Marquet Mushrooms :—	
First Choice	28.00
Choice, 100 tins per case	26.00
Extra, " "	
Hotel, " "	24.00

—28—

Truffles, 1/16	per tin,	.30
" ⅛	"	.55
" ¼	"	1.15
" ½	"	2.25
Shrimps, Pickled, small size		1.00
Dunbar's Shrimps, 2 doz., per doz.		2.25
" Figs in Cordial, 1 doz., per doz.		5.00
Bishop's Figs in Cordial, 1 doz., per doz.		6.50
Crystallized Ginger, 1-lb. tins, per doz.		4.00
" " ½-lb. " "		2.25
Rose's Lime Juice, per doz.		3.60
Victor Rose Water, per doz.		2.25
" Peach Water, per doz.		2.25
Pitted Olives, per doz.		5.25

FLOUR.

	Per Bbl
King Midas	6.80
Gold Medal	6.45
Millbourne	6.35
On Top	6.70
Ceresota	6 40
Pillsbury's Best	6.35
Taylor's Fancy	5.50
Semper Idem	5.00
Pride of the West	5.25
Sunbeam	5.15
Quaker City	6.00

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages		2.85
Franklin Pancake, 30 2s		3.50
Uncle Jerry's Pancake, 40 packages		2.50
Hecker's Buckwheat, 32 3s	per case	4.10
Hecker's Buckwheat, 64 1½s	per case	4.60
Hecker's Flapjack Flour, 24 packages		1.90
Log Cabin Pan Cake Flour, 36 2s		3.25
Ralston's Purina Pancake Flour, 36 2s		3.00

HONEY.

Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz.	per doz.	.95
Selser's, medium bottles, 2 doz.	per doz.	1.35
Schimmel's, 10-oz. bottles, 2 doz. in case		1.45
" 6-oz. " " "		.90

"Picked this Morning"

You know how it appeals to your customers to tell them that your fruit and vegetables were "picked this morning." You can tell them the same thing about your canned goods if you give them the **OLNEY** Brand, for they are grown, prepared and packed in the country—gathered in the morning and sealed in tins before night.

If you do not know us let us get acquainted, it will be to your interest and the satisfaction of your trade.

The Burt-Olney Canning Company
Oneida, New York

WASHBURN-CROSBY CO'S

Gold Medal Flour

Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

—29—

FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, Table, 100 lbs	2.10
" yellow, granulated, 100 lbs	2.10
" " table, 100 lbs	2.05
Western yellow, 100 lbs	1.70
Mother's, 36 packs	
Quaker, 36 packages	2.75
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.15
Beans—	
California Lima ... per lb.	.05
Marrows, Fancy N. Y. State, grain bags ... bush	2.32½
Marrows, Extra Choice, N. Y. State, grain bags ... bush.	2.27½
Medium, Fancy N. Y. State, grain bags, bu.	2.32½
Pea, fancy, N. Y. State, grain bags, bushel	2.32½
Pea, fancy, Michigan, grain bags ... bushel	2.35
Red Kidneys ... "	2.35
Peas—	
Green ... per bushel	1 95
Scotch ... "	2.20
Split, yellow ... "	2.15
" green ... "	
Lentils—	
110-lb. bags ... per lb.	.08
Less quantity ... "	.08½
Shaker Corn—	
Fancy, barrels ... per lb.	.06¼
Less quantity ... "	.06¾
Hominy—	
Lea's Breakfast, 20 pkgs ... case	1.65
Lea's Pearl, 100 lbs ... per bag	2 25
Schumacher's Breakfast, 10 pkgs. to case	1.35
Western Pearl, 100 lb. bags	1.65
Western Grits, 100 lb. bags	1 65
Barley—	
OO	.07
No. 3, 100-lb. bags	4.00
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl	7.75
" " kegs 100 lbs., per keg	4.00
Oaten Goods, in cases—	Per case
Avena, 18 packages	1.47½
Banner Oats, 20 packages	4.35
Friends' Oats, 36 packages	3.00

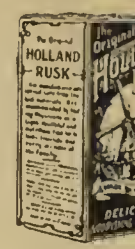
—30—

H. O. Oats, 24 packages	3.00
Mother's, 18 packages	1.07
Quaker, 18 small size	1.55
Quaker, 10 large size	2.10
Rolled Oats—	
Avena, per bbl., 180 lbs	7.10
Avena, per keg, 90 lbs	3.65
Standard, 180-lb. bbls	0.85
" 90-lb. bags	3 40
Sago—	
Fine, bags about 160 lbs	.04⅜
50-lb. lots	.05½
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs	.07½
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs ... per lb.	.05½
" " less quantity ... "	.06
" Pearl, 250 lbs ... "	.04½
" " less quantity ... "	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs ... case	3.05
Purina Cream Graham ... per bbl.	
Ralston Barley Food, 24 2's ... per case,	3.85
Ralston Health Food, 24 2's, packages "	3 00
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour, 20 5's ... per case	4.20
Egg-O-See 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2.70
Cook's Malto Rice, 36 2-lb. packages	4.50
Cerealine Flakes, 36 packages	2.60
Force Food, 36 packages	3.60
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.60
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.80
Presto, 36 packages	3 35
Quaker Puffed Rice, 36 packages	2.60
Quaker Wheat Berries, 36 packages	2.75
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.85
Zest, 36 packages, 10 cent size	2.25
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3.90

—31—



HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs.	4.75
Cases, 3 doz. pkgs.	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling ... per doz	1.10
" Acidulated ... "	1.10
Cox's, large ... "	1.57½
" small ... "	.95
Plymouth Rock, Pink or White ... "	1.20
Nelson's ... per doz.	1.35
" small ... "	.95
Bromangelon, assorted 3 doz ... "	.87½
Fruit Puddine, 2 doz., asst. flavors ... "	.80
Jell-O, assorted flavors, 2 doz ... "	.87½
Jell-O Ice Cream Powder, 2 doz ... "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.90
Tryphosa ... per doz.	.92½
Imperial Wine Jelly ... per doz.	.95
" " ... per gross	11.00
Gelatine, McKinley's ... per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs ... per case	2.70
Kusto, 60 5-cent packs ... per case	2.00
Puddine, assorted, 2 doz ... per case	1.60
D-Zerta Jelly, assorted, 2 doz ... per doz.	.90

—32—

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05½
" Elbows, " "	.05½
" Marcaroni, long, "	.05½
" " square "	.06¼
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05½
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.95
Spice Drops, in baskets, 20 lbs	1.64
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle ... per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2 ... per doz.	9.00
" " " 3 ... "	6.50
" " " 4 ... "	4.50

What Rennet Must Do to Be Good

Good rennet has gotten to be one of the most staple dessert specialties that a grocer can sell.

If it is good. To be good, it must coagulate milk in a few minutes and it must not spoil. James T. Shinn's **Liquid Rennet** fills these requirements under a double-barreled guarantee. And besides that, it has the flavor—the clean, delicate, penetrating flavor that makes rennet-eating grow into a habit.

As to profit, $3.00 return on a $1.50 investment is good enough, eh?

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

The Tender Kernels of Fancy Corn

THE CORN WITHOUT HULLS

The Pressing & Orr Company
Norwalk, O.

This introduces to you our **WINORR** Brand of Canned Corn. In one vital respect it is wholly different from every other brand on the market.

The difference is in the fact that **WINORR** Corn has no hulls. We use in our canning a device that extracts the meat of the corn, and throws out the tough hulls. Result—a dream of tender corn kernels that your customers will go wild over.

A novelty like this gives a lot of help in selling a new thing.

We also pack canned Sauer Kraut, dry Mince Meat in cartons, and a Salad Dressing which is quite the fanciest thing on the market.

We Are Advertising This Trade-Mark

This trade-mark means to Jams and Marmalades what "Sterling" means to silver; the best that can be made; sound fruit and sugar; absolutely pure. Better get acquainted with it.

Assorted case, 2 doz. 1-lb. jars, $4.50.

MARMALADES—Orange and Grapefruit

JAMS—Fig, Peach, Grape, Strawberry and Blackberry

H. P. D. KINGSBURY
REDLANDS - CALIFORNIA
WM. T. SHERRON, Agent
31 South Front Street

—33—

Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1½ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " " 4.. "	5.40
" " " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

—34—

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins. 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

SHREDDED FISH.

	Per doz.
Swansdown, 2 doz	.72½
Osprey, 2 doz	.60
Tidal Wave, 2 doz	.40

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...	50.00	25.60	13.00	2.75	2.25
Ex. Norway, No. 2...	36.00	18.60	9 50	2.05	1.69
Ex. Norway, No. 3...	28.00	14.60	7.50	1.65	1.37
Ex. Norway, No. 4...	24.00	12.60	6. 0	1.45	1.21
Ex. Bloaters, xxx	42.00	21.60	10.95	2.35	2.03
Ex. Bloaters, xx	40.00	20.60	10.45	2.2,	1.95
Fancy Shore, No. 1...	38.00	19.60	10.00	2.15	1 77
Med. Shore, No. 1 ...	27.00	14 10	7 25	1 60	1.33
Large Irish, No. 2	23.00	12.10	6.25	1.40	1.17
Extra Irish, No. 2	22.00	11.60	6.00	1.35	1.13
Medium Irish, No. 2..	21.00	11.10	5 75	1.30	1.09
Small Irish, No. 2	20.00	10.60	5.50	1.75	1.05
Irish, No. 3					
Large, No. 3	20.00	10.60	5 50	1.25	1.05
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...	6.50	3.85			
Ocean Whitefish	6.00	3.60			
Salmon, Halifax					
Shad, No. 1, Mess	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06½
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White. 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

—35—

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.18
Small Extra Scaled Herring...per box	.18
Boneless Herring, fancy 10 lb. boxes, per lb.	.15
Smoked Salmon, whole fish...per lb.	.27
New Cromarty Bloaters, 50s...per box...	.95
" " 100s... "	1.90

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.10½
Fancy N. Y. State, 48 1 lb	.11
Choice N. Y. State, 50-lb. boxes	.10
Aprtcots—	
Fancy Royals, 25 lbs	.27
Extra Choice Royals, 25 lbs	.22½
Standard Royals, 25 lbs	.19
Cherries—	
California, unpitted, Black, 25 lbs	.16
California, pitted, 25 lbs	.26
Currants—	
Gold Medal, recleaned, 36 1s	.08⅜
Gold Medal, loose, 25 lbs	.08¼
Private Growth, extra, cleaned, 36 lbs	.08¼
" cleaned, 30 lbs. bulk	.08
Nectarines—	
White, 25 lbs...per lb.	
Peaches—	
Extra Fancy Muirs, 50 lbs	.15
Fancy Muirs, 25 lbs	.14½
Extra Choice Yellows, 25 lbs	.13½
Extra Choice Muirs, 50 lbs	.14
Choice Muirs, 25 lbs	.12½
Choice Yellows, 25 lbs	.12¼
Pears—	
Fancy California, Bartlett, 25 lb	.13½

—36—

PRUNES. Boxes.	New Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs				
30– 40, 25 "	.10½	.09⅞		
40– 50, 25 "	.09½	.08¾		
40– 50, 50 "				
50– 60, 25 "	.08½	.08¼		
50– 60, 50 "	.08¼			
60– 70, 25 "	.08	.07¾		
60– 70, 50 "	.07¾			
70– 80, 25 "				
70– 80, 50 "				
80– 90, 50 "	.06½	.05¾		
90–100, 25 "		.05		
90–100, 50 "		.05¾		
100–120, 50 "				

25–30, 25 lbs., Red Star, fancy, Silver	.11½
Ensign, fancy, pitted, 50 1s	.09
Raisins—	
Muscatels, 4 crown, 50 lb	.07¾
" 3 " 50 lb	.07½
" 2 " 50 lb	.07
Cal. Thompson Seedless, 50 lbs	.07¾
Cal. Cleaned Sultanas, 50 lbs	.08
Cal. Sultanas, 50 lbs	.07½
Seedless Muscatels, 50 lbs	.07
Roger's, Layer, Valencias, 28 lbs	.07¾
Llano, Layer, Valencias, 28 lbs	.07¼
Gilabert's, Layer, Valencias, 28 lbs	.07¾
Raisins, Seeded—	
Griffin & Skelly's, fancy, 36 1s	.09
Tiger, fancy, 36 1s	.09⅜
Admiral, fancy, 40 1s	.09
Citron, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	.17½
Lemon Peel, fancy, boxes, 10 lbs., net	.13
Orange Peel, fancy, boxes, 10 lbs., net	.12½

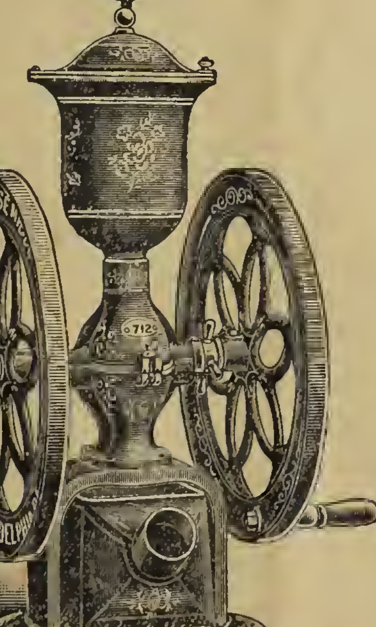
CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size. ½ doz. 25-cent size in case...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb...per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

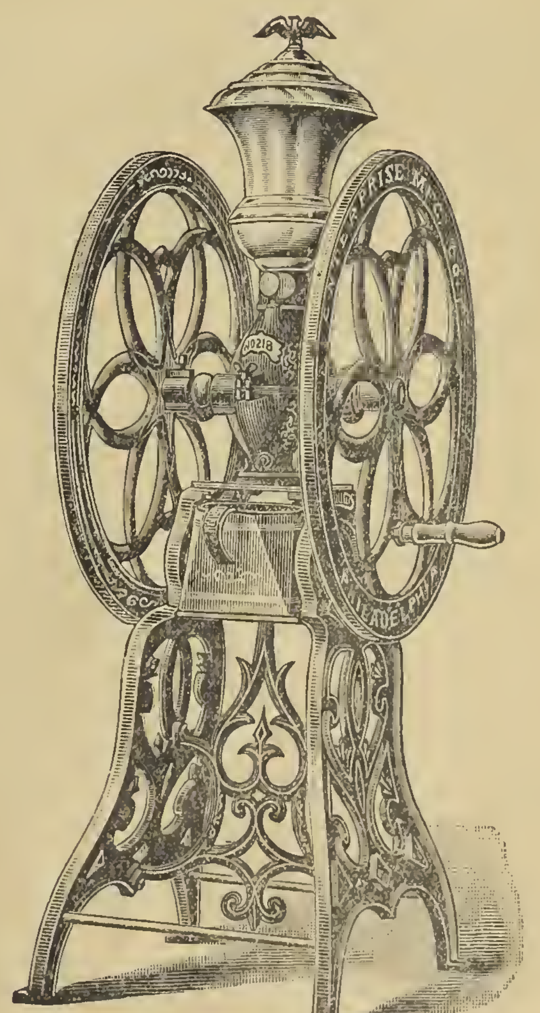
Tumblers, 10-c. size, 2 doz...per doz.	.67½
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

MARKED "ENTERPRISE"



Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.



—37—

INK.

Arnold's, black, 3032 .... per bottle	.48
Continental, red, 1 doz.	.30
" black, 3 doz.	.25
Royal, black, 3 doz.	.25
Stafford, Commercial, 3032 .... per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes .... 5 doz.			2.75
Cold Blast .... 4½ doz.			3.38

	No. 1.	No. 2.
Jumbo Chimneys, plain .... per doz.	.75	.85
" " dec., 107, "	.90	1.00

	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case .... per doz.	.52½
Chloride, sifting, 25 lb. boxes, 1 lb. .... per lb.	.05¼
" " 25 lb. boxes, ½ lb. .... "	.06¼
Acme, 1 lb., sifting, 25-lb. boxes	.05½

LYE AND POTASH.

Banner, 4 doz.	per case	3.25
Babbitt's Potash, 4 doz.	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz.	"	1.87½
" 4 doz.	"	3.65
Popular, 4 doz.	"	1.45

MATCHES.

		Per gro
Swift & Courtney's, 200's, 1-gross case		1.75–1.90
" 400's, 1 "		3.50–3.70
" 500's, 1 "		3.75–4.00
Blue Hen, 200's, 1 "		1.50–1.60
" 500's, 1 "		4.00–4.25

—38—

	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.90
" 500's	3.95
Vulcan Safety, 65s, No. 37	.55
" 65s, No. 2	.45
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50–3.75
Searchlight, 500's	4.25–4.50
Press, 200's	1.80–1.90
" 500's	4.50–4.75
America, 200's	1.30–1.35
American Paraffine, 500's, ex. qual.	4.15
Telegraph, blue bead, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5.00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1.00
Blue Ribbon, 165s, 1 gross to case	1.05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—	
Barrels and half barrels, Superior .... per lb.	.08¾
18, 37 and 68-lb. buckets, " .... "	.09
10-lb. buckets, 6 in crate, " .... per crate	6.25
5-lb. " 6 " " .... "	3.65
5-lb. glass jars, 6 in case, " .... per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior .... per lb.	.13
5-lb. gl. jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Fairmount .... per lb.	.07¾
18, 37 and 68-lb. buckets, " .... "	.08
Wm. J. Troth:—	
Barrels and half barrels, Famous .... per lb	.08¾
18, 37 and 60-lb. buckets, " .... "	.09
10-lb. buckets, 6 in crate, " .... per crate	6.25
5-lb. " 6 " " .... "	3.65
5-lb. glass jars, 6 in case, " .... per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous .... per lb.	.13
5-lb. glass jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Golden .... per lb.	.07¾
18, 37 and 60-lb. buckets, " .... "	.08
Campbell's Mince Meat, 30-lb. pails .... "	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits, per lb.	.06
New Year, bbls and kegs and 30-lb. kits .... per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits "	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls. .... per lb.	.07½
" 18 and 37 lb. Kanakins .... "	.08
" 10-lb. Kkns, 6 to crate .... per doz.	9.80
" 5-lb. " " "	5.30
" 5-lb. Glass Jars, 6 to case "	6.25

—39—

National, 30-lb. Kits, bbls., ½ bbls. .... per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls. "	.04¾
Atmore & Son, Extra Family—Seedless:—	
No. 5, glass jars .... per case 6 jars	4.50
No. 3, glass jars .... per case 6 jars	3.15
Family—Seedless.	
No. 5, wooden pails .... per box 6 pails	3.75
No. 10, wooden pails .... per box 6 pails	6.40
No. 18, 37 and 68, wooden pails	.09¼
Celebrated—Seedless.	
Barrels, Halves, Quarters .... per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs. .... "	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz.	2.00
Cartons Condensed, (3 dozen in case,) per gross	11.00
Keystone—	
Barrels, Halves, Quarters .... per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs. .... "	.08¼
Wooden Kits, No. 20 and 35	.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150test	"	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz.	15.50
" Extra, 64 oz.	13.50
" Mammoth, quarts	7.25
" Extra, quarts	6.75
" Extra, pints	4.50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz.	2.40
Farcies	3.75
Queen, 6 oz.	1.30
Pim Olas, 18 oz.	6.00
Pim Olas, 10 oz.	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

—40—

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz.	4.90
" " pts., 2 doz.	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz.	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz.	6.50
" " pts., 2 doz.	7.50
" " ½-pts., 2 doz.	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz.	9.00
" Sublime, 8-oz. flasks, 2½ doz.	6.50
" " 12-oz. " 2½ doz.	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—

La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	22.00
10 1 gal. cans, case	23.10
20 ½ gal. cans, case	24.20
40 ¼ gal. cans, case	25.30
80 ⅛ gal. cans, case	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—

The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8 50
5 gallon tins, 2 tins to case	26 50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.	
Quarts, Cal. style, 1 doz. in case .... per case,	8.50
Pints, " 2 " " "	9.00
½ Pints. " 2 " " "	4.75
Oliver's Olive Oil—	
1 dozen large	6.00
2 dozen medium	6.75
2 dozen small	4.25
6 1-gallon tins .... per gal.	2.10

AMERICAN OIL.

Stohrer's, No. 8, 2 doz.	per doz.	.55
Stohrer's, No. 16, 2 doz.	per doz.	.95
Stohrer's, No. 32, 1 doz.	per doz.	1.85
Keystone, bottles, 2 doz.	per doz.	.95

Have You Said This?

"You couldn't hire me to sell **Ariosa** Coffee because I can sell my own package coffee!"

But look what the sale of your own package coffee loses for you. It loses the advantage of the advertising we are doing to your customers, all of which helps actively to sell **Ariosa.** It loses the selling force of the fact that every man, woman and child in your town has heard of **Ariosa** and knows what it is.

And it loses the vouchers that come **to you** with **Ariosa**; vouchers, that if you will work hand in hand with us, will bring you several hundred dollars of merchandise every year gratuitously.

ARBUCKLE BROTHERS
NEW YORK

—41—

PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs	"	.90
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.18½
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide	"	.03⅛
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03¾
White Tea Paper, 12 x 16, reg	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolf Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼	.48	.29		.31	.35	.45
⅜	.53	.35		.37	.43	.55
1	.71	.45	.78	.49	.55	.73
2	.89	.53	.97	.61	.71	.93
3	1.09	.65	1.25	.75	.89	1.15
4	1.25	.77	1.39	.87	1.05	1.33
5	1.45	.91		1.07	1.21	1.55
6	1.73	1.03	1.95	1.23	1.41	1.81
8	2.09	1.19	2.29	1.49	1.68	2.19
10	2.27	1.37	2.55	1.65	1.83	2.41
12	2.69	......	3.11	......	......	2.89
14	3.37	......	3.97	......	......	3.75
16	3.87	......	4.41	......	......	4.01
20	4.39	......	4.79	......	......	4.55
25	4.83	......	5.41	......	......	5.05

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25
Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10

—42—

Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.92½
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 3 doz	.92½

PICKLES.

William Bros., 32 gal., 1500s	10.75
" " 16 " 800s	0.10
" " 16 " 600s	5.25
Barrels, 45 gal., 1200s	11.50
10-gallon kegs, 700s	3.25
Sweet Pickles, 500s to 600s, 5 gal......per keg,	3.30
Sweet Pickles, 700s, 5 gal....... "	3.60
Sweet Pickles, 1,000s, 5 gal....... "	4.15
Sweet Pickles, 2,000s, 5 gal....... "	5.00
Chow-Chow, No. 1, 5 gal. kegs	1.95
Chow Cbow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00
Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.50
No. 8, Sour Gherkins, 2 doz	.95
No. 8, Sweet Gherkins, 2 doz	.95
No. 8, Sour Mixed, 2 doz	.95
No. 8, Sour, assorted, 2 doz	.95
No. 8, Chow-Chow, 2 doz	.95
No. 8, Onions, 2 doz	.97½
Crosse & Blackwell's:—	
Whole bbls., 5 doz	3.25
Chow, pints, less quantity	3.30
Mixed, less quantity	3.30
Onions, pints, less quantity	3.30
Plain, pints, less quantity	3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
3.25	5.50	4.70	8.35	7.20

—43—

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls	.16
" " " 40 grain, bbls	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's......per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs	.10
" 14-16 lbs	.09¾
" 10-12 lbs	.10
Picnics, 6–8 lbs	.09
N. Y. Shoulders, 10–12 lbs	.10
Dried Beef, sets (city smoked)	.15
" Tenders and Knucks	.16
" Flats	.13
" Air Dried, sets	.21
" " Tenders and Knucks	.22
Jersey Pork, Butt......per bbl.	18.00
" Family...... "	20.00
Breakfast Bacon, rib in	.11½
" boneless	.13
S. P. Bellies, 14-15 lbs	.10
Bologna, 25-lb. boxes	.08
Boiled Boneless Ham	.18
Beef Tongues, smoked, 5-6 lbs......per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ⅛-cent extra

John Bower & Co.—	
Honey-cure Brand Hams, skinback	.12½
" " large	.12½
" " medium	.12⅛
" " small	.14
" Breakfast Bacon	.14
" " boneless	.16
Beef, air-dried, regular sets	.20
" " insides and knuckles	.23
Ham Bologna	.10
Beef "	.10
Boiled Hams	.22
Beef Tongues......per doz.	9.00-11.00

—44—

Swift & Co.—	
Premium brand Hams, 10 lb	.14
Premium brand Hams, 12 lb	.13½
Premium brand Hams, 14 lb	.12
Premium orand Hams, 16 lb	.12
Premium brand Hams, 18 lb	.12
Premium brand skinned Hams, 18–20 lb	.11½
Premium brand boiled Hams, skinned, fatless	.23
Premium brand Bacon	.21
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut	.17
Winchester brand skinned Hams, all aver	.10½
Winchester brand Picnics	.09½

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	09½	7⅞
Plain Tubs, 50 and 60 lb. cans	09½	8
10-lb. Tin Pails, 60 lbs	10½	8¾
5 " "	10⅝	8⅞
3 " "	10¾	9

John Bower & Co.—	
Pure Kettle Rendered, tierces	.10¾
" " tubs	.11
" " 3, 5 and 10-lb. cans.	.12
Swift & Co.—	
Premium brand, tierces	.11
Silver Leaf brand, tierces	.10
Jewel, compound, tierces	.07¾
Cotosuet tierces	.08

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native	.08 -.09
Common to fair, native	.06 -.07
Western Dressed Beef—	
Choice, native cattle	.08 -.09
Common to fair "	.06 -.07
City Dressed Veal—	
Prime	-.13
Good to choice	-.08
Dressed Hogs—	
Pigs	-.08
Hogs, heavy	-.08
" 180 lbs	-.08
" 160 lbs	-.08
" 140 lbs	-.08
Dressed Sheep and Lambs—	
Lamb, Western, good	.12
Lamb, Western, culls	.09
Sheep, choice	.08
" medium	.07

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90-1.00
Cow Tongues	.75-1.00

Ham Confidence

There is a vast difference between merely "ham" and Swift's PREMIUM Ham.

The grocer who just keeps "ham," who buys no special brand, and buys from no particular packer, is just as certain to have a small and irregular ham trade as night is certain to follow day.

But the grocer who sells only Swift's PREMIUM ham, which is always the same and always fine, will have a ham trade that amounts to something. His trade won't care to experiment with other grocers; they're getting what they want and they're getting it all the time.

PREMIUM Hams are tender, delicious and—this is important—well advertised.

Swift & Company, U. S. A.

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia

CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc. HAMS Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

You must Advertise or Lose! Then why not Advertise wisely?

The best advertisers in the country—and they are all thinkers—tell you how to advertise successfully in

BRAINS
FOR
The Retailer and Advertiser

The very best examples of clever, money-making advertising in the world are presented weekly.

If you advertise without reading BRAINS you miss the benefit of other men's experience, men who have given years to the study of advertising.

Five dollars a year is all it costs, and its worth it. Sample copy 15 cents.

JAMES KNAPP REEVE
PUBLISHER
DEPOSIT. N. Y.

—45—

Calf Heads, scalded	.50–.75
Sweetbreads, veal ....per pair	.60–.90
" beef ....per doz.	1.00
Calf Livers ....per lb.	.20–.25
Beef Kidneys ....per doz.	1.00
Beef Livers	.e6
Ox Tails ....per doz.	.50–.65
Hearts, beef ....per lb.	.03–.05
Rolls, beef	.12
Tenderloin, beef, western	.18
Fresh Pork, loins, city	.12
" " western	.12

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.18 –.20
" Y. T., 5 to 7 lbs	.17 –.20
Old hens and toms	.16 –.19
Common to Good	.12 –.15
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22 –.24
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.22 –.24
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.22 –.24
Western, 4 to 4½ lbs. to pair, fancy	.18 –.20
" 3 to 3½ lbs. to pair, fancy	.18 –.22
" fair to good	.15 –.16
Fowls—	
Western, fancy	.13 –.14
Heavy Roasters, 4 to 5 lbs	.14 –.16
Fair to good	.12 –.13
Old cocks	.09 –.10
Western capons, fancy, frozen	
" " small, frozen	
Squabs—	Per doz.
Prime, large, ancy	4.00
Mixed	2.50–3.50
Dark	1.00–1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.13 –.15
Large Springers	.13 –.15
Fowls	.13 –.15
Roosters	.10
Ducks	.12 –.13

POULTRY SEASONING.

Beil's Spiced Seasoning—	
Small or No. 1, 2 doz. in case ....per doz.	85
" 1 " .... "	.85
Large or No. 2, 1 " .... "	1.40
1-lb. cans, 1 doz. in case ....per case	4.00
2-lb. " ½ " .... "	3.75
3-lb. " ½ " .... "	5.40
5-lb. " ½ " .... "	8.70

—46—

SAUER KRAUT.

Extra Quality, 50-gal. tierces	5 60
Extra Quality, 15 gals., kegs	2.25
Victory, extra fancy, No. 3, 2 doz ....doz.	.90
Spring Garden, fancy, No. 3, 2 doz ....doz.	.80
Compass, No. 3, cans, 2 doz	.75

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb. ..per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ½ " "	8.50
P. P. Sauce, 2 doz., No. 1 .... "	1.50
Atmore's Genuine English Plum Pudding—Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ½ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	1.05
No. 5, toy pails	2.90
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ½ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.90
Apple, 30-lb. pails ....per pail	1.20
Apple, 20-lb. crocks ....per lb.	.07¾
Apple, Schimmel's, 30-lb. pails ....per lb.	.06
Prune, 30-lb. pails ....per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

—47—

	Per Doz
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, "	4.60
Raspberries, "	4.60
Apricots, " peeled	4.85
Pineapple, "	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		0 85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1 95
Spirits Camphor		85	1.95
Spirits Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	
Laudanum, 15c.-size ....per doz.,			1.20
Laudanum, 25c.-size ....per doz.,			1.90

5 per cent. discount in gross lots assorted.

Alum ....per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2.60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk ....per lb.	.08
" Lump, bulk .... "	.08
Butter Color, W. & R. ....per doz.	2.00
Bluestone, bulk ....per lb.	.09
Copperas ....per lb	.01¾

—48—

Camphor, gum, 1-oz. blocks .... "	1.00
" Flakes, 250 bbls .... "	.02¼
" " less quantity .... "	.02¾
" Tar Balls, bbls., 250 lbs. .... "	.02¼
" " less quantity	.02¾
Castoria, Fletcher's ....per doz.	2.80
" Pitcher's .... "	.85
Carbonate of Ammonia .... "	.11
Epsom Salts ....per lb.	.01½
Glauber Salts ....per lb.	.01½
Glue, ordinary	.09⅛
Glue, white	.20
Glue .... "	.11
Goff's Cough Syrup, 25c. size ....per doz.	1.75
Goff's Herb Bitters, 25c. size .... "	1.75
Goff's Oil Liniment, 25c. size .... "	1.75
Goff's Sarsaparilla, 50c. size ....per doz.	3.50
Goff's Worm Syrup, 15c. size .... "	1.20
Goff's Horse and Cattle Pwd., 15c. size "	1.20
Goff's Dyspepsia Tablets, 10c. size... "	.75
Gum Arabic ....per lb.	.55
Haarlem Oil ....per doz.	.40
Licorice, P. & S., 5c. stick, Imported.. "	.36
" M. & R., 5-lb. boxes ....per lb.	.23
" " Lozenges, 5-lb. boxes, "	.27
" Y. & S., " 5-lb. glass front, "	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's, "	.24
" Root .... "	.11
Putty, 25-lb. cans ....per 100 lbs.	1.60
" 50-lb. cans .... "	1.55
Petroleum Jelly, screw top, 5-c. size... "	.35
" " 10.c. " ... "	.75
Paris Green, 100-125-lb. kegs ....per lb.	29½
" ¼-lb. packages .... "	.34
" ½-lb. " .... "	.33
" 1-lb. " .... "	.32
Jamaica Ginger, Hires', flasks ....per doz.	.90
Rosin ....per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs. "	.07
" granulated, kegs, " 100 " "	.07
Sulphur, Flour, 175-lb. barrels. . ..per 100 lbs.	2.45
" 100-lb. bags	2.25
" less quantity	.03½
Venetian Red ....per lb.	.02
Whiting .... "	.02
	2 oz. 2 oz.
Husband's Magnesia ....per doz.	2.85
Bull's Cough Syrup .... "	1.90
Roach Powder, Omega, 4-oz. cans	.80
" " ....per gross	9.00
Roachsault, 10c.-size, 1 doz ....per doz.	.80
Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75
McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

50 YEARS THE STANDARD

BORDEN'S

Eagle Brand Condensed Milk

Three Generations Attest its Merits   Give Your Trade Satisfaction

BORDEN'S CONDENSED MILK CO.

EST. 1857   "LEADERS OF QUALITY."   NEW YORK

Better Can't Be Made

Many grocers who in the past would have handled independent starch were prevented by the fact that there was no good independent starch.

Not so now. No better starches have ever been made or can be made than **Murdoch's Laundry and Corn Starch.** We take the most extraordinary care with every detail of their manufacture. Things like washing seven times to get the gluten out and make them white.

OSWEGO MAIZE PRODUCTS COMPANY - - Oswego, N. Y.

—49—

W. F. Young's Veterinary Remedies, wholesale prices—

	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young'z Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S, Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

		Per doz.
McCormick & Co., Bee Brand—		
Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00
Sauer's Flavoring Extracts:—		
No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	......	......	......	7.00

Ext. Vanilla, Kitchen Queen,	No. 25,	per doz.	2.00
" " " "	No. 2X,	"	.80
" " " "	No. X,	"	.45
" Lemon, " "	No. 25,	"	1.75
" " " "	No. 2X,	"	.80
" " " "	No. X,	"	.45

Ingersoll's Flavoring Extracts:—

High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.85
" Lemon	"	.85
" assorted	"	.85
" small size	"	.45

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

	Per gal.
Corson's Golded Russet, bbl	.20
Corson's Champagne	.18
" Dry Hard	.20
New Juice Cider, bbls	.18
New Juice Cider, ½ bbls., 28 gals	5.60
New Juice Cider, ¼ bblz., 14 gals	3.25
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

—51—

Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅜
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03⅝
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	

SALT.
WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " 56 "	.65
" " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

—52—

Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS
TABLE SALT
PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz	doz.	.87½
Durkee's, large, 1 doz	per doz.	4.00
" small, 2 doz	"	2.40
Schimmel's, small, 2 doz	per doz.	.87½
My Wife's, large, 1 doz		2.30
My Wife's, small, 2 doz		1.45
Snider's Salad Dressing:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Luncheon, 3 doz	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.65
Kegs, 150 lbs	per 100	85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz		.77½
North of England Sauce, No. 8, doz		.77½
Chef Sauce, 2 doz., doz		.75
Snider's Chili Sauce:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

J. A. FLESCH & SON
Architects and Designers
Of Store Fixtures for Modern Grocery Stores

1010 and 1012 Chicago Opera House Block
112 CLARK STREET
CHICAGO

CORRESPONDENCE FOR PARTIAL OR COMPLETE OUTFITS SOLICITED

FLESCH'S PATENT
COOLERS and COUNTERS

HENRY TROEMNER'S
SCALES, BINS, CANS, etc.

REFERENCES
Goldberg, Bowen & Co. San Francisco, Cal.
H. Jevene Co. Los Angeles, Cal.
Lutey Bros. Butte, Mont.
Colorado Supply Co. Pueblo, Col.
F. Dresser & Co. Portland, Ore.
Hennessy Mercantile Co. Butte, Mont.
Lion Grocery Co. El Paso, Texas

REFERENCES
S. P. Nissen Co. Oak Park, Ill.
Simpson, Crawford Co. New York City
Henry Siegel Co. Boston, Mass.
Greenough Bros. Co. Spokane, Wash.
Chris Keller Lancaster, Ohio
Louis Kunkel San Antonio, Texas
John B. Watson El Paso, Texas

—53—

SEEDS.

Canary, bush. 60-lb	3.25
Caraway	.10
Celery	.10
Coriander, bleached	.05
Flax	.05
Hemp, bush. 40 lbs.	1.60
Mustard, Brown	.07½
Mustard, Yellow	.06½
Rape, per lb.	.05½
Poppy, per lb.	.10
Sunflower, per lb.	.05½

SODA.

Bi-Carb., kegs	per keg	1.80
" bulk, 25-lb. boxes	per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes	"	.04⅝
Arm & Hammer bd., ¼'s, 36 lbs.	per lb.	.05⅝
" " " lbs., 36 "	"	.04⅞
" " " ¼, ½, 36 lbs.	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.04⅞

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welchs Grape Juice, case quarts, 1 doz.	4.50
" " " pints, 2 doz.	4.75
" " " ½-pints, 3 doz.	4.25
" " " 3-ounce, 8 doz.	6.00
" " " ½-gallons, 1 doz.	8.00
" " " gallons, 6 gal.	7.50

5 per cent. discount on 5 case lots.

Clicquot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross		2.50
Bon Ami, 10-cent size	¼ gross	2.50
Electro Silicon, 1 doz.	per doz.	.72
Putz Liquid, large, 3 doz.	per gross,	16.50
Putz Liquid, large, 3 doz.	per doz.	1.45
Putz Liquid, small	per gross,	7.00
Putz Liquid, small	per doz.	.60
Putz Paste, large	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No. 2, pint cans	"	32.00
No. 3, quart cans	per doz.	4.50
No. 4, half-gallon cans	"	7.50
No. 5, gallon cans	"	13.50

—54—

Solarina Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs. ......per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.50
Acorn	120	2.70
Ark	100	1.85
American	72	2.80
Bee	100	3.85
Best, Babbitt	100	3.70
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	100	4.25
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.12
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.70
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.50
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.50
Lifa Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	4.00
Magic Cleaner	100	3.00
Marseilles, laundry size	100	6.00
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

—55—

Oleine, Conway's	60	2.60
" Golden	60	2.55
" Eavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2.30
" Philadelphia, 1 lb.	60	2.90
" " 14 oz.	60	2.65
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	3.00
" tubs	150	4.70
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.70
Star	100	3.50
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	3.50
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, Imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 52 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes	per box	2.70
" 6 oz., 100 packages	"	2.65
" 8-oz. packs	"	2.70

—56—

Soapine, No. 7, 100 packs	2.37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.35
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.55
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.60
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz. per doz.	.43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25

SPECIALTIES.

Anker's Bouillion Capsules 3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.18½	.19½	.21½
Black, Low Grade	.14	.15	.17
White, High Grade	....	.32	.34
White, Low Grade	....	.23	.25
Cayenne, High Grade	....	.21	.23
Cayenne, Low Grade	....	.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.31	.32	.34
Low Grade	.22	.23	.24
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade	....	.78	.80
Nutmegs—			
High Grade	....	.32	.35
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—		Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice	⅛ lb.	.40
	¼ lb.	.75
Banquet Brand—		
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice	⅛ lb.	.40
	¼ lb.	.75

WALKER STORE FIXTURES

—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St.

PHILADELPHIA, PA.

Don't Buy a Cheap Wagon

If you do, you'll remember this advice. A cheap wagon looks nearly as well in the factory as our "J. M.," but oh, what a difference in six months!

The "J. M." wagon is the best delivery wagon made. Only the finest materials go into it, and they're put together right, too.

If we haven't what you want, though we probably have, we'll build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PENNA.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz	per doz.	.45
Dime size, 2 and 4 doz	"	.85
¼ lb. net, tins, 2 and 4 doz	"	1.00
½ " 2 doz	"	1.90
1 " 1 doz	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.

	Per doz.
Campbell's, jar, 2 doz	.87½
Gulden's, No. 6, with spoon, 2 doz	.95
Gulden's, No. 20, with spoon, 2 doz	.88
Beer Mug, fancy, large size, 2 doz	.65
Lemonade Glass, tall, 2 doz	.78
Horseradish and Mustard, 8 oz., with spoon, 2 doz	.90
Milk Jar, glass top, 2 doz	.85
Water Tumblers, glass, 10 oz., 4 doz	.37½

WHOLE SPICES.

	Per lb.
Pepper, Black	.09½
Allspice	.07
Cloves	.15
Mace	.48
Nutmegs, 80's	.23
" 110's	.17
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.11

—58—

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		.04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's. 40-lb., 1-lb, "		.06⅝
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes		.07¼
1 lb. packages, 20 lb. boxes		.07½
Bbls, about 200 lbs		.06¾

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes		.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.		.05⅞
" Linen Gloss, 3-lb. cartons		.04⅞
Kingsford's, Pure, 3-lb. cartons		.06¼
" Pure Gloss, lb. packages		.06¼
" Silver Gloss, 12 6-lb. wd. bxs.		.07⅝
Duryea's, Superior, 3-lb. cartons		.06¼
" Satin Gloss, lb. packages		.07¼
" Superior B, bulk		.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes		.07⅝
Niagara, laundry, 50-lb. bulk		.03¾
" 1 lb. packages, 48 lbs		.04⅞
" 3-lb. cartons, 48 lbs		.04⅞
" 6-lb. boxes		.05⅞
Celluloid, 64 10-cent packages		4.30
" 64 5-cent "		2.20
Elastic, 64 10-cent packages		5.00
" 64 5-cent "		2.50
Dreydoppel's Mourning Starch for black goods, 36 packages	per package	.08
Starch Polish. 20 cakes	per box	.50
Murdoch's Starch—		
Velvet Gloss, 1 lb. packages, 40 lb. boxes		.07¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate		.08¼
Velvet Gloss, about 200 lbs		.07¼
Snow Gloss, 3 lb. cartons, 48 lb. boxes		.06¾
Sterling Gloss, 50 lb boxes per 100 lbs		3.85

STOVE POLISH.

		Per gro
Enameline Paste, small, ¼ gross		4.00
Enameline Paste, large, ¼ gross		7.00
Enameline, Liquid, large, ¼ gross		6.65
Enameline, Liquid, small, ¼ gross		4.90
Electic Paste, ⅛ gross boxes		4.20
Magic Paste, ¼ gross boxes		4.75
Parlor Pride, large size	per doz.	.87½
" "	per gross	10.25
" small size	per doz.	.70
Climax Enamel ¼ gro	per gross	9.40
Black Jack, ¼ gross, per gross		6.60
Rising Sun	per gro.	5.75
Sun Paste, 5-cent size	"	4.50
" 10-cent size	"	7.20

—59—

X-Ray Stove Polish—		
5-cent size, No. 5, per box of ¼ gross		1.25
Per box of ½ gross		2.50
14 dozen to gross		5.00
10-cent size, No. 10, per box of ¼ gross		2.25
Per box of ½ gross		4.50
Per gross		9.00

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¾
McAllister, 36 packs	"	.05⅜
Rosensteins, 1lb. pkgs., 2 doz	per lb.	.05½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz	per doz.	.35
Red, quarts, 3 doz	"	.70
Silver, pints, 3 doz	"	.35
" quarts, 3 doz	"	.70
Bath Brick, 25 bricks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz	per doz.	.42½
Royal Glue, 1 doz	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ⅛ gross case, assorted, 6. 8. 10's	per case	90
Carpet Tacks, Silver Steel, 4 oz	per doz.	.06½
6 oz	"	.07
8 oz	"	.07½
10 oz	"	.08½
12 oz	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.09
No. 11, steel	per doz.	.09½
No. 12, steel	per doz.	.12
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather. cut into taps, 6 inches high		1.50
5½ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.90
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb	per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80
Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb	"	.09
Best Jute Plow Line, 8 yds. to lb	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines. 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	42
Extra Fancy, No. 669	.40
Fancy, No 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.29
Fancy, No 101	.32
Fancy, No. 100	.33
Choice, No. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.

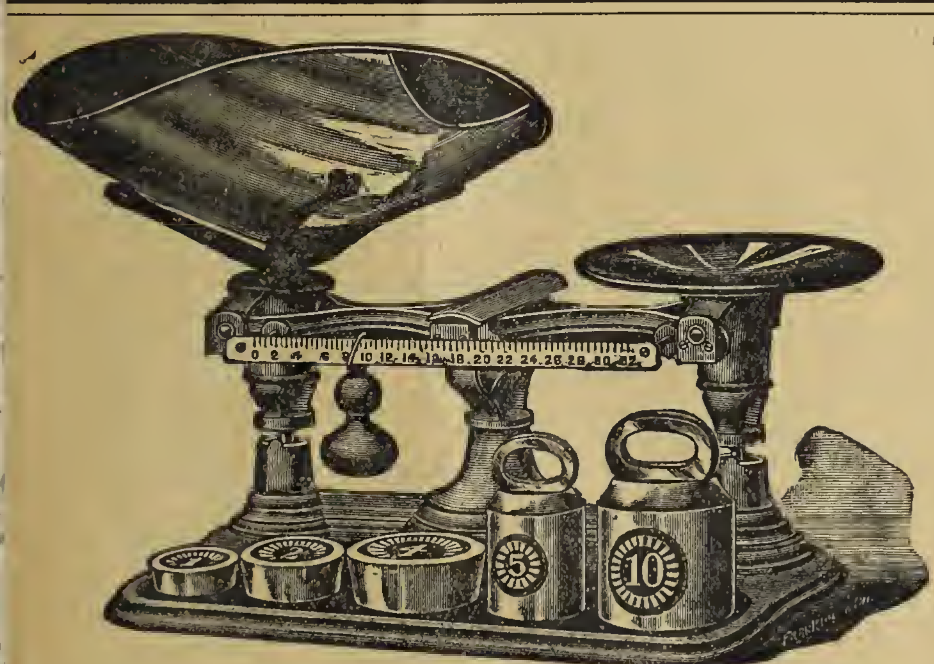
Extra Fancy Ponce, No. 637, new crop	.38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery	2.60
Five A, for confectionery	2.70

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	.92½
1 " case	"	.95
Karo, 10 cent size, 2 doz	per doz.	.87½
Karo, 25 cent size, 1 doz		2.25



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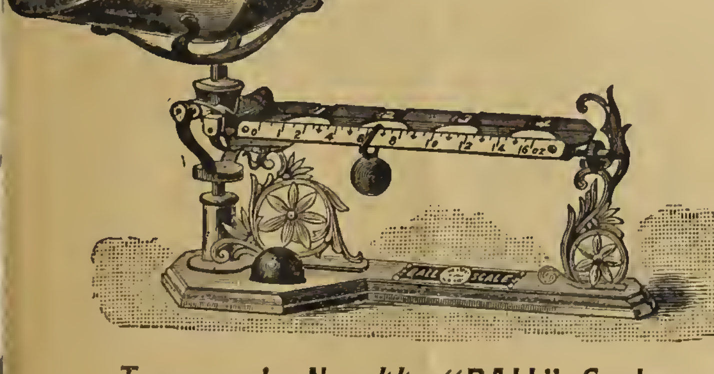
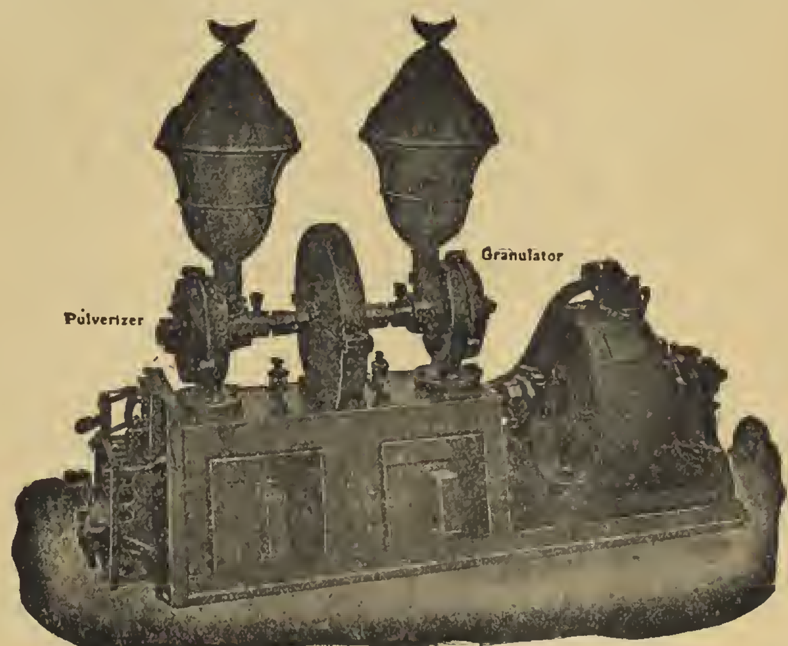


Troemner's No. 44, "BALL" Scale

STANDARDS OF EXCELLENCE

USED BY ALL LEADING GROCERS



TROEMNER'S

New Electric Coffee Mills

The ONLY successful machine of the kind on the market. PULVERIZING and GRANULATING coffee as it should be done.

FAMOUS "STAR" COFFEE MILLS
STEEL and AGATE BEARING GROCER SCALES
TEA, COFFEE and SPICE CANS and BINS

Don't be talked into something "just as good"; there is NOTHING like the GENUINE TROEMNER FIXTURE. WRITE FOR CATALOGUE.

HENRY TROEMNER

No. 911 ARCH STREET PHILADELPHIA, PA.

J. A. FLESCH & SON 112 Clark Street, Chicago, Ill.

GENERAL AGENTS FOR UNITED STATES

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.45
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.40
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118, Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	1.55
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.30
2, Wire ends	1.50
3, Wire ends	1.70
5, Wire ends	
Picnic Plates, 8 inch	
Picnic Plates, 9 inch	

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.50

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.25
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.	
Compressed, per doz.	.18
Magic, 1½ doz. packages, per box,	.58
Yeast Foam, 1½ doz, per box	.58

If 1000 Retailers in Philadelphia Recommended Us, Would YOU Believe in Us?

One of the hardest propositions which confront the retailer is to turn their bad debts into cash. Lots of them have tried different collection agencies, paid retaining or subscription fees and got no results; so it is hard to convince them that **any one** can help to bring the beats to book.

We show you how to **collect your own** accounts; nobody handles your money but **you.** We can give you the names of a thousand merchants in Philadelphia whom we have shown how to get money due them which had been charged off long before they heard of us.

It costs you nothing to find out what our plan is—can you afford **not to?**

The Consolidated Law Association, Inc.
1325 SOUTH FIFTY-EIGHTH ST., PHILADELPHIA, PA.

We Collect Bad Accounts

We not only say we collect bad debts; but we **do** it! You all have them, and you all have tried everything in your power to collect them and have failed. We may also fail; but it is not likely that your dead beats will stand the pressure we put on them, as we have found only a few that can resist our persuasion. We will be glad to tell you more about our plan and ourselves.

Union Mercantile Agency
314 Court Exchange Building
Bridgeport, Conn.

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